

# Sales, exports of SUVs zip past sedans, hatchbacks in FY25

**CHANGING PREFERENCES.** Domestic sales of compact cars fell 11.48%, sedan 28.12%

**S Ronendra Singh**  
New Delhi

The compact car and mid-size sedan segments in the passenger vehicles (PVs) category declined not only in the domestic market in FY25 but also in exports compared to FY24, as customers are choosing utility vehicles over these two.

During the year, the total domestic wholesales (dispatches to dealers) of the compact segment (Maruti Baleno, Swift and Dzire, Hyundai Aura and i20, Tata Tiago and Altroz, and Honda Amaze) declined 11.48 per cent year-on-year to 11,46,070 units, compared with 12,94,798 units in FY24. Similarly, exports declined 11.53 per cent to 2,09,260 units (2,36,547 units), data from the Society of Indian Automobile Manufacturers (SIAM) show.

In the mid-size sedan category, including Maruti Ciaz,



**SHARP FALL.** Brands like Honda City, Maruti Ciaz and Hyundai Verna experienced steep sales decline, leading to Maruti's decision to discontinue the Ciaz model REUTERS

Honda City and Hyundai Verna, total domestic sales declined 28.12 per cent to 56,328 units (78,373 units). In FY25, total exports reached 1,53,510 units (1,57,510 units), declining 1.53 per cent.

## SEGMENT OF CHOICE

Market leaders in mid-size sedans have seen sales dwindle over the last couple of years. "Sedans are declining and the hatchbacks are not growing anymore, espe-

cially the A segment (mini cars). This a global phenomena where sports utility vehicles (SUVs) are preferred," said a Delhi-based analyst. For instance, Honda City sales in the domestic market in FY25 declined to 10,901 units (16,925 units). Exports, too, declined to 14,099 units (26,206 units).

Sales of Maruti Ciaz declined to 8,402 units in the domestic market (10,337 units). Exports declined to 9,977 units (10,973 units).

Maruti Suzuki India has even decided to discontinue the Ciaz and may bring back the Ciaz in some other form or platform in the future, it said.

Hyundai Verna sales also declined to 15,593 units in the domestic market (30,017 units), and exports, too, to 52,615 units (55,177 units).

## EXPORT DEMAND

That is why domestic SUV sales have also grown 11 per cent to 27,97,229 units (25,20,691 units). Exports have also grown 54.3 per cent to 3,62,160 units (2,34,720 units). According to SIAM, export demand in key markets is likely to continue as 'Made in India' vehicles gain traction.

Overall, the automobile industry will closely monitor macroeconomic factors and global geopolitics, which will determine the key demand conditions and supply chain dynamics going forward, it added.