

SEPTEMBER'12 SALES

Sep-12

Particulars	Sep-12	Sep-11	Growth %	Highlights
MOTORCYCLES	315,314	371,208	-15	<ul style="list-style-type: none"> * Sales degrowth is largely owing to the festive season this year being a month later than it was last year. * The bigger & sportier Pulsar & Discover brands contributed 64% of motorcycle sales. * The new Pulsar 200 NS and Discover 125 ST sold about 9000 and 35000 units respectively.
COMMERCIAL VEHICLES	44,838	46,478	-4	-
TOTAL	360,152	417,686	-14	* Despite sluggish market conditions, this is the second highest sales for any September.
Exports out of the above	133,222	141,913	-6	-

YTD

Particulars	Apr-Sept 2012	Apr-Sept 2011	Growth %	Highlights
MOTORCYCLES	1,911,147	1,990,408	-4	-
COMMERCIAL VEHICLES	217,032	266,544	-19	-
TOTAL	2,128,179	2,256,952	-6	* For the 6th time in a row, sales for the quarter (Q2) have exceeded 1 million units.
Exports out of the above	805,930	851,498	-5	-