

SIAM

Demand Forecasts for
Indian Automobile Industry

The Forecasting Process

- Statistical methods used for forecasting, considering all the relevant demand drivers for each segment
- Models prepared after considering an exhaustive list of relevant variables
 - Macro-economic variables: eg. GDP components, industrial production, inflation, interest rates, stock indices
 - Sector variables: eg. Model launches, vehicle price, inter-segment competition
 - Enablers/barriers: eg. Finance availability, road connectivity

F12 OUTLOOK

Segment	F12 Growth (Dec-11 Est.)
Cars	0-2%
UVs	9-11%
Vans	8-10%
PV Total	2-4%
LCV Goods	28-30%
MHCV Goods	12-14%
Passenger Buses	0-2%
Total CV	18-20%
2W	13-15%
3 W Goods	14-16%
3W Passenger	(4) –(6)
3W Total	0-2%
Auto Total	11-13%