

# Maruti's small car sales grow 17% in April-October 2022

S Ronendra Singh  
New Delhi

Maruti Suzuki's India (MSIL) small cars, Alto and S-Presso, continued to grow by more than 17 per cent year-on-year at 1,45,992 units between April and October this year, compared with 1,24,153 units in the year-ago period, even as there is an overall lower demand.

For instance, in FY21, MSIL sold 2,26,159 units of both the vehicles (Alto — 1,58,992 units and S-Presso — 67,167 units), which came down to 2,11,762 units in FY22 (Alto — 1,45,167 units and S-Presso — 66,595 units).

Nor only MSIL, Renault India, too, has seen a downward trend. The company



**BREADWINNERS.** Alto and S-Presso are major contributors to MSIL's sales, apart from WagonR, Swift, Baleno and Celerio

sold 13,074 units of Kwid during April-October this year, compared with 17,824 units in the year-ago period.

#### DEMAND DECLINE

The market leader of small cars expects the demand to decline in the coming months.

"The composition of vehicles sold in the market, compared to what the composition was earlier, is going to be different. And, there will be a high volume of sales in the upper end (bigger vehicles) of the market compared to the lower end," RC Bhargava, Chairman, MSIL,

had recently said. He added the company will debut newer products in the SUV segment, which are more in demand currently.

Both Alto and S-Presso are major contributors to the overall sales of MSIL, apart from other compact cars such as WagonR, Swift, Baleno and Celerio. However, due to competition from other players the market share of the company has been declining. MSIL's share till three years ago was 51 per cent in the PV market, which has come down to 41 per cent now.

Bhargava also noted that MSIL was still sticking to its target to sell 20 lakh units in the ongoing fiscal. "The main determinant of our ability to succeed will be semiconductors," he added.

## 'PV sales growth may lose steam'

Passenger vehicle (PV) sales in India could hit a record of over 38 lakh units in FY23 but the strong growth momentum is not expected to carry over to 2023-24 with pent-up demand already been released, said Shailesh Chandra, MD, Tata Motors Passenger Vehicles.

There could be a moderation on offtake of PVs in Q3 but the growth rate in FY24 would also depend on the impact of new set of regulations such as BS VI phase II and new safety regulations kicking in next year, he told analysts.

The first half of FY23 was very strong for the industry, said Chandra. m