

# Maruti eyes sales of 4.8 lakh hybrid, CNG units this fiscal

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Maruti Suzuki India (MSIL), which had discontinued its diesel cars in December 2019 after selling close to 4.5 lakh units earlier, is now aiming to achieve similar sales through hybrid and CNG vehicles put together, in the current financial year.

The company expects to sell around 4.80 lakh units of vehicles — CNG and strong hybrid vehicles combined — this fiscal. The company has two strong hybrid vehicles now with the Grand Vitara and the recently launched Invicto utility vehicle.

## **RISING CNG SHARE**

“The diesel vehicle sales were 4.43 lakh units in 2016-17, which in 2019-20 came down to 2.53 lakh units; then it is been nil since the

## **⊙ DIESEL UNITS**

The company says it has ‘no plan’ to bring back diesel vehicles, as issues are still being raised about harmful particulates in such engines

last four years as we discontinued it in December 2019. So, we expect to cross 4.80 lakh units (hybrid+CNG) this year,” Shashank Srivastava, Senior Executive Officer, Marketing and Sales, MSIL, told *businessline*.

In this last four years, the company has grown sales of its CNG vehicles from 1.06 lakh units in 2019-20 to 3.28 lakh units in 2022-23. This year, the company has already sold 1.07 lakh units in the first quarter, he said.

Srivastava said MSIL has “no plan” to bring back

diesel vehicles, because there are some issues still being raised about harmful particulates in such engines. “That is why its percentage of share in the passenger vehicle market has come down to 18 per cent now (total industry sales). At its peak, diesel vehicles used to contribute 58 per cent of the total vehicle sales (in 2012-13),” he noted.

He said with the introduction of strong hybrid vehicles, it will not make economic sense to buy diesel vehicles because of the gap in the fuel pricing.

## **NARROWING GAP**

Srivastava said the gap between the strong hybrid PVs and EVs is also getting narrower as 16,900 hybrid units were sold in Q1 as opposed to 22,600 EV units.

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The correspondent was in Jodhpur at the invitation of Maruti Suzuki India