

PV sales up 4.4% in March

ROHIT VAID
New Delhi, April 13

DOMESTIC SALES — OR factory despatches to dealers — of passenger vehicles (PVs) grew 4.47% year-on-year in March to 292,030 units, show data released by the Society of Indian Automobile Manufacturers (Siam) on Thursday. Two-wheeler sales were up 7.65% at 1.2 million units. The total vehicle sales across segments were up 8.4% at 1.6 million units.

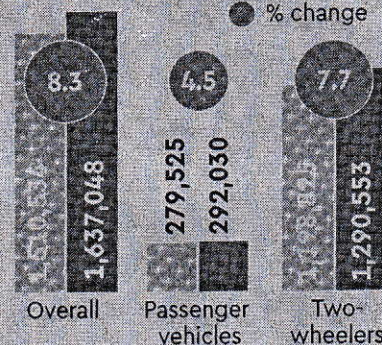
For FY23, domestic PV sales were up 26.73% to a record high of over 3.89 million units on the back of a demand surge for utility vehicles, Siam said. The previous highest wholesales of PVs were recorded in 2018-19 at 3.38 million units.

The growth of PV sales in FY23 was led by utility vehicles — which at 2 million units were up 34.55%. The segment now commands a 51.5% share of PV sales.

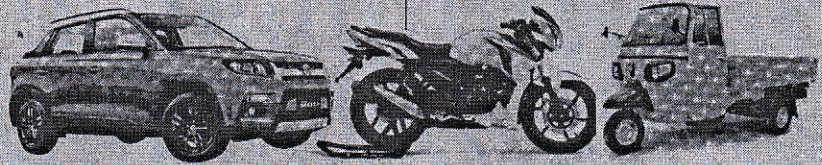
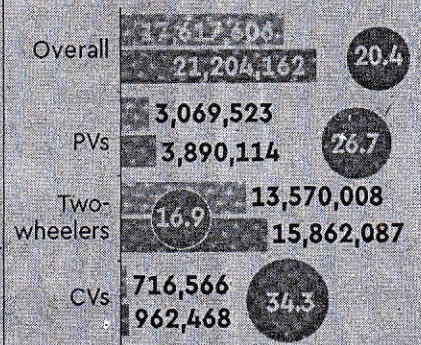
Siam president Vinod Aggarwal said 2022-23 has been a year of consolidation post Covid-19, though supply chain disruptions started again due to the Ukraine conflict. "However, with efficient management of supply chains and better availability of commodities, especially for the electronics items, prices have moderated over the year, though they remain a concern," he added.

Aggarwal said while the PV segment posted the highest-ever domestic sales, surpassing the previ-

(Units) Mar 2022 Mar 2023 % change



FY22 FY23 % change



ous peak in 2018-19, commercial vehicles (CVs) posted the second-highest domestic sales and are close to the previous peak of 2018-19. CV sales were at 962,468 units in FY23 against 716,566 in FY22.

Siam director-general Rajesh Menon said CVs, two-wheelers and three-wheelers segments "are yet to reach the pre-pandemic levels".

The total two-wheeler sales in FY23 were up 17% at 15.8 million units. The segment had seen a fall in the previous three consecutive years.

According to Siam, challenges remain in entry-level passenger cars and two-wheelers. The entry-level mini cars segment has fallen by 57% in FY23 against the peak levels of

FY17. Entry-level scooter sales also declined by 27% in FY23 against the peak level in 2018-19 and entry-level motorcycles showed a drop of 38% in 2022-23 against the highest level witnessed in 2018-19, Siam said.

Asked if meeting regulatory norms — which led to price hikes — affected affordability, Aggarwal said: "If you look at the industry performance, it has recovered quite well last year despite all the regulatory concerns." On the outlook for the new fiscal, he said: "If you look at the overall demand, it is growing and moving in the right direction. So, we should remain very positive about the further growth in demand in the current year..."