

September 2, 2025

OEM shift gears amid festive rush, anticipated GST cut

OEM wholesale sales volume for August 2025 came in healthy with 2W & tractor segments outperforming its peers. Notably, exports continue to stage a healthy growth on YoY basis for most of the OEMs. CV space reported healthy volume prints for the month of August 2025 with green shoots of recovery visible in the LCV segment. Maruti performed better than the peers in PV segment while Royal Enfield (Eicher motors) lead the growth charge in 2W domain. M&M continues to decisively dominate the tractor segment. Tata motors outperformed in the CV space.

In the **2-W pack**, TVS motors continued with its healthy growth of ~29.5% at ~4.9 lakh units (with >36% YoY growth in exports). While Eicher Motors (Royal Enfield) outperformed its peers & reported healthy growth of 55% YoY at ~1.14 lakh units. Bajaj auto posted a steady show & witnessed a growth of ~2% YoY in volumes at ~3.42 lakh units (domestic volumes degrew 11.7% YoY while exports staged growth of ~25% YoY).

In **PV** space, demand was relatively muted amidst anticipated GST rate changes. Maruti performed vs. peers with volumes flat YoY at 1.8 lakh units while M&M saw a decline of 9% at 39k units consciously managing billing for inventory management. Tata Motors EV volumes stood at 8,540 units (highest ever, up ~44% YoY) amidst an overall volume decline of ~2.6% YoY at 43k units. Volume for Hyundai was at ~60K units (down 4% YoY).

In **CV** segment, Tata motors reported healthy CV volumes of ~30k units, up ~10% YoY. Ashok Leyland volumes were up by 5.4% YoY at ~15k units. While volumes at VECV arm of Eicher Motors were up by 9.5% YoY at 7.2k units. With expected pick up in government capex, CV volumes are likely to improve going forward (expectations of positive YoY growth in FY26E).

In **tractor** space, M&M reported volumes of 28.1k units, up by ~28% YoY while Escorts Kubota reported healthy 27.1% growth at ~8k units. Tracking positive monsoon 2025 outlook, tractor space is well poised for growth.

Exhibit 1: Snapshot of OEM performance – Aug 2025

	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
2-W								
Bajaj	341,887	335,178	2.0	296,247	15.4	1,586,925	1,583,636	0.2
TVS Motors	490,788	378,841	29.5	438,790	11.9	2,161,772	1,774,867	21.8
Eicher	114,002	73,629	54.8	88,045	29.5	467,575	367,801	27.1
PV								
Maruti Suzuki	177,911	179,287	(0.8)	177,732	0.1	874,994	865,359	1.1
Tata Motors	43,315	44,486	(2.6)	40,175	7.8	208,299	228,122	(8.7)
M&M	39,399	43,277	(9.0)	49,871	(21.0)	241,337	209,148	15.4
Hyundai	60,501	63,175	(4.2)	60,073	0.7	300,973	319,793	(5.9)
CV								
Ashok Leyland	15,239	14,463	5.4	15,064	1.2	74,541	72,284	3.1
M&HCV	9,381	8,663	8.3	9,529	(1.6)	46,981	44,988	4.4
LCV	5,858	5,800	1.0	5,535	5.8	27,560	27,296	1.0
Tata Motors	29,863	27,207	9.8	28,956	3.1	144,425	145,458	(0.7)
M&HCV	11,028	10,526	4.8	11,484	(4.0)	59,336	61,026	(2.8)
LCV	18,835	16,681	12.9	17,472	7.8	85,089	84,432	0.8
M&M	24,128	22,095	9.2	21,571	11.9	117,014	109,943	6.4
M&HCV	1,701	1,875	(9.3)	1,107	53.7	12,684	11,804	7.5
LCV	22,427	20,220	10.9	20,464	9.6	104,330	98,139	6.3
Maruti (LCV)	2,772	2,495	11.1	2,794	(0.8)	14,076	13,332	5.6
VECV	7,167	6,543	9.5	7,115	0.7	35,892	32,867	9.2
3-W								
Bajaj	75,729	62,626	20.9	69,753	8.6	307,928	270,393	13.9
TVS Motors	18,748	12,747	47.1	17,560	6.8	81,286	58,036	40.1
M&M	10,527	9,326	12.9	9,475	11.1	40,561	30,570	32.7
Tractors								
M&M	28,117	21,917	28.3	28,708	(2.1)	190,914	170,593	11.9
Escorts	8,456	6,652	27.1	7,154	18.2	46,191	43,985	5.0

Source: Company, ICICI Direct Research

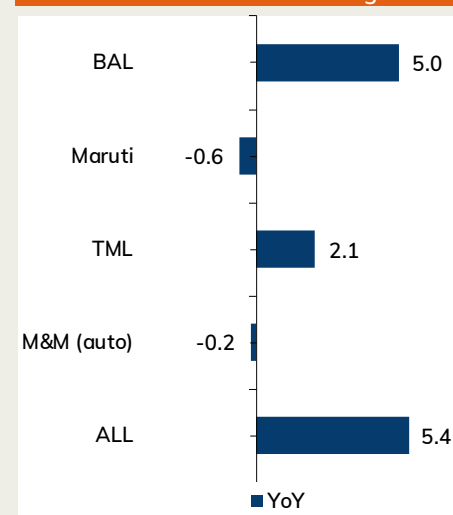
Sector Views

Selectively Positive

Volume performance- August 2025

- Wholesale volume prints for the month of Aug 2025 came in healthy. 2W & tractor space outperformed while muted volumes were witnessed in PV space. CV space reported healthy volume prints for the month of August 2025 with initial green shoots of recovery visible in LCV segment.
- Key outperformers within key segments were Eicher motors (RE) in the 2W space while Maruti performed better in the PV segment while M&M led the growth charge in the tractor domain. Tata Motors outperformed in the CV space.
- Vahan registrations (retails) for Aug 2025 totalled ~19.59 lakh units, up ~2% on YoY basis (~19.15 lakh units in Aug'24).
- For FY26E, we expect growth trajectory to be led by the 2-W space with high base limiting growth in PV and CV categories.

OEM Volume Performance- Aug 2025



Source: Company, ICICI Direct Research

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Key Volume tables – OEM specific

Exhibit 2: Bajaj Auto

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
2-W	3,41,887	3,35,178	2.0	2,96,247	15.4	15,86,925	15,83,636	0.2
- 2W Domestic	1,84,109	2,08,621	(11.7)	1,39,279	32.2	8,52,732	9,59,965	(11.2)
- 2W Exports	1,57,778	1,26,557	24.7	1,56,968	0.5	7,34,193	6,23,671	17.7
3-W	75,729	62,626	20.9	69,753	8.6	3,07,928	2,70,393	13.9
- 3W Domestic	48,289	45,206	6.8	43,864	10.1	1,97,617	1,95,480	1.1
- 3W Exports	27,440	17,420	57.5	25,889	6.0	1,10,311	74,913	47.3
Total Sales	4,17,616	3,97,804	5.0	3,66,000	14.1	18,94,853	18,54,029	2.2
Domestic	2,32,398	2,53,827	(8.4)	1,83,143	26.9	10,50,349	11,55,445	(9.1)
Exports	1,85,218	1,43,977	28.6	1,82,857	1.3	8,44,504	6,98,584	20.9

Source: Company, ICICI Direct Research

For Aug 2025, total volumes at Bajaj Auto were steady YoY at ~4.18 lakh units, within which the overall domestic declined YoY, whereas exports grew healthy by 28.6% YoY. The 2-W space witnessed a growth of ~2% YoY at ~3.42 lakh units within which domestic de-grew by 11.7% YoY & exports reported a growth of ~25% YoY. 3-Ws witnessed a healthy growth with prints at ~76k units.

Exhibit 3: Eicher Motors (Royal Enfield)

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
Upto 350 cc	98,631	61,087	61.5	76,047	29.7	4,02,132	3,11,860	28.9
> 350 cc	15,371	12,542	22.6	11,998	28.1	65,443	55,941	17.0
Total Sales	1,14,002	73,629	54.8	88,045	29.5	4,67,575	3,67,801	27.1
Domestic	1,02,876	65,623	56.8	76,254	34.9	4,07,909	3,31,517	23.0
Exports	11,126	8,006	39.0	11,791	(5.6)	59,666	36,284	64.4

Source: Company, ICICI Direct Research

Eicher Motors's RE reported healthy volume prints for the month of Aug 2025 with total volumes up by 55% YoY at 1.14 lakh units (highest ever monthly prints) with >350 cc segment reporting a growth of 22.6% YoY. Domestic led the growth charge for the month growing 57% at ~1.03 lakh units.

Exhibit 4: TVS Motors

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
Motorcycles	2,21,870	1,70,486	30.1	2,01,494	10.1	10,44,170	8,45,998	23.4
Scooters	2,22,296	1,63,629	35.9	1,98,265	12.1	9,19,342	7,22,041	27.3
- EV	25,138	24,779	1.4	23,605	6.5	1,18,803	98,157	21.0
Mopeds	46,622	44,726	4.2	39,031	19.4	1,98,260	2,06,828	(4.1)
Total 2-W Sales	4,90,788	3,78,841	29.5	4,38,790	11.9	21,61,772	17,74,867	21.8
3-Wheelers	18,748	12,747	47.1	17,560	6.8	81,286	58,036	40.1
Total Sales	5,09,536	3,91,588	30.1	4,56,350	11.7	22,43,058	18,32,903	22.4
Exports	1,35,367	99,976	35.4	1,42,629	(5.1)	6,30,458	4,51,113	39.8

Source: Company, ICICI Direct Research

TVS motors reported healthy volume growth, with 2-W sales up by 29.5% at 4.9 lakh units. 3-W sales were up by 47% YoY at 18.7k units. Its EV segment saw a growth of ~1.4% YoY at ~25K units affected by the rare earth magnets. While exports volumes were up by 35% YoY at ~1.35 lakh units.

Exhibit 5: Maruti Suzuki (MSIL)

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
Vans	10,785	10,985	(1.8)	12,341	(12.6)	56,231	56,692	(0.8)
Mini & Compact	66,450	68,699	(3.3)	72,489	(8.3)	335,731	357,365	(6.1)
Ciaz	-	707	(100.0)	173	(100.0)	1,980	3,479	(43.1)
Total Passengers	77,235	80,391	(3.9)	85,003	(9.1)	393,942	417,536	(5.7)
UV	54,043	62,684	(13.8)	52,773	2.4	268,684	282,116	(4.8)
Total Domestic	131,278	143,075	(8.2)	137,776	(4.7)	662,626	699,652	(5.3)
Sales to other OEM	10,095	10,209	(1.1)	8,211	22.9	47,113	45,159	4.3
LCV	2,772	2,495	11.1	2,794	(0.8)	14,076	13,332	5.6
Exports	36,538	26,003	40.5	31,745	15.1	165,255	120,548	37.1
Total Sales	180,683	181,782	(0.6)	180,526	0.1	889,070	878,691	1.2

Source: Company, ICICI Direct Research

Maruti Suzuki reported flattish volumes for the month of Aug'25 at 1.8 lakh units. Exports witnessed double digit volume growth of 40.5% YoY at ~36k units. Volumes in UV segment de-grew by ~13.8% YoY at ~54k units (share of sales at 30%, up from 29% in July 2025)

Exhibit 6: Escorts Kubota

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
Tractors - domestic	7,902	6,243	26.6	6,624	19.3	43,374	42,192	2.8
Tractors - exports	554	409	35.5	530	4.5	2,817	1,793	57.1
Total tractors	8,456	6,652	27.1	7,154	18.2	46,191	43,985	5.0
Construction equip.	375	393	(4.6)	358	4.7	1,788	2,266	(21.1)

Source: Company, ICICI Direct Research

Escorts Kubota reported healthy volume prints for the month of Aug'25 with tractor sales up by 27% YoY at ~8.4k units. Tractor exports also staged a healthy growth of 36% YoY. Construction Equipment volumes de-grew by ~5% YoY at 375 units.

Exhibit 7: Mahindra & Mahindra

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
Uvs	39,399	43,277	(9.0)	49,871	(21.0)	2,41,337	2,09,148	15.4
Cars and Vans	-	-	NA	-	NA	-	-	NA
4-Wheeler pickups	22,427	20,220	10.9	20,464	9.6	1,04,330	98,139	6.3
M & HCV	1,701	1,875	(9.3)	1,107	53.7	12,684	11,804	7.5
Total 4-W	63,527	65,372	(2.8)	71,442	(11.1)	3,51,992	3,13,482	12.3
3-W	10,527	9,326	12.9	9,475	11.1	40,561	30,570	32.7
Total domestic Auto	74,054	74,698	(0.9)	80,917	(8.5)	3,92,553	3,44,052	14.1
Exports	3,548	3,060	15.9	2,774	27.9	15,989	11,700	36.7
Total Auto Sales	77,602	77,758	(0.2)	83,691	(7.3)	4,08,542	3,55,752	14.8
Tractors - Domestic	26,201	20,518	27.7	26,990	(2.9)	1,82,390	1,63,035	11.9
- Exports	1,916	1,399	37.0	1,718	11.5	8,524	7,558	12.8
Total Tractors	28,117	21,917	28.3	28,708	(2.1)	1,90,914	1,70,593	11.9

Source: Company, ICICI Direct Research

M&M automotive segment reported flat volume prints YoY with 77,602 units. SUV segment volumes for the month came in muted at 39,399 units, down 9% YoY amidst anticipated GST rate changes. M&HCV witnessed a de-growth of ~9% YoY at 1701 units. Tractors sales reported a healthy growth of 28.3% YoY at 28,117 units. Within this, export sales reported healthy growth of 37% YoY at 1,916 units.

Exhibit 8: Tata Motors Limited

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
Total CV	29,863	27,207	9.8	28,956	3.1	144,425	145,458	(0.7)
- M&HCV (Domestic)	7,451	7,116	4.7	6,735	10.6	35,921	38,299	(6.2)
- I&LCV (Domestic)	5,711	4,965	15.0	5,068	12.7	25,276	23,097	9.4
- LCV (Domestic)	10,742	10,373	3.6	9,880	8.7	48,873	54,792	(10.8)
- Pass Carriers (Domestic)	3,577	3,410	4.9	4,749	(24.7)	23,415	22,727	3.0
Total PV	43,315	44,486	(2.6)	40,175	7.8	208,299	228,122	(8.7)
- PVEV	8,540	5,935	43.9	7,124	19.9	31,895	27,541	15.8
Total sales	73,178	71,693	2.1	69,131	5.9	352,724	373,580	(5.6)
Total domestic	68,482	70,006	(2.2)	65,953	3.8	337,846	365,886	(7.7)
Total exports	4,696	1,687	178.4	3,178	47.8	14,878	7,694	93.4

Source: Company, ICICI Direct Research

For Tata Motors, total sales volume saw a growth of 2% YoY at 73,178 units, with total CV sales growing by ~10% YoY to 29,863 units. PV sales were muted at 43,315 units (down 2.6% YoY). PV EV segment witnessed a growth of ~44% YoY at ~8.5k units (highest ever). Exports were also healthy for Tata motors growing 178% at 4,696 units.

Exhibit 9: Hyundai Motor India Limited

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
Domestic	44,001	49,525	(11.2)	43,973	0.1	2,20,233	2,47,993	(11.2)
Total Sales	60,501	63,175	(4.2)	60,073	0.7	3,00,973	3,19,793	(5.9)
Exports	16,500	13,650	20.9	16,100	2.5	80,740	71,800	12.5

Source: Company, ICICI Direct Research

Hyundai reported muted volume prints for the month Aug'25. Total sales volume was down by 4% YoY at ~60.5k units. Exports segment witnessed a growth of 21% YoY at 16.5k units.

Exhibit 10: Ashok Leyland

Segment	Aug-25	Aug-24	%chg	Jul-25	%chg	YTD FY26	YTD FY25	%chg
M&HCV Passenger	2,643	1,944	36.0	2,862	(7.7)	13,194	10,822	21.9
M&HCV Goods	6,738	6,719	0.3	6,667	1.1	33,787	34,166	(1.1)
M&HCV Total	9,381	8,663	8.3	9,529	(1.6)	46,981	44,988	4.4
LCV	5,858	5,800	1.0	5,535	5.8	27,560	27,296	1.0
Total Sales	15,239	14,463	5.4	15,064	1.2	74,541	72,284	3.1
Exports	1,617	1,116	44.9	1,563	3.5	6,191	4,452	39.1

Source: Company, ICICI Direct Research

Ashok Leyland reported steady volume prints for the month of Aug'25. Total sales were up by 5.4% YoY at 15,239 units. M&HCV witnessed a growth of 8% YoY at ~9.4k units. Export volumes witness growth of 45% YoY at 1,617 units.

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