

March 2, 2026

Positive momentum continues...

India's automotive OEMs posted healthy volume prints for February 2026. It was primarily driven by positive demand conditions amidst tailwinds from GST 2.0 rate cut, which lowered vehicle prices and boosted consumer sentiment. OEM wholesale sales volume for February 2026 came in healthy with 2-W & CV segments outperforming peers. CV space reported healthy volume prints for the month of February'26 with continued recovery visible across M&HCV (trucks) & LCV segments. TMPV set the bar high, outperforming in the PV space while M&M continued with its dominance in the Tractor segment. TVS motors continued to perform well in the 2W domain. Tata Motors CV outperformed in the CV segment.

In the **2-W pack**, TVS motors continued with its healthy growth and outperformed its peers growing ~30% at 5.07 lakh units (with 23% YoY growth in exports). While Eicher Motors (Royal Enfield) reported healthy growth of 11.3% YoY at ~1 lakh units. Bajaj auto reported healthy 27% growth at ~3.8 lakh units (supported by ~27% growth in domestic and ~26% growth in export).

In **PV** space, demand was healthy tracking positive momentum with GST 2.0 reform. Maruti Suzuki reported volume growth of ~7% YoY at 2.1 lakh units while M&M saw a growth of 19% at ~60k units, sustaining healthy growth. Tata Motors PV EV volumes stood at 8,385 units (up ~57% YoY) amidst an overall volume growth of 35% YoY at ~63k units & outperformed this space. Volume for Hyundai was at ~66K units (up 12.6% YoY).

In **CV** segment, Tata motors CV reported healthy volumes of ~42.9k units, up ~32% YoY. Ashok Leyland volumes were up by 24% YoY at ~22k units. While volumes at VECV arm of Eicher Motors were up by ~23% YoY at 9.9k units. With GST rationalisation & pick up in government capex, CV volumes have been a positive surprise with expectations set at clocking all time high volumes amidst double-digit YoY growth in FY26.

In **tractor** space, M&M reported volumes of ~34.1k units, up by ~34% YoY while Escorts Kubota reported steady 20% growth at ~10.3k units.

Exhibit 1: Snapshot of OEM performance – Feb 2026

	Feb-26	Feb-25	%chg	Jan-26	%chg	YTFY26	YTFY25	%chg
2-W								
Bajaj	3,79,921	2,99,418	26.9	4,06,295	(6.5)	39,36,377	36,66,577	7.4
TVS Motors	5,07,862	3,91,889	29.6	4,94,195	2.8	51,71,814	42,08,853	22.9
Eicher	1,00,905	90,670	11.3	1,04,322	(3.3)	11,26,325	9,08,879	23.9
PV								
Maruti Suzuki	2,10,865	1,96,690	7.2	2,33,192	(9.6)	21,62,096	20,09,181	7.6
Tata Motors	63,331	46,811	35.3	71,066	(10.9)	5,74,616	5,04,391	13.9
M&M	60,018	50,420	19.0	63,510	(5.5)	6,00,004	5,03,439	19.2
Hyundai	66,134	58,727	12.6	73,137	(9.6)	7,06,027	6,94,732	1.6
CV								
Ashok Leyland	22,157	17,903	23.8	21,920	1.1	1,95,056	1,71,037	14.0
M&HCV	14,755	11,486	28.5	14,220	3.8	1,25,140	1,08,993	14.8
LCV	7,402	6,417	15.3	7,700	(3.9)	69,916	62,044	12.7
Tata Motors	42,940	32,533	32.0	41,549	3.3	3,80,353	3,35,781	13.3
M&HCV	19,107	14,247	34.1	17,253	10.7	1,52,760	1,38,372	10.4
LCV	23,833	18,286	30.3	24,296	(1.9)	2,27,593	1,97,409	15.3
M&M	26,100	23,828	9.5	29,384	(11.2)	2,77,691	2,45,191	13.3
M&HCV	1,515	1,383	9.5	1,728	(12.3)	13,022	11,624	12.0
LCV	24,585	22,445	9.5	27,656	(11.1)	2,64,669	2,33,567	13.3
Maruti (LCV)	3,130	2,710	15.5	3,771	(17.0)	35,366	32,101	10.2
VECV	9,986	8,092	23.4	10,601	(5.8)	90,184	78,067	15.5
3-W								
Bajaj	68,338	52,653	29.8	71,127	(3.9)	7,35,913	6,14,566	19.7
TVS Motors	21,446	12,087	77.4	17,571	22.1	1,97,836	1,20,096	64.7
M&M	9,190	6,395	43.7	9,566	(3.9)	1,01,202	78,080	29.6
Tractors								
M&M	34,133	25,527	33.7	40,643	(16.0)	4,81,368	3,89,707	23.5
Escorts	10,339	8,590	20.4	9,799	5.5	1,21,551	1,04,180	16.7

Source: Company, ICICI Direct Research

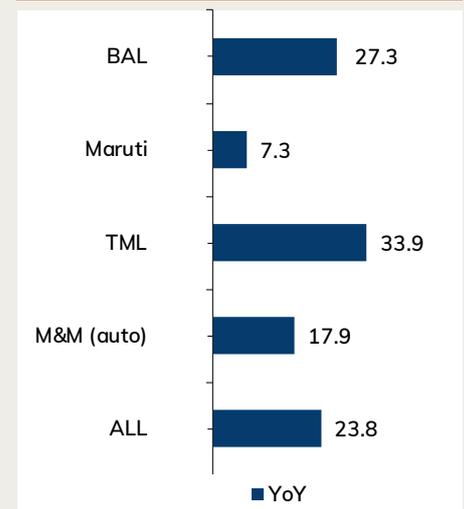
Sector Views

Selectively Positive

Volume performance- February 2026

- Wholesale volume prints for the month of Feb 2026 came in healthy. 2-W & CV segments outperformed peers while healthy volumes were witnessed in the tractor & PV space as well. CV space reported continued recovery across M&HCV (especially trucks) and LCV segments. Continued high double digit CV volume growth was a positive sign.
- Key outperformers within segments were TVS motors in the 2W space (ex-Industry leader) while Tata Motors performed better in the PV segment and led the growth charge in the CV domain as well. M&M outperformed in the Tractor space.
- Vahan registrations (retails) for Feb 2026 totalled ~24.1 lakh units, up ~25% on YoY basis (~19.2 lakh units in Feb'25).
- For FY26E, aided by GST 2.0, we expect positive growth across vehicle segments with tractors seen outperforming peers.

OEM Volume Performance- Feb 2026



Source: Company, ICICI Direct Research

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Key Volume tables – OEM specific

Exhibit 2: Bajaj Auto

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTD FY26	YTD FY25	%chg
2-W	3,79,921	2,99,418	26.9	4,06,295	(6.5)	39,36,377	36,66,577	7.4
- 2W Domestic	1,86,164	1,46,138	27.4	2,14,727	(13.3)	21,28,019	21,24,590	0.2
- 2W Exports	1,93,757	1,53,280	26.4	1,91,568	1.1	18,08,358	15,41,987	17.3
3-W	68,338	52,653	29.8	71,127	(3.9)	7,35,913	6,14,566	19.7
- 3W Domestic	46,417	37,277	24.5	47,248	(1.8)	4,73,175	4,41,621	7.1
- 3W Exports	21,921	15,376	42.6	23,879	(8.2)	2,62,738	1,72,945	51.9
Total Sales	4,48,259	3,52,071	27.3	4,77,422	(6.1)	46,72,290	42,81,143	9.1
Domestic	2,32,581	1,83,415	26.8	2,61,975	(11.2)	26,01,194	25,66,211	1.4
Exports	2,15,678	1,68,656	27.9	2,15,447	0.1	20,71,096	17,14,932	20.8

Source: Company, ICICI Direct Research

For Feb 2026, total volumes at Bajaj Auto were healthy YoY at ~4.48 lakh units (up ~27% YoY), within which the overall domestic grew 27% YoY, whereas exports grew healthy by 28% YoY. The 2-W space witnessed a growth of ~27% YoY at ~3.8 lakh units within which domestic was up by ~27% YoY & exports reported a growth of ~26% YoY. 3-Ws witnessed a healthy 30% increase YoY with volume prints at ~68.3k units.

Exhibit 3: Eicher Motors (Royal Enfield)

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTD FY26	YTD FY25	%chg
Upto 350 cc	89,844	77,775	15.5	92,998	(3.4)	9,89,118	7,81,355	26.6
> 350 cc	11,061	12,895	(14.2)	11,324	(2.3)	1,37,207	1,27,524	7.6
Total Sales	1,00,905	90,670	11.3	1,04,322	(3.3)	11,26,325	9,08,879	23.9
Domestic	91,248	80,799	12.9	93,781	(2.7)	10,06,937	8,14,707	23.6
Exports	9,657	9,871	(2.2)	10,541	(8.4)	1,19,388	94,172	26.8

Source: Company, ICICI Direct Research

Eicher Motors's RE reported healthy volume prints for the month of Feb 2026 with total volumes up by 11.3% YoY at ~1 lakh units wherein >350 cc segment reported a de-growth of 14.2% YoY. Domestic led the growth charge for the month growing 15.5% YoY at ~90k units.

Exhibit 4: TVS Motors

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTD FY26	YTD FY25	%chg
Motorcycles	2,41,282	1,92,960	25.0	2,19,188	10.1	24,80,065	19,98,494	24.1
Scooters	2,19,895	1,64,415	33.7	2,22,926	(1.4)	21,95,249	17,37,211	26.4
- EV	38,386	24,017	59.8	37,756	1.7	3,32,510	2,52,041	31.9
Mopeds	46,685	34,514	35.3	52,081	(10.4)	4,96,500	4,73,148	4.9
Total 2-W Sales	5,07,862	3,91,889	29.6	4,94,195	2.8	51,71,814	42,08,853	22.9
3-Wheelers	21,446	12,087	77.4	17,571	22.1	1,97,836	1,20,096	64.7
Total Sales	5,29,308	4,03,976	31.0	5,11,766	3.4	53,69,650	43,28,949	24.0
Exports	1,58,268	1,24,993	26.6	1,22,343	29.4	14,43,320	10,82,024	33.4

Source: Company, ICICI Direct Research

TVS motors reported healthy volume growth, with 2-W sales up by ~30% at 5.08 lakh units. 3-W sales were up by ~77% YoY at 21.4k units. Its EV segment saw a robust growth of ~60% YoY at ~38.4K units. While exports volumes were up by ~27% YoY at ~1.58 lakh units.

Exhibit 5: Maruti Suzuki (MSIL)

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTD FY26	YTD FY25	%chg
Vans	11,620	11,493	1.1	11,914	(2.5)	1,28,436	1,25,263	2.5
Mini & Compact	76,624	83,168	(7.9)	87,006	(11.9)	8,36,863	8,17,946	2.3
Ciaz	-	1,097	(100.0)	-	#DIV/0!	1,980	7,726	(74.4)
Total Passengers	88,244	95,758	(7.8)	98,920	(10.8)	9,67,279	9,50,935	1.7
UV	72,756	65,033	11.9	75,609	(3.8)	6,89,631	6,59,089	4.6
Total Domestic	1,61,000	1,60,791	0.1	1,74,529	(7.8)	16,56,910	16,10,024	2.9
Sales to other OEM	10,710	10,878	(1.5)	7,643	40.1	1,04,452	99,540	4.9
LCV	3,130	2,710	15.5	3,771	(17.0)	35,366	32,101	10.2
Exports	39,155	25,021	56.5	51,020	(23.3)	4,00,734	2,99,617	33.7
Total Sales	2,13,995	1,99,400	7.3	2,36,963	(9.7)	21,97,462	20,41,282	7.7

Source: Company, ICICI Direct Research

Maruti Suzuki reported steady volumes for the month of Feb'26 at ~2.14 lakh units, up by 7.3%. Exports was the growth driver and witnessed a volume growth of ~56% YoY at ~39k units. Domestic witnessed volumes of 1.61 lakh units flat YoY. Volumes in UV segment grew by ~12% YoY at ~73k units (share of sales at 34%, up from 32% in Jan 2026).

Exhibit 6: Ashok Leyland

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTD FY26	YTD FY25	%chg
M&HCV Passenger	2,848	2,564	11.1	2,420	17.7	29,633	25,150	17.8
M&HCV Goods	11,907	8,922	33.5	11,800	0.9	95,507	83,843	13.9
M&HCV Total	14,755	11,486	28.5	14,220	3.8	1,25,140	1,08,993	14.8
LCV	7,402	6,417	15.3	7,700	(3.9)	69,916	62,044	12.7
Total Sales	22,157	17,903	23.8	21,920	1.1	1,95,056	1,71,037	14.0
Exports	1,843	2,024	(8.9)	1,841	0.1	16,444	13,705	20.0

Source: Company, ICICI Direct Research

Ashok Leyland reported healthy volume prints for the month of Feb'26. Total sales were up by ~24% YoY at ~22K units. M&HCV witnessed a growth of 28.5% YoY at ~14.7k units. Export volumes witness de-growth of ~9% YoY at 1,843 units.

Exhibit 7: Mahindra & Mahindra

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTFY26	YTFY25	%chg
Uvs	60,018	50,420	19.0	63,510	(5.5)	6,00,004	5,03,439	19.2
Cars and Vans	-	-	NA	-	NA	-	-	NA
4-Wheeler pickups	24,585	22,445	9.5	27,656	(11.1)	2,64,669	2,33,567	13.3
M & HCV	1,515	1,383	9.5	1,728	(12.3)	13,022	11,624	12.0
Total 4-W	86,118	74,248	16.0	92,894	(7.3)	8,77,689	7,48,603	17.2
3-W	9,190	6,395	43.7	9,566	(3.9)	1,01,202	78,080	29.6
Total domestic Auto	95,308	80,643	18.2	1,02,460	(7.0)	9,78,891	8,26,683	18.4
Exports	3,384	3,061	10.6	3,577	(5.4)	37,022	30,511	21.3
Total Auto Sales	98,692	83,704	17.9	1,06,037	(6.9)	10,15,919	8,57,236	18.5
Tractors - Domestic	32,153	23,880	34.6	38,484	(16.5)	4,62,527	3,74,512	23.5
- Exports	1,980	1,647	20.2	2,159	(8.3)	18,841	15,195	24.0
Total Tractors	34,133	25,527	33.7	40,643	(16.0)	4,81,368	3,89,707	23.5

Source: Company, ICICI Direct Research, Total Auto sales include M&HCV (M&M only)

M&M automotive segment reported healthy volume prints YoY at 98.7k units. SUV segment volumes for the month came in at 60,018 units, up 19% YoY. Tractors sales reported a healthy growth of ~34% YoY at 34,133 units led by Robust growth in the rabi sowing area, healthy reservoir levels, favourable kharif harvest.

Exhibit 8: Tata Motors Limited

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTFY26	YTFY25	%chg
Total CV	42,940	32,533	32.0	41,549	3.3	3,80,353	3,35,781	13.3
- M&HCV (Domestic)	13,559	9,892	37.1	12,691	6.8	1,05,442	93,606	12.6
- I&LCV (Domestic)	7,577	5,652	34.1	7,071	7.2	66,023	55,331	19.3
- LCV (Domestic)	14,209	10,898	30.4	14,520	(2.1)	1,35,505	1,25,983	7.6
- Pass Carriers (Dom.)	5,548	4,355	27.4	4,562	21.6	47,318	44,766	5.7
Total PV	63,331	46,811	35.3	71,066	(10.9)	5,74,616	5,04,391	13.9
- PVEV	8,385	5,343	56.9	9,052	(7.4)	82,626	58,923	40.2
Total sales	1,06,271	79,344	33.9	1,12,615	(5.6)	9,54,969	8,40,172	13.7
Total domestic	1,03,222	77,232	33.7	1,09,066	(5.4)	9,19,483	8,21,655	11.9
Total exports	3,049	2,112	44.4	3,549	(14.1)	35,486	18,517	91.6

Source: Company, ICICI Direct Research

For Tata Motors, total sales volume saw a healthy growth of ~34% YoY at ~1.06 lakh units, with total CV sales growing by ~32% YoY to 42,940 units. PV sales were healthy at 63,331 units (up ~35% YoY). PV EV segment witnessed a growth of ~57% YoY at ~8.4k units. Exports were also healthy for Tata motors growing ~44.4% at 3,049 units.

Exhibit 9: Hyundai Motor India Limited

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTFY26	YTFY25	%chg
Domestic	52,407	47,727	9.8	59,107	(11.3)	5,29,842	5,46,846	(3.1)
Total Sales	66,134	58,727	12.6	73,137	(9.6)	7,06,027	6,94,732	1.6
Exports	13,727	11,000	24.8	14,030	(2.2)	1,76,185	1,47,886	19.1

Source: Company, ICICI Direct Research

Hyundai reported healthy volume prints for the month of Feb'26. Total sales volume grew by 12.6% YoY at ~66.1k units. Exports segment witnessed a growth of ~25% YoY at ~13.7k units.

Exhibit 10: Escorts Kubota

Segment	Feb-26	Feb-25	%chg	Jan-26	%chg	YTFY26	YTFY25	%chg
Tractors - domestic	9,725	7,968	22.1	9,137	6.4	1,15,412	99,788	15.7
Tractors - exports	614	622	(1.3)	662	(7.3)	6,139	4,392	39.8
Total tractors	10,339	8,590	20.4	9,799	5.5	1,21,551	1,04,180	16.7
Construction equip.	588	561	4.8	524	12.2	5,029	5,870	(14.3)

Source: Company, ICICI Direct Research

Escorts Kubota reported steady monthly volume prints during the month of Feb'26 with tractor sales up by ~20% YoY at ~10.3k units. Tractor domestic staged a healthy growth of ~22% YoY. Construction Equipment volumes grew by ~5% YoY at 588 units.

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