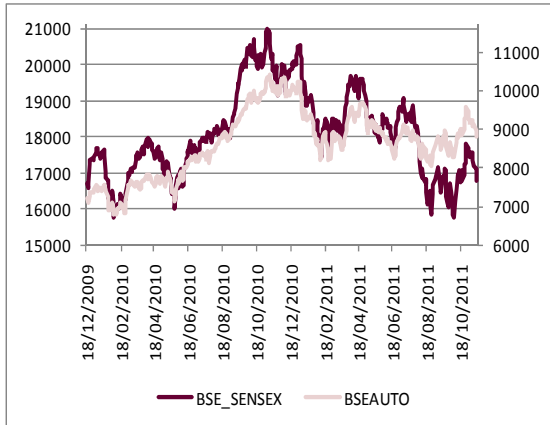




Auto Index v/s Sensex performance



Sources : BSE Data

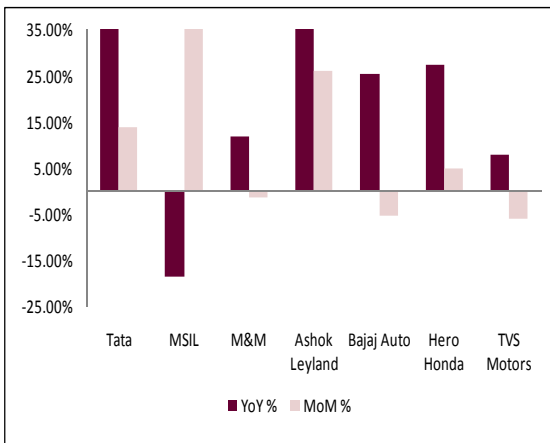
BSE Sensex : 15379.34

BSE Auto : 8124.60

Summary Table (in Units)

	Nov-11	Listed	Unlisted	Total
Passenger		145,877	113,070	258,947
Commercial		71,889	1,688	73,577
Two WH		1,056,919	269,879	1,326,798
Three WH		55,446	17,184	72,630
Total		1,330,131	401,821	1,731,952

Company wise Performance



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December 20, 2011

Indsec Monthly Auto Report

The Industry:-

After a slumped performance in the month of October, the automobile sector has gained some amount of traction, though not comprehensive but not being negative growth is positive news for the automobile industry. Majority of gain has been backed by comeback performance by Maruti Suzuki, which for the past few months was facing tumultuous times due to the labor unrest. Maruti Suzuki has propelled the growth for the auto industry with itself growing by more than 65% on MoM basis. The recent pause in rate hikes by RBI can be considered as a positive event for the automobile industry, however even at current high rates, it will be difficult to improve their sales figures. Also, the recent rounds of hike in prices by major auto players to combat rupee depreciation which will be effective from January 2012 may see some rise in December sales numbers. However, traditionally we have witnessed lower sales in the month of December.

The total automobile sales in the month of November were at 1,731,952 units, growing by 3.8% on MoM basis. The domestic sales increased by 3.3% on MoM basis and 22.2% on YoY basis at 1,489,714 units. The export sales were at 242,238 units rising by 6.5% on MoM basis and growing by 38.2% on YoY basis.

Passenger Cars:-

Passenger cars reported a gain of 19% on MoM basis and increase of 14% on YoY basis. Exports were up by more than 24% on MoM basis and domestic sales increased by 18% on MoM basis. Maruti Suzuki led the growth with sales rising by 65% on MoM basis.

Commercial Vehicles:-

Commercial vehicles reported a growth of 8.86% on MoM basis to 73,579 units and a growth of 31.41% on YoY basis. Goods carrier segment rose by 9.60% on MoM basis. Passenger vehicle sales increased by 2.6% on MoM basis. Ashok Leyland volumes increased by 25.96% on MoM basis and Tata Motors and M&M increased by 27% and 5% respectively on MoM basis.

Two Wheeler:-

Two wheelers reported increase in sales by 1.60% on MoM basis. On YoY basis the growth was at 26.78%. The domestic sales increased by 1.37% on MoM basis and exports rose by 3.29% on MoM basis. Hero Motor Corp reported an increase in sales by 4.79% on MoM basis and Bajaj Auto reported decline in sales by 5.44% on MoM basis.

Three Wheeler:-

Three wheelers sales decreased by 7.67% on MoM basis and reported 16.36% growth on YoY basis. Exports sales increased by 0.41% on MoM basis with YoY growth 35.26%. The Domestic sales declined by 12.56% on MoM basis but reported rise of 6.07% on YoY basis.



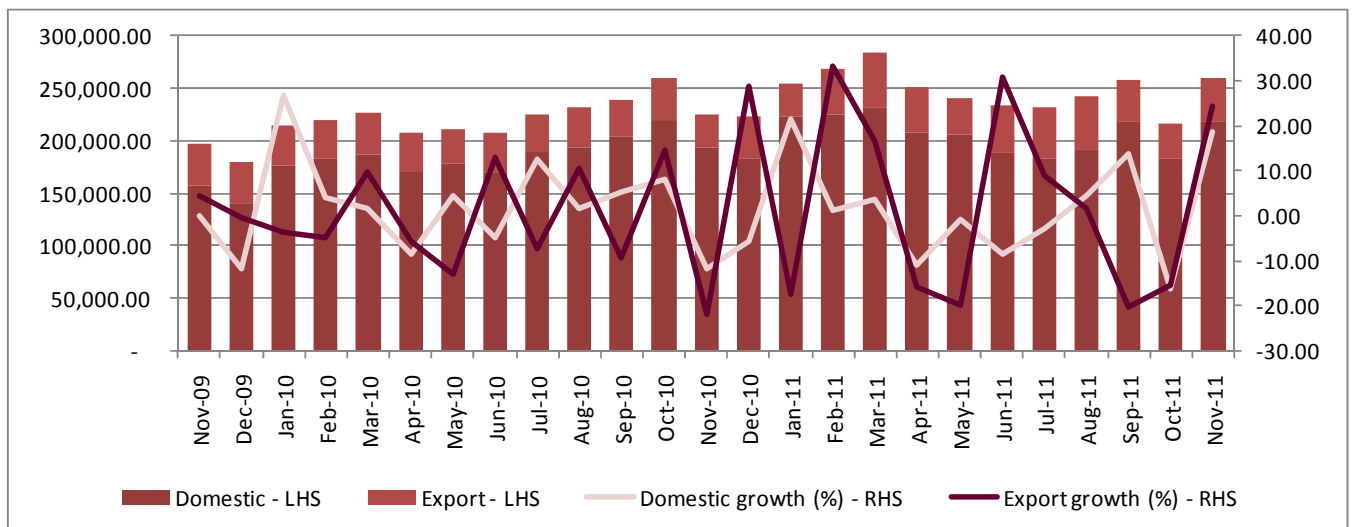
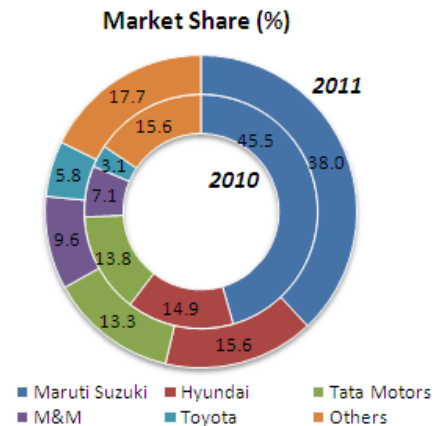
Industry:

Passenger Cars –

Cars	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	YTD FY12	YTD FY11	FY 2011	FY 2010
Domestic	194,463	217,281	183,142	218,170	191,914	1,596,962	1,521,540	2,384,828	1,826,107
Export	30,877	41,666	33,524	39,646	49,642	335,224	285,728	452,749	479,344
Total	225,340	258,947	216,666	257,816	241,556	1,932,186	1,807,268	2,837,577	2,305,451

Sources: Indsec Research and SIAM

- The passenger car segment reported a strong comeback predominantly due to sharp recovery by Maruti Suzuki. After 15.96% decline on MoM basis in October, passenger car sales increased by 19.51% on MoM basis. At 258,947 units. Even on YoY basis it posted 15% growth.
- Export sales performance was better as compared to the domestic sales, with export sales rising by 24.29% on MoM basis and 35% on YoY basis. As compared to exports, domestic sales were up by 18.64% on MoM basis and 11.73% in YoY basis. This is the highest domestic sales growth on MoM basis in last 10 months.
- Maruti Suzuki led the passenger car sales with rise in passenger car sales by 65% from 55,595 units in October, 2011 to 91,772 units in November, 2011. Tata Motors and Hyundai Motor too reported a 13.39% and 18.12% MoM increase in sales respectively, whereas M&M declined by 5.68% on MoM basis. Honda Siel reported the worst performance for the month of November with sales declining by 64% from 5,535 units in October to meager 1,993 units in November.
- Due to the recent labor strike in plant of Maruti, its share has declined considerably and reduced by 7.5% on YoY basis and stands with share of 38% on YTD basis. Maruti loss has been Toyota's gain with its market share increasing by 2.7% on YoY basis at 5.8%.



Sources: Indsec Research and SIAM

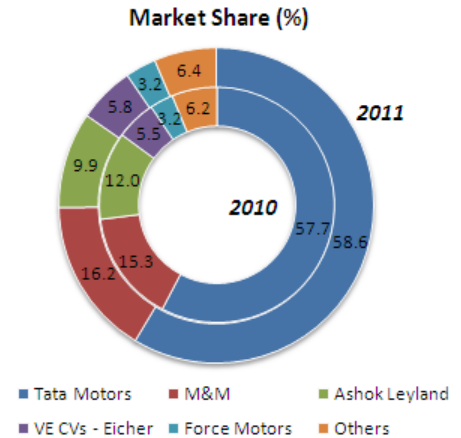


Commercial Vehicle –

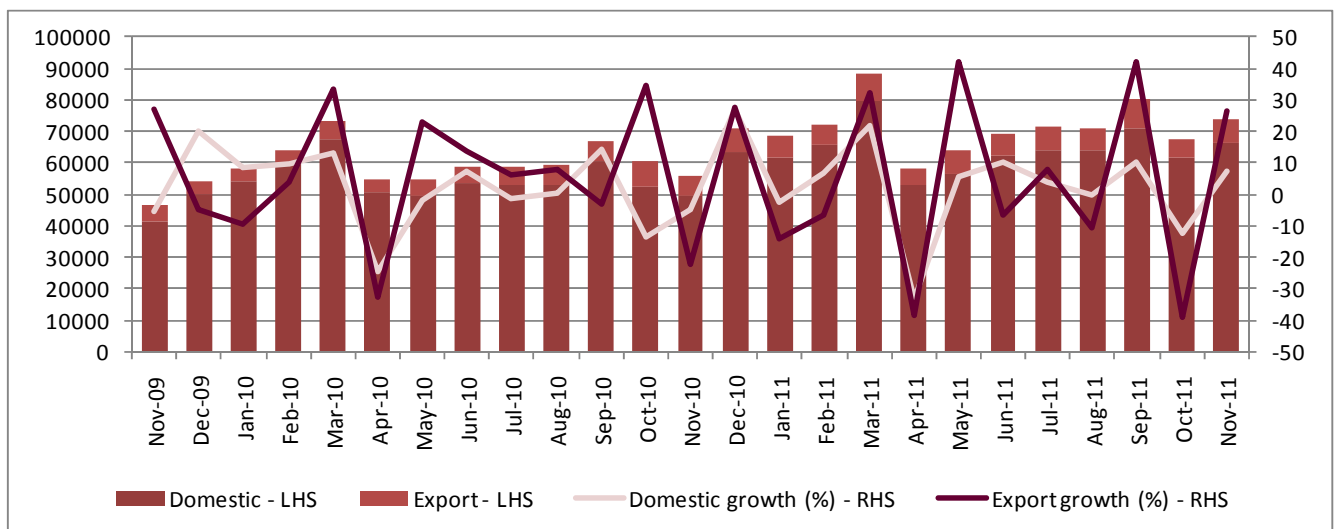
CVs	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	YTD FY12	YTD FY11	FY 2011	FY 2010
Domestic	49,716	66,266	61,800	70,634	64,248	498,714	427,009	692,078	536,593
Export	6,278	7,313	5,793	9,527	6,705	56,512	46,401	76,200	44,952
Total	55,994	73,579	67,593	80,161	70,953	555,226	473,410	768,278	581,545

Sources: Indsec Research and SIAM

- The Commercial vehicle segment too witnessed increase in sales by 8.86% on MoM basis at 73,579 units. Commercial vehicle registered highest YoY sales growth for FY12 at 31.41%.
- After reporting sharp slump in sales in the previous month, the export segment increased to 7,313 units for the month of November. On MoM basis, the export numbers increased by 26.2%. On YoY basis too, the sales were buoyant with growth of 16.50%. The domestic sales reported 66,266 units for the month of November with rise of 7.20% on MoM basis and 33.29% on YoY basis, which is the highest for the YoY growth for FY12.



- Total Passenger carrier segment reported subdued performance with sales of 7,538 units in November 2011 as compared to 7,348 units in October 2011, thereby increasing marginally by 2.6%. After four straight months of decline in sales, the MHCV market in the passenger carrier segment reported increase of 15.3% on MoM basis and 14.01% YoY increase. The LCV market in passenger carrier segment decline by 7.80% on MoM basis at 3,730 units.
- Goods carrier segment reported sales of 66,041 units in November 2011 as compared to 60,245 units in October 2011, witnessing an increase in sales by 9.6% on MoM basis and 37.23% on YoY basis. The LCV segment increased by 19.10% on MoM basis and MHCV segment decreased by 3.40%.
- Ashok Leyland volumes increased by 25.96% on MoM basis and Tata Motors and M&M increased by 12.63% and 5.51% respectively on MoM basis.



Sources: Indsec Research and SIAM

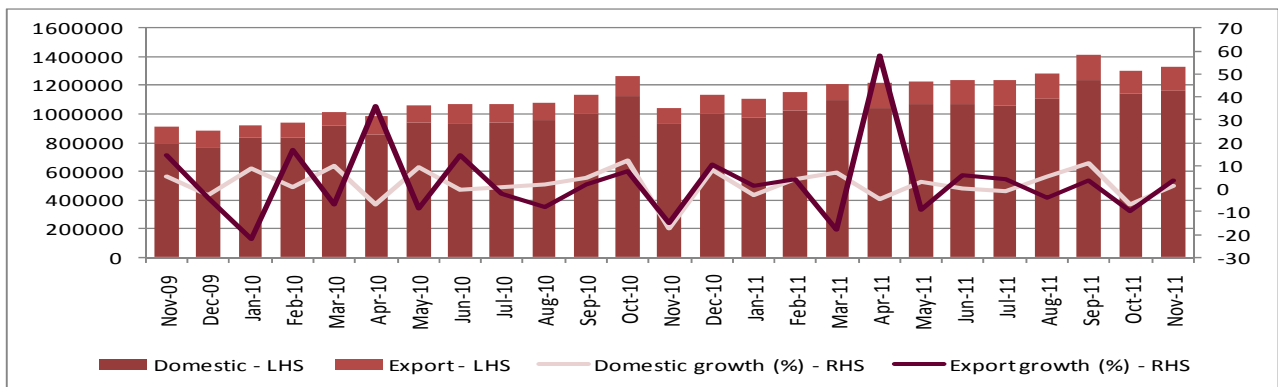
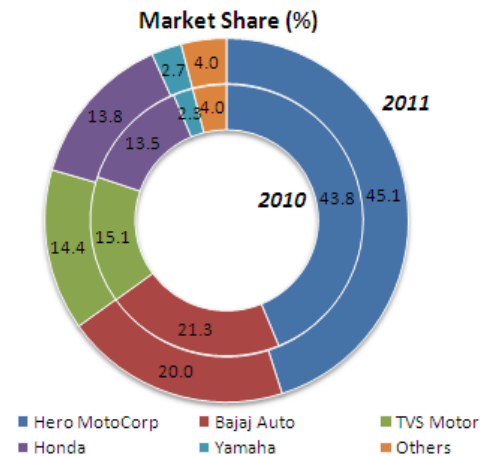


Two Wheelers –

2 wh	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	YTD FY12	YTD FY11	FY 2011	FY 2010
Domestic	930,370	1,163,294	1,147,621	1,233,283	1,111,340	8,900,126	7,684,503	8,100,914	6,458,952
Export	116,141	163,504	158,302	175,217	169,395	1,347,364	1,034,041	1,002,935	859,841
Total	1,046,511	1,326,798	1,305,923	1,408,500	1,280,735	10,247,490	8,718,544	9,103,849	7,318,793

Sources: Indsec Research and SIAM

- The two wheeler segment reported sales of 1,326,798 units for the month of November, increasing by meagre 1.60% on MoM basis and reporting 26.78% YoY growth.
- The domestic sales reported increase of 1.37% on MoM basis at 1,163,294 units for the month of November 2011. The domestic sales of the B segment were down by 1.23% on MoM basis as compared to 5.74% degrowth in previous month. The domestic sales in A segment were up by 8.49% on MoM basis as compared to previous month's degrowth of 8.78% MoM growth, virtually gaining all the loss of the previous month.
- The exports sales performance was a notch better than the domestic sales with exports rising by 3.29% on MoM basis at 163,504 units for the month of November. On YoY basis the sales increased by whopping 40.78%, which is the highest for FY12. The A segment reported 98.92% rise in export sales on YoY basis and 7.90% on MoM basis. The C segment reported sharp increase in export sales on MoM basis with growth of 89.27%. The B segment export sales were up by 37.82% on YoY basis and increased by 2.75% on MoM basis.
- A-segment consisting of Scooters and Scooterette has reported total sales of 237,604 units as compared to 219,048 units in October 2011, registering a rise of 8.47% on MoM basis. The B segment reported sales of 1,023,274 units in November 2011 as compared to 1,029,966 units in October 2011, reporting a degrowth of 0.65% on MoM basis.
- Among the major players, Hero Motor Corp reported an increase in sales by 4.79% on MoM basis and Bajaj Auto reported decline in sales by 5.44% on MoM basis. However, Mahindra two wheelers reported sharp fall in sales by 54.30% on MoM basis after reporting 32.55% MoM rise in the previous month. TVS motor too reported decline in sales of 4% on MoM basis.



Sources: Indsec Research and SIAM

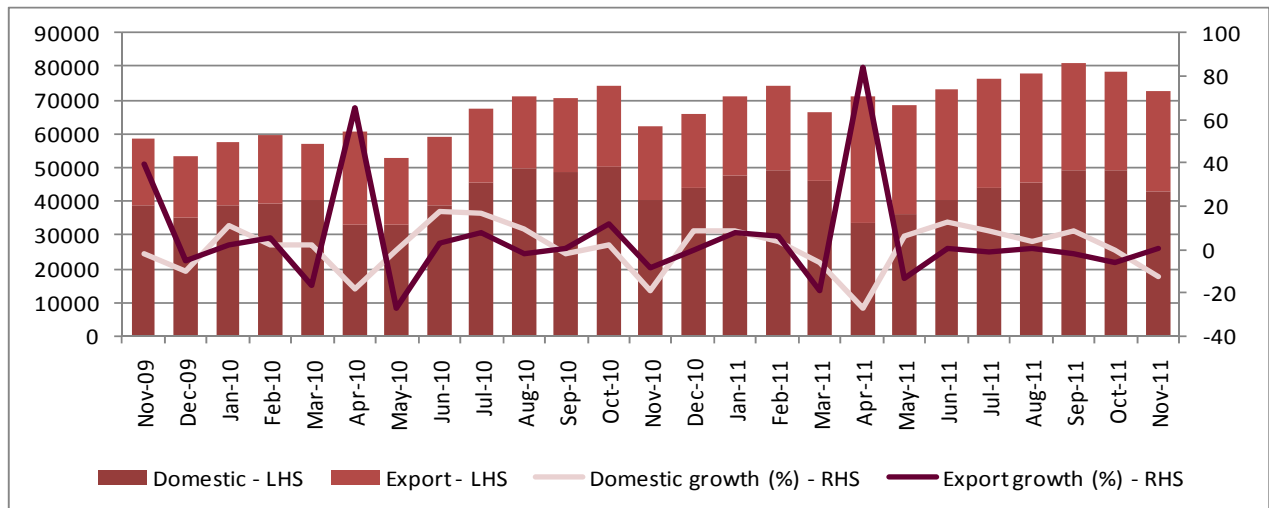
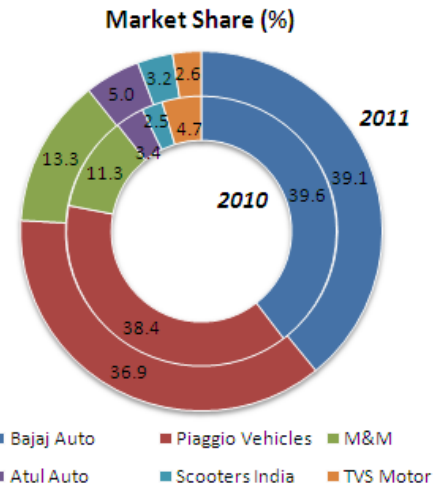


Three Wheelers –

3 wh	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	YTD FY12	YTD FY11	FY 2011	FY 2010
Domestic	40,420	42,875	49,031	49,255	45,443	340,882	339,551	526,022	440,368
Export	21,999	29,755	29,633	31,581	32,329	257,790	178,755	269,967	173,282
Total	62,419	72,630	78,664	80,836	77,772	598,672	518,306	795,989	613,650

Sources: Indsec Research and SIAM

- As compared to other sectors in the automobile industry, three wheelers witnessed relatively poor performance. The total sales for the month of November were at 72,630 units, declining by 7.67% MoM basis. However, on YoY basis the growth increased from 6.13% growth in previous month to 16.36% growth in November.
- The exports sales increased marginally for the month of November by 0.41% on MoM basis with sales at 29,755 units. The YoY growth increased from 23.03% in October to 35.26% in November.
- The passenger carrier segment reported total sales of 63,854 units in November 2011 as compared to 68,666 units in October thereby declining by 7.10% on MoM basis. On YoY basis the growth increased from 4.80% in October, 2011 to 16.03% in November, 2011. The passenger carrier exports stood at 29,522 units, declining by 0.19% and domestic sales stood at 34,332 units; reducing by 12.17% on MoM basis.
- The Goods carrier segment reported sales of 8,776 units, reducing by 12.22% on MoM basis as compared to 6.12% growth in November. However, on YoY basis, the growth increased from 15.60% in October to 18.82% in November.
- In the passenger carrier segment Bajaj Auto has reported a 3.80% MoM sales decline with 42,510 units in November 2011. Piaggio Vehicles being the second largest player in the three wheeler market reported a decline of 13.92% on MoM basis with sales at 17,184 units in November 2011 as compared to sales of 19,963 units in October 2011.



Sources: Indsec Research and SIAM



Financial Snapshot:

(Rs. in mn.)

	FY2011					FY 2010				
	Net Sales	EBIDTA	PAT	EBIDTA %	PAT%	Net Sales	EBIDTA	PAT	EBIDTA %	PAT%
Maruti Suzuki	362997	29987	22886	8%	6%	295915	45457	25445	15%	9%
Tata Motors	1224262	160690	90343	13%	7%	925193	98751	15260	11%	2%
M & M	231921	31546	25744	14%	11%	292267	60198	23124	21%	8%
Ashok Leyland	111177	12176	6313	11%	6%	74072	8507	3836	11%	5%
Total	1930357	234398	145285			1587447	212913	67665		
Bajaj Auto	159981	26718	27274	17%	17%	115432	24419	16773	21%	15%
Hero Honda	192450	23810	19953	12%	10%	157582	30253	20818	19%	13%
TVS Motor Co.	61775	2773	1926	4%	3%	45436	2474	350	5%	1%
Total	414207	53302	49153			318450	57146	37941		

	FY 2009					FY 2008				
	Net Sales	EBIDTA	PAT	EBIDTA %	PAT%	Net Sales	EBIDTA	PAT	EBIDTA %	PAT%
Maruti Suzuki	206622	24723	10810	12%	5%	180595	31824	17289	18%	10%
Tata Motors	333918	42549	19996	13%	6%	268761	28486	19887	14%	7%
M & M	247050	38551	14381	16%	6%	223786	38000	16385	17%	7%
Ashok Leyland	60984	5472	1788	9%	3%	79355	8918	4508	11%	6%
Total	1223465	94227	-983			837953	126553	57554		
Bajaj Auto	84460	9738	6422	12%	8%	86631	12964	8019	15%	9%
Hero Honda	123191	19647	11806	16%	10%	103352	15726	8792	15%	9%
TVS Motor Co.	37467	1216	-648	3%	-2%	32706	731	-582	2%	-2%
Total	245119	30601	17580			222689	29421	16230		

	Q1 FY2012					Q1 FY2011				
	Net Sales	EBIDTA	PAT	EBIDTA %	PAT%	Net Sales	EBIDTA	PAT	EBIDTA %	PAT%
Maruti Suzuki	83615	9945	5492	12%	7%	80904	8927	4654	11%	6%
Tata Motors	333918	42549	19996	13%	6%	268761	38486	19887	14%	7%
M & M	66732	9222	6049	14%	9%	51242	7961	5624	16%	11%
Ashok Leyland	24955	2487	863	10%	3%	23480	2401	1226	10%	5%
Total	509220	64204	32400			424386	57775	31391		
Bajaj Auto	45869	9839	7111	21%	16%	37373	8586	5902	23%	16%
Hero Honda	56376	9062	5579	16%	10%	42646	6560	4917	15%	12%
TVS Motor Co.	17073	1171	588	7%	3%	13696	940	404	7%	3%
Total	119318	20072	13278			93715	16086	11222		

Sources: Indsec Research and Capitaline



Tata Motors:

Category	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	Jul-11	YTD FY12	YTD FY11
M&HCV	15176	16999	17890	19583	17683	17068	138347	126639
LCV	19856	26594	20712	27625	24128	23848	188270	148341
UTILITY	2413	3637	3842	4589	2858	2571	26903	23994
CARS	16858	29593	25097	26986	19190	19516	190027	202067
Total	54303	76823	67541	78783	63859	63003	543547	501041
Domestic	50108	72474	63372	72566	59655	57423	504133	464536
Exports	4195	4349	4169	6217	4204	5580	39414	36505

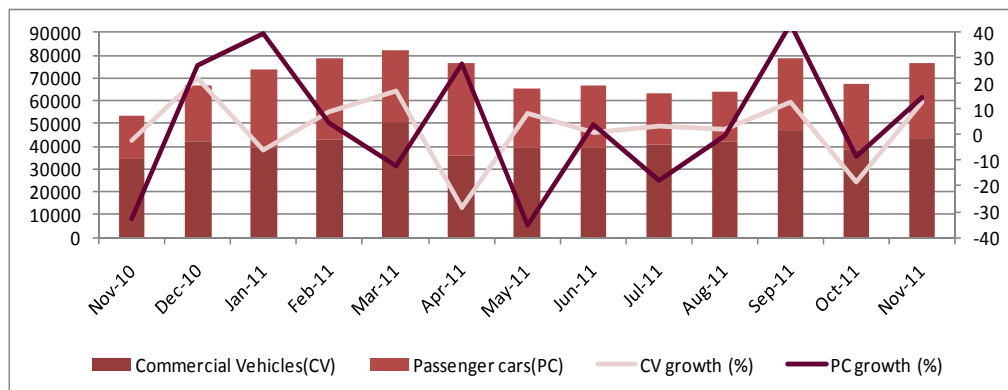
Sources: Indsec Research and SIAM

- During November 2011 Tata Motors reported total sales of 76,823 vehicles (including exports) as against 54,303 vehicles sold in November 2010, an increase of 41.47% on YoY basis. The YoY growth has surged from 5.89% in October to 41.47% in November. On MoM basis the sales has increased by 13.74% as compared to decline of 15% in previous month.
- The commercial vehicle reported a growth of 12.93% on MoM basis from 38,602 units in October 2011 to 43,593 units in November 2011. On YoY basis, the growth was at 24.44%.
- The total passenger carrier segment reported sales of 3,243 units with decline of 6.10% on MoM basis. The passenger carrier LCV sub-segment reported decrease of 8.80% on MoM basis. The Goods Carrier segment reported growth of 14.79% on MoM basis at 40,350 units. The commercial vehicle exports were up by 14.80% on MoM basis as compared to previous month's 36.91% decline in sales. On YoY basis the export growth was at 4.61%. The domestic commercial vehicle sales were at 39,645 units with a growth of 12.75% on MoM basis. However, on YoY basis, the growth was at 26.83%.
- Tata motors' passenger car sales increased from the 29,305 units in October 2011 to 33,230 units, reporting increase of 13.39% on MoM basis after reporting decrease of 7.19% in October 2011. However, Tata Nano, reported sales growth of 43.50% on MoM basis. The domestic car sales have increased by 14.89% on MoM basis and 74.16% growth on YoY basis. The exports were down by 45.07% on MoM basis and 4.75% on YoY basis.

Bloomberg consensus projections:

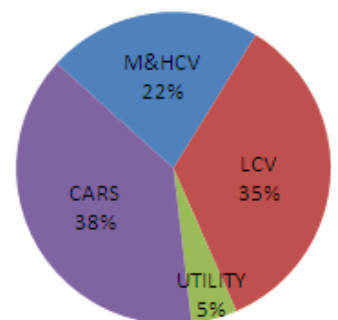
Tata Motors	FY 2010	FY 2011	FY 2012
Sales	925,193	1,194,460	1,382,496
EBITDA	55,181	167,710	188,500
PAT	15,260	87,447	100,342
EPS	8.40	27.62	31.42
CMP	176.05	P/E FY12E	5.60

Sources: Bloomberg



Sources: Indsec Research and SIAM

Product Mix





Maruti Suzuki Limited:

Segment	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	Jul-11	YTD FY12	YTD FY11
Cars	97,402	81,827	45,092	73,255	77,622	61,224	532,655	614,480
Vans	14,942	9,756	10,190	11,879	12,528	13,427	88,837	90,988
UV	210	189	313	431	1,292	649	4,106	4,062
Total	112,554	91,772	55,595	85,565	91,442	75,300	625,598	709,530
Domestic	102,503	82,870	51,458	78,816	77,086	66,504	555,959	623,326
Export	10,051	8,902	4,137	6,749	14,356	8,796	69,639	86,204

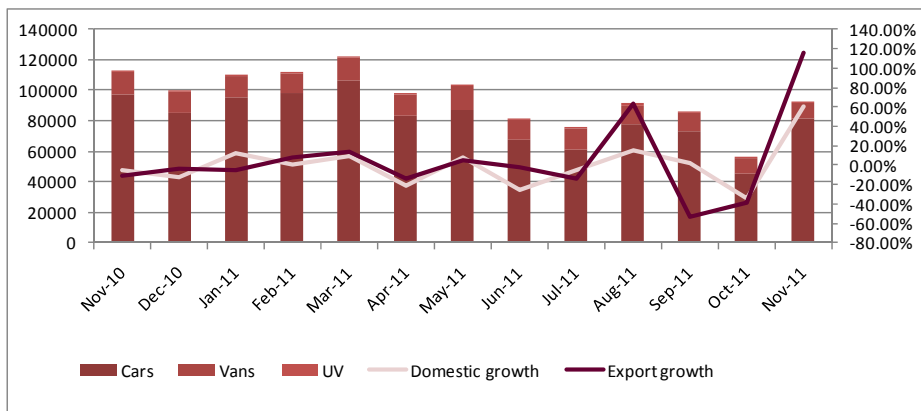
Sources: Indsec Research and SIAM

- The effect of recently concluded labor unrest has finally eluded and we see strong reconciliation in sales figures. The sales for the month of November have increased by 81.47% on MoM basis from 55,595 units in October 2011 to 91,772 units in November 2011. The YoY performance still depicts a poor performance but things are improving for Maruti and we expect it to continue to report better performance due to huge demand for its new version Maruti Swift.
- Cars in the Passenger segment increased from 45,092 units in October 2011 to 81,827 units in November 2011, reporting growth of 81.47%.
- Mid size segment consisting of SX4, which was impacted the most due to the labor unrest surged 300% on MoM basis from 388 units in October to 1540 units in November. The super compact segment, which is also manufactured from the Manesar plant has reported rise in sales of 106.50% on MoM basis at 10,447 units. The Compact segment consisting of Swift, Ritz and Estilo have 85.53% on MoM basis at 22,206 units.
- The Utility Vehicle segment consisting of only one product i.e. Grand Vitara has lost its sheen as compared to other better products launched in market. It continued to report dismal performance with sales declining further from 1,292 units in August to 189 units in November. The Vans also declined by 4.26% on MoM basis with sales in November at 9,756 units.

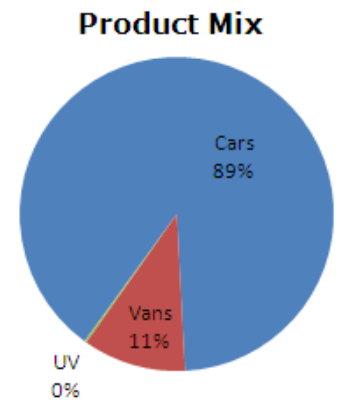
Bloomberg consensus projections:

Maruti	FY 2010	FY 2011	FY 2012	FY 2013
Sales	285,963	365,981	422,496	493,397
EBITDA	37,802	36,920	42,815	51,052
PAT	24,652	23,623	27,035	32,044
EPS	85.12	82.29	94.17	111.99
CMP	918.55		P/E FY13E	8.20

Sources: Bloomberg



Sources: Indsec Research and SIAM





Mahindra & Mahindra:

Segment	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	Jul-11	YTD FY 12	YTD FY11
UV	20,319	16,907	17,257	18,216	14,116	16,303	129,584	179,932
Mid-Size	876	1,127	1,818	1,560	1,710	1,630	11,652	7,324
Three wheeler	4,766	6,381	6,566	7,606	6,746	5,736	48,256	40,346
Commercial vehicle	8,555	14,164	13,556	14,013	12,688	13,451	100,020	72,452
Total	34,516	38,579	39,197	41,395	35,260	37,120	289,512	300,054
Domestic	33,016	36,038	37,043	38,394	33,332	34,810	271,861	285,825
Export	1,500	2,541	2,154	3,001	1,928	2,310	17,651	14,229

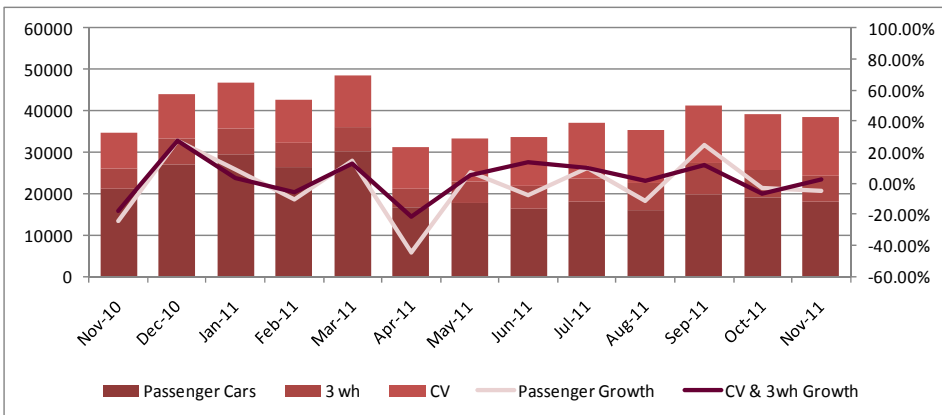
Sources: Indsec Research and SIAM

- M&M reported total sales of 38,579 units, a 1.58% decrease on MoM basis and growth of 11.77% on YoY basis.
- Exports surged after poor sales in October 2011. The export sales were at 2,541 units, 18% higher on MoM basis and 70% on YoY basis. The domestic sales decreased by 2.71% on MoM basis and increased by 9.15% on YoY basis.
- The three wheeler segment grew by 33.89% on YoY basis with sales at 6,381 units in November 2011 as compared to 4,766 units in November 2010. However, on MoM basis, the three wheeler segment declined by 2.82% from 6,566 units in October 2011.
- The sales of mid-size sedan Verito are declining sharply. The November sales are at 1,127 units, which is down by 38.01% on MoM basis. It fails to compete with other technologically advanced car in its range and has failed to make its presence felt in the already competitive market. The Utility Vehicle declined by 2.03% on MoM basis and were down by 16.79% on YoY basis. The total passenger vehicle segment declined by 5.50% on MoM basis with exports down by 30.72% and domestic sales declining by 5.03% on MoM basis.
- The commercial vehicle sales were up by 4.50% on MoM basis at 14,164 units for November 2011 and increased by 65.56% on YoY basis. The domestic sales were up by 3.19% on MoM basis and the export sales increased by 14.18% on MoM at 1,828 units.

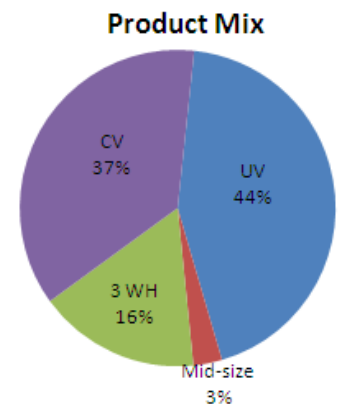
Bloomberg consensus projections:

Mahindra	FY 2010	FY 2011	FY 2012	FY 2013
Sales	218,071	336,840	398,946	448,224
EBITDA	40,989	56,019	64,476	69,072
PAT	22,649	27,686	32,377	38,270
EPS	37.66	46.85	55.32	67.04
CMP	652.45		P/E FY13E	9.73

Sources: Bloomberg



Sources: Indsec Research and SIAM





Ashok Leyland:

Segment	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	Jul-11	YTD FY12	YTD FY11
PC(LCV)	44	199	68	128	82	68	739	522
PC(MHCV)	2,233	1,747	1,118	1,818	2,041	2,266	14,340	15,754
GC(LCV)	-	814	577	-	-	-	1,391	-
GC(MHCV)	2,859	5,115	4,489	6,630	5,095	5,500	40,584	40,584
Total	5,136	7,875	6,252	8,576	7,218	7,834	57,054	56,860
Domestic	3,884	6,474	5,682	7,456	6,168	6,774	49,292	50,214
Export	1,252	1,401	570	1,120	1,050	1,060	7,762	6,646

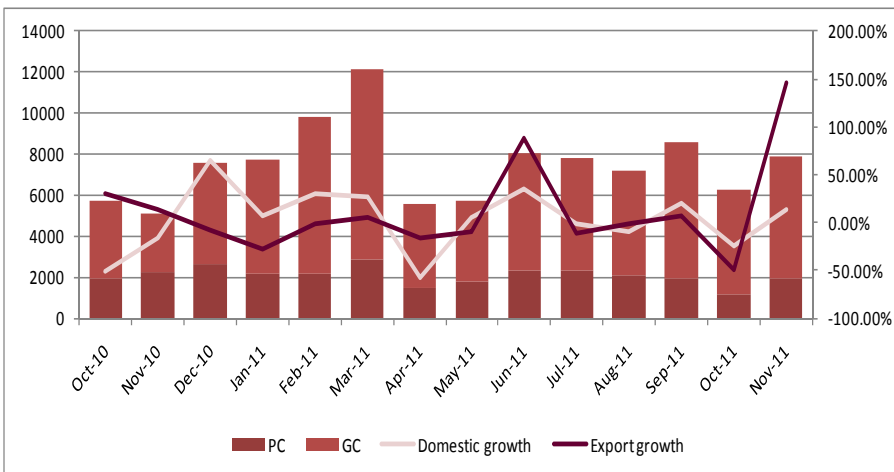
Sources: Indsec Research and SIAM

- After dismal performance in the previous month, Ashok Leyland reported recovery in sales. The total sales for the month of November were at 7,875 units with a rise of 26% on MoM basis and 53.33% increase on YoY basis.
- Its prime business of Goods Carrier (M&HCV) decreased by 13.90% on MoM basis. On YoY basis the sales increased by 78.91%. Ashok Leyland forayed into LCV business in the previous month and since then has sold 1,391 units in October and November
- After continuous four months of degrowth, the PC segment reported total sales of 1,946 units with rise in sales by 64.10% on MoM basis. On YoY basis the sales were down by 14.54%.
- Export sales grew more than 145% on MoM basis from 570 units in October to 1,401 units in November. On YoY basis, the sales were up by 11.90%.
- The domestic sales were at 6,474 units, increasing by 13.90% on MoM basis and up by 66.68% on YoY basis.

Bloomberg consensus projections:

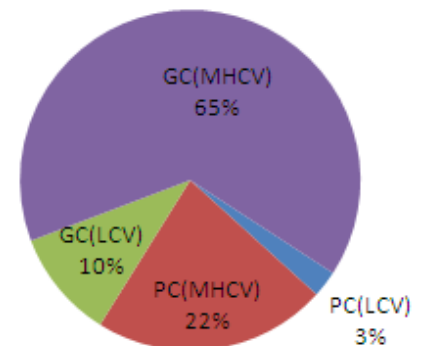
Ashok Leyland	FY 2010	FY 2011	FY 2012	FY 2013
Sales	70,092	106,871	124,759	140,228
EBITDA	7,145	11,230	13,372	15,100
PAT	3,863	5,890	7,337	8,539
EPS	2.79	4.45	5.50	6.41
CMP	23.00		P/E FY13E	3.77

Sources: Bloomberg



Sources: Indsec Research and SIAM

Product Mix





Bajaj Auto:

Segment	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	Jul-11	YTD FY12	YTD FY11
2 WH	265,036	331,967	351,083	371,208	338,054	318,095	2,673,458	2,306,724
3 wh PC	33,990	41,808	43,368	45,899	44,055	44,942	348,203	290,113
3 wh GC	205	702	823	579	630	675	5,042	2,116
Total 3wh	34,195	42,510	44,191	46,478	44,685	45,617	353,245	292,229
Total Sales	299,231	374,477	395,274	417,686	382,739	363,712	3,026,703	2,598,953
Domestic	208,362	245,221	263,326	275,773	244,514	219,716	1,914,001	1,766,467
Export	90,869	129,256	131,948	141,913	138,225	143,996	1,112,702	832,486

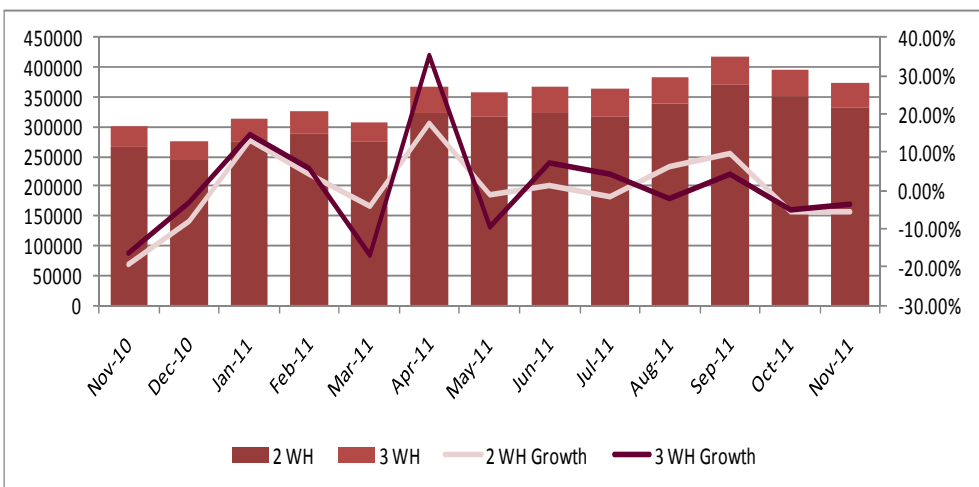
Sources: Indsec Research and SIAM

- Bajaj Auto Ltd. reported sales of 374,447 units for the month of November 2011 with 25.15% growth on YoY basis. On MoM basis, the sales were down by 5.25%, registering second consecutive month of negative growth.
- Two wheeler segment grew by 25.25% YoY as compared to October month's YoY sales growth of 6.45%. The November month has reported the highest YoY growth for FY12. On MoM basis, two wheeler sales have decreased by 5.44%.
- Two wheeler export sales have decreased by 2.83% at 103,560 units as compared to 106,580 units in October 2011. Two wheeler domestic sales for the month of October have reduced by 6.58% at 228,407 units for the month of November 2011.
- 3-wheeler volumes were down by 3.80% on MoM basis with sales of 42,510 units. Three wheeler exports were at 25,696 units, increasing marginally by 1.30% MoM basis and increasing by 35.19% on YoY basis. The domestic sales were better at 16,804 units, declining by 10.70% on MoM basis, the biggest MoM fall for Bajaj Auto in FY12.

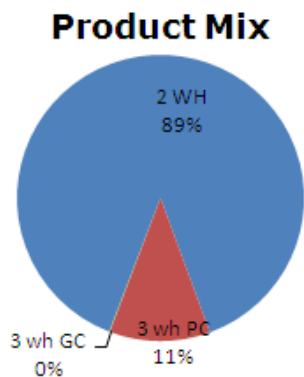
Bloomberg consensus projections:

Bajaj	FY 2010	FY 2011	FY 2012	FY 2013
Sales	116,327	169,404	198,352	225,573
EBITDA	24,328	35,222	40,328	43,004
PAT	15,311	26,226	30,353	33,521
EPS	57.09	90.56	106.87	118.83
CMP	1,644.15		P/E FY13E	13.84

Sources: Bloomberg



Sources: Indsec Research and SIAM





Hero Motor Corp:

Segment	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	Jul-11	YTD FY12	YTD FY11
Domestic	409,306	520,957	497,105	535,636	491,120	477,714	4,013,694	3,355,725
Export	12,060	15,805	15,133	13,989	12,534	13,322	109,198	91,177
Total	421,366	536,762	512,238	549,625	503,654	491,036	4,122,892	3,446,902

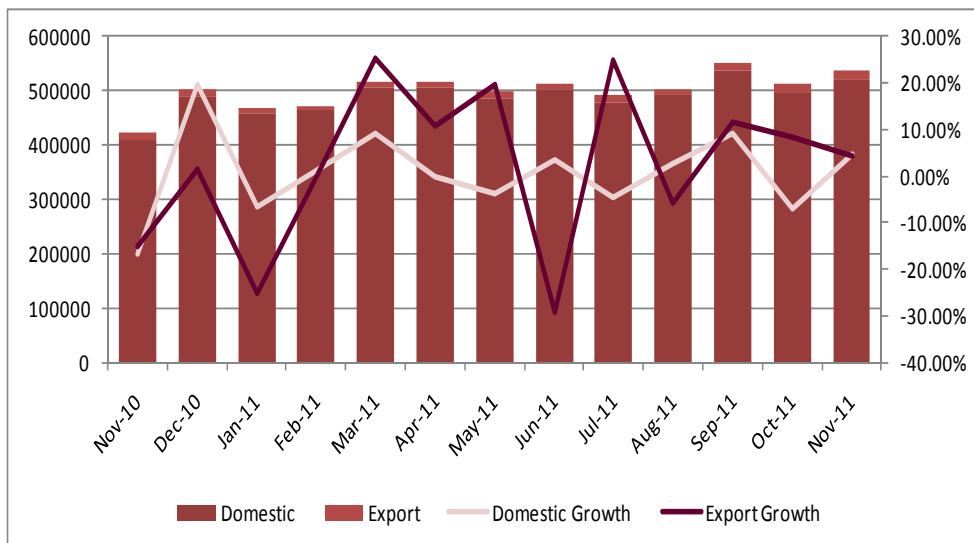
Sources: Indsec Research and SIAM

- After slump in sales by 6.80% on MoM basis in the month of October 2011, sales have increased by 4.80% in November, 2011 at 536,762 units. The November sales reported rise of 27.39% on YoY basis after 1.32% YoY growth in October.
- The exports sales rose by 4.40% on MoM basis at 15,805 units. On YoY basis, the export sales were up by 31.05% as compared to October, 2011 YoY growth of 6.59%.
- The domestic sales reported rise of 4.80% on MoM basis at 520,957 units. On YoY basis, the sales reported marginal growth of 27.28%.
- The premier B segment which constitutes the major profile for the company increased by 4.7% on MoM basis and rise of 26.99% on YoY basis with sales of 498,105 units for the month of November 2011. The major decline in the B segment was witnessed in the 125-250cc segment which decreased by 6.70%.
- The A group totaled a sales of 38,857 units in November 2011 with a rise of 5.70% on MoM basis as compared to previous month's 4.40% MoM decrease. On YoY basis, the sales rose by 32.70%. The YoY growth has increased from 28.89% in October to 32.70% in November.

Bloomberg consensus projections:

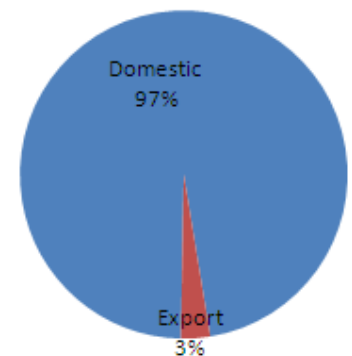
Hero Honda	FY 2010	FY 2011	FY 2012	FY 2013
Sales	155,709	190,125	223,060	253,157
EBITDA	26,966	24,314	24,875	28,407
PAT	25,257	20,358	22,448	25,481
EPS	108.19	102.75	112.17	127.07
CMP	1909.55		P/E FY13E	15.03

Sources: Bloomberg



Sources: Indsec Research and SIAM

Product Mix





TVS Motors:

Segment	Nov-10	Nov-11	Oct-11	Sep-11	Aug-11	Jul-11	YTD FY12	YTD FY11
2 WH Domestic	139,541	150,406	139,541	192,027	163,705	160,348	1,260,975	1,154,510
2 WH Export	14,341	22,423	14,341	23,663	26,479	26,324	182,193	144,559
3 WH Domestic	1,650	1,642	1,702	1,369	1,209	1,000	9,506	15,974
3 WH Export	1,509	858	2,010	2,310	3,505	2,500	21,012	8,389
Total	157,041	175,329	157,594	219,369	194,898	190,172	1,473,686	1,323,432

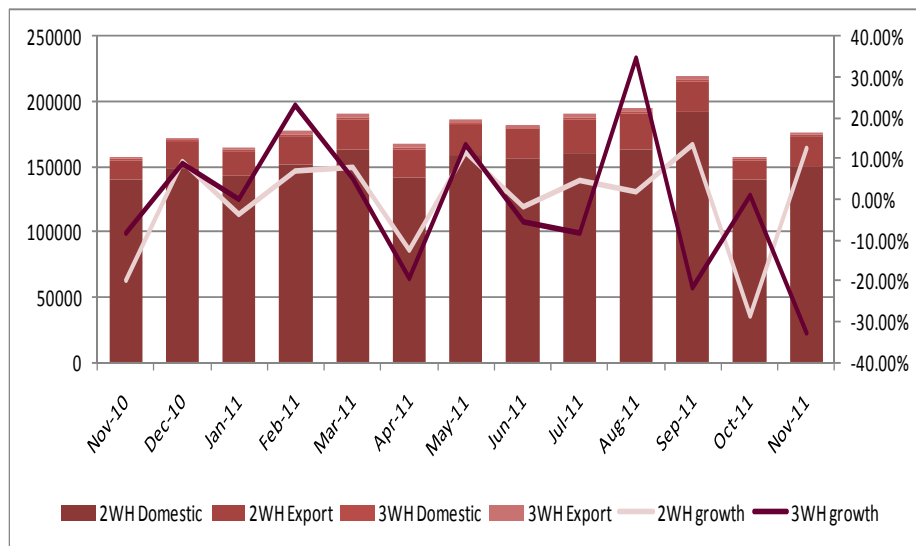
Sources: Indsec Research and SIAM

- TVS Motors has posted decline in sales for the month of November 2011, with sales at 175,329 units, a degrowth of 4.57% on MoM basis and 11.65% rise on YoY basis.
- During the month, the company's two wheeler sales decreased by 4% on MoM basis, recording 172,829 units in comparison to 180,006 units recorded in October 2011.
- 3-wheeler sales reported slump performance with sales at 2,500 units as compared with 3,712 units in October 2011, registering MoM decline of 32.65%. On YoY basis, the sales were down by 20.86%.
- In comparison to total two wheeler sales, the C segment motorcycle reported phenomenal performance with 15.80% growth on MoM basis at 65,920 units. Export of Mopeds surged by 89.30% on MoM basis after reporting more than 30% decline for two straight months. The sales have increased from 531 units in October to 1005 units in November. B segment sales declined by 17.20% on MoM basis, with domestic sales in B segment declining by 24.80% and exports increasing by 9.30% on MoM basis. A segment reported 6.60% MoM decline at 44,301 units for the month of November.

Bloomberg consensus projections:

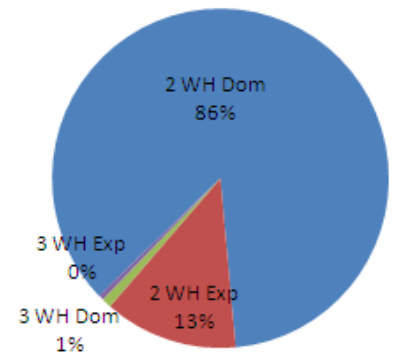
TVS	FY 2010	FY 2011	FY 2012	FY 2013
Sales	42,390	63,644	74,407	85,033
EBITDA	2,343	4,284	5,220	5,674
PAT	494	1,814	2,361	2,889
EPS	0.86	4.01	4.80	6.35
CMP	49.70		P/E FY13E	7.83

Sources: Bloomberg



Sources: Indsec Research and SIAM

Product mix





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