



Segment Y
Automotive Intelligence Pvt Ltd

INDIA PRICING REPORT

January 2009

JANUARY - HIGHLIGHTS

- ◆ Following a marked reduction in raw material prices, tyre companies reduced prices by up to INR 500 (€8) for passenger cars and INR 1,500 (€24) for trucks and buses, amounting to a 3-5% reduction. Earlier, the companies had reduced prices by 4% in December following a reduction in CENVAT. Whether the reduction in tyre prices will affect overall automobile prices in the near future remains to be seen.
- ◆ Even as the new car market experiences a prolonged and steep slowdown in sales, the used car market seems to have bucked the trend as more manufacturers turn to used cars to bail themselves out of the crisis. Tata Motors recently launched its used car programme, Tata Assured, with 15 dealers 10 cities. General Motors also plans to enter the used car segment with its Chevrolet OK programme with 10 dealers in the first phase. Maruti Suzuki India has been a major player in the segment since 2001 with a 10% share in the business with its True Value programme. Foreign carmakers such as Audi, BMW and Porsche also intend to enter the used car segment soon. In 2007-08, the gap between new and used cars reduced considerably with 1.4 million used cars old against 1.5 million new cars.



- ◆ Following indications of a possible reduction in the price of petrol and diesel on January 7th, the government of India reduced petrol prices by INR 5 (8 euro cents) a litre and diesel by INR 2 (3 euro cents) on January 28th. After a fall in the prices of global crude oil, the government had earlier cut prices of petrol and diesel in December. The Cabinet Committee on Political Affairs (CCPA) did not raise excise and import duties, as any increase would cut back the quantum of reduction.

PRICING

After the flurry of price changes in December – triggered by the drop in centralised value-added tax (CENVAT) – most manufacturers chose to hold on to their price lists in the new year. However, a handful of manufacturers – namely, General Motors, Ford, Hyundai, Maruti Suzuki and Toyota announced certain alterations to some or all of their respective ranges.

Chevrolet prices go up

General Motors India has announced certain price changes to its Chevrolet range of cars. The Aveo sedan will cost up to INR 6,197 (€91) more; the range now comprises the 1.4 Base at INR 596,889 (€9,505) and the 1.4 LS Special Edition at INR 650,797 (€10,363).

The Aveo U-VA hatchback will cost up to INR 5,623 (€83) more, bringing the range to INR 393,589 (€6,267) for the 1.2 Base and going up to INR 512,595 (€8,162) for the 1.2 LT Option Pack ABG.

The Optra Magnum sedan has undergone an inconsistent price hike – by between INR 3,787 (€56) and INR 118,465 (€1,745). The range now begins at INR 820,625 (€13,067) and tops out with the Magnum 2.0TCDi LS at INR 1,037,878 (€16,527).

One lone version of the Spark hatchback has seen a drop in price – the 1.0 LT Option Pack ABG, which is now INR 6,311 (€93) cheaper than it used to be. The range now starts at INR 317,421 (€5,054) for the 1.0 Base and goes up to INR 420,530 (€6,696) for the aforementioned 1.0 LT Option Pack ABG.

The Tavera utility vehicle sees a price hike of up to INR 4,475 (€66). The range now starts with the 2.5TD B2 10 seater at INR 703,308 (€11,199) and tops out with the 2.5TD Neo-2 SS-D1 7 seater at INR 964,268 (€15,355).

Ford vehicles to cost more

Ford India has upped the prices of all of its models except the Ikon. The Endeavour SUV will cost a uniform INR 25,000 (€368) more, bringing the range to INR 1,507,000 (€23,997) for the base 2.5TD XLT 4x2 and topping out at INR 1,744,000 (€27,771) for the 3.0TD Thunder+ 4x4.

All variants of the Fiesta sedan cost INR 5,000 (€74) more than earlier. The range now begins with the 1.6 EXI at INR 607,000 (€9,666) and ends with the 1.4TD SXI at INR 794,000 (€12,643).

Similarly, the Fusion hatchback will cost INR 15,000 (€221) more; the range now begins at INR 594,000 (€9,459) for the base 1.6 and goes on to INR 677,000 (€10,780) for the 1.4TD Plus.

Toyota raises Corolla Altis prices

Toyota's premium sedan, the Corolla Altis, has seen a price hike of up to INR 25,000 (€368). The range now begins at INR 1,065,000 (€16,959) for the Altis 1.8 G and goes on to INR 1,270,000 (€20,223) for the Altis 1.8 VL.



Hyundai drops prices

Hyundai India has dropped the prices on some of its models. The Getz hatchback will cost up to INR 15,250 (€225) less, implying that the range now begins with the 1.1 Prime GLE at INR 380,674 (€6,062) and rises to the 1.5TD CRDi Prime GVS at INR 545,126 (€8,680). The LPG-compatible variants of the Santro hatchback will cost INR 995 (€15) less. The Santro range now begins with the 1.1 AE at INR 256,299 (€4,081) and goes up to INR 398,146 (€6,340) for the 1.1 GLS CNG. Hyundai has also dropped the price of the Tucson SUV – it will now be cheaper by INR 17,424 (€257), bringing its price to INR 1,609,440 (€25,628).

Maruti announces new prices

Leading Indian carmaker Maruti Suzuki has subjected its cheaper models to a minor price hike, while its premium offerings will cost substantially more than earlier. The 800 hatchback, for instance, will cost INR 200 (€3) more. The range now begins at INR 186,391 (€2,968) for the Standard and rises to INR 220,263 (€3,507) for the Duo Standard AC. The Alto hatchback, too, sees a price hike of INR 200 (€3). The range now starts with the 800 LX at INR 225,606 (€3,592) and goes up to the 800 LXi at INR 273,595 (€4,357). The Gypsy will cost INR 400 (€6) more; with the Hard Top being out of stock, the Soft Top now costs INR 497,019 (€7,914). The Omni sees a price hike of INR 300 (€4). The range now starts at INR 214,172 (€3,410) for the 5 Seater and rises to the E 8 Seater, at INR 215,802 (€3,436). The Versa will cost up to INR 400 (€6) more. The range now begins with the 1.3 STD at INR 366,288 (€5,833) and goes up to the 1.3 DX2 5 and 8 seaters at INR 472,350 (€7,521). The Wagon R hatchback will cost up to INR 300 (€4) more. The range now starts at INR 313,999 (€5,000) for the 1.0 LX and rises to INR 422,557 (€6,729) for the top-of-the-range 1.0 AX Auto. The Zen Estilo hatchback, on the other hand, will cost up to INR 340 (€5) more; the range now starts with the 1.1 LX at INR 304,808 (€4,854) and goes on to the 1.1 VXi ABS ABG at INR 381,056 (€6,068). Coming to Maruti Suzuki's premium products, the Swift hatchback will cost INR 10,063 (€148) more; the range now begins at INR 399,990 (€6,369) for the 1.3 LXi and goes up to INR 519,835 (€8,278) for the 1.3TD VDi ABS. The A-Star hatchback also sees a bigger rise and will cost up to INR 8,405 (€124) more. The range now starts with the 1.0 LXi at INR 345,036 (€5,494) and goes up to the 1.0 ZXi at INR 406,888 (€6,479). The Swift DZire sedan sees a uniform price hike throughout the range, which now begins at INR 461,557 (€7,350) for the 1.3 LXi and goes up to INR 673,328 (€10,722) for the DZire 1.3TD ZDi, an increase of INR 5,305 (€83). Finally, the SX4 sedan will cost INR 5,510 (€81) more; the range now begins at the base 1.6 VXi, at INR 645,329 (€10,276), while the top-end variant, the 1.6 ZXi Leather, will cost INR 746,854 (€11,893).



NEW MODEL & VERSION INTRODUCTIONS

If December was the month of price changes across the board, January turned out to be the month of new launches, with seven major manufacturers – BMW, Chevrolet, Fiat, Hyundai, Mahindra & Mahindra, Tata Motors and Toyota choosing to unveil new or facelifted products in the new year. A brief synopsis of the new introductions follows:

BMW launches new 7 Series, facelifted 3 Series in India

On January 21st, German luxury carmaker BMW launched its new 7 Series in India. Unveiled at the BMW Studio in the national capital, the first variant to be launched is the 750Li. Equipped with a 4.4-litre, twin-turbocharged petrol V8, the 750Li has been priced at



BMW 750Li

INR 9,330,000 (€148,567). The 750Li comes with features such as BMW's proprietary Dynamic Damper Control and Integral Active Steering, in addition to a Head-Up Display and Night Vision, some of which can be specified as optional extras. The 7 Series has seen a steady rise in sales in India, with 311 units sold in 2008, against 251 in 2007. To help stimulate sales, the company will be offering two other variants – the 740Li and 730Ld – later in 2009.

Two days after the unveiling of the 7 Series, BMW launched the facelifted 3 Series range. Changes extend to a new bonnet, bumper and headlight design, redesigned taillights and subtle changes to the interior. A reworked iDrive system also debuts on the new 3 Series, which has been priced between INR 2,690,000 (€42,834) and INR 3,050,000 (€48,567).

Chevrolet Captiva now available with automatic transmission

In addition to the facelifted 3 Series, January 23rd saw another launch, with General Motors introducing an automatic transmission variant of its Chevrolet Captiva SUV. Equipped with

2.0-litre common-rail diesel that the manual Captiva comes with, the Captiva LTZ – as the new variant is called – adds a five-speed automatic gearbox. It also gets four-wheel drive as standard, as against the manual version, which is available only with front wheel drive. The rest of the car remains unchanged, including the seating for seven, leather upholstery, electric adjustment for the driver's seat, climate control, power adjustment for the windows and mirrors, twin



Chevrolet Captiva

airbags, projector headlights and ABS-equipped brakes with electronic brake-force distribution. The new Captiva LTZ has been priced at INR 2,030,495 (€32,333), or INR 167,807 (€2,672) more than what General Motors charges for the manual variant.



Fiat introduces Linea in India

On January 14th, Fiat India launched the Linea sedan in the country. The new car comes with two engine options – a 1.4-litre petrol and a 1.3-litre diesel. While the petrol variant is all-new, the diesel engine is the same as the one employed in the Fiat Palio, Suzuki Swift &



Fiat Linea

Tata Indica Vista, albeit in a more powerful state of tune. The Linea has been introduced in three trim levels. The base Active trim comes with air-conditioning, rake-adjustable power steering, power windows, a rear armrest, central locking and rear fog lamps, among other features. Dynamic trim adds drivers seat height adjustment, electric mirrors, body-coloured door handles and rear view mirrors as well as fog lamps. ABS- equipped brakes and a

CD-MP3 player are available as an optional pack on the Dynamic. The top-end Emotion trim features a leather-wrapped steering wheel and gearlever, front armrest, climate control, heated mirrors and ABS brakes. An optional pack adds alloy wheels, dual airbags and Bluetooth phone preparation. The Linea has been priced between INR 598,967 (€9,538) and INR 810,004 (€12,898).

Hyundai launches i20, facelifted Sonata

Hyundai India introduced the i20 premium hatchback in India on December 29th. Only one engine variant is being offered for now – the 1.2-litre Kappa petrol, identical to the one in the smaller i10. The i20 has been launched in three trim levels – Magna, Asta and Asta

Option Pack. The base Magna trim comes with central locking, body coloured exterior parts, fabric upholstery, air-conditioning, power windows, power steering and a CD-MP3 player as standard. Asta trim adds remote central locking, immobiliser, fog lamps, alloy wheels, dual airbags, a leather-wrapped steering wheel and gearlever, drivers seat height adjustment, electrically adjustable and folding mirrors, rear wiper and audio controls on the steering wheel. The Asta Option Pack adds side and curtain airbags. The i20 has been priced between INR 479,900 (€7,642) and INR 581,900 (€9,266). On January



Hyundai i20

15th, Hyundai introduced a facelift on the Sonata range. The changes extend to exterior modifications such as a redesigned headlight cluster, grille and bonnet as well as subtle changes to the interior. The 2.4-litre petrol and 2.0-litre diesel engines have been mildly reworked and are now more powerful. The new Sonata has been priced between INR 1,390,000 (€22,134) and INR 1,590,002 (€25,319).



Mahindra Xylo Launched in India

On January 13th, leading Indian utility vehicle manufacturer Mahindra & Mahindra launched the Xylo in the country. Designed to take on the Toyota Innova and Chevrolet Tavera, the Xylo lays emphasis on interior space above everything else. The Xylo has been launched in



Mahindra Xylo

four trim levels – E2, E4, E6 and E8. The base E2 trim, which is available only with seven seats, comes with air-conditioning, rake-adjustable power steering, power windows, driver seat height adjustment, central locking and an engine immobiliser. E4 trim, which comes with the option of seven or eight seats, adds a rear wiper, dual air-conditioning and remote central locking. The E6 trim, which again is available only with seven seats, adds body coloured exterior bits, electric mirrors, a front armrest, lumbar support for the first two

rows, rear parking sensors, an audio system, rear defogger and an information display in the central console. The top-end E8 trim comes with both seven and eight-seater options and features alloy wheels, foldable trays and anti-pinch power windows. The Xylo has been priced between INR 624,500 (€9,944) and INR 769,500 (€12,253).

Tata Motors introduces limited edition Vista

On the occasion of the Indica hatchback's tenth anniversary, leading vehicle manufacturer Tata Motors introduced the Indica Vista 10th Anniversary Limited Edition. The most obvious embellishment applied to the Limited Edition Indica Vista is the paint scheme – the car comes finished in white, with a black roof. Apart from that, the new variant features alloy wheels with a new design, a golden garnish on the grille, golden emblems and logos and a differently designed number plate. Coming to the interior, the Limited Edition comes with new seat upholstery featuring a double-stitched pattern in addition to subtle badging. The car is also fitted with a new integrated CD player and six speakers. The Tata Indica Vista Limited Edition is available in two engine variants, the 1.2-litre petrol and the 1.3-litre diesel. The Vista 1.2 Safire Aura Limited has been priced at INR 415,263 (€6,612), while the Vista 1.3TD Quadrajat Aura Limited comes in at INR 504,045 (€8,026).



Tata Indica Vista Limited Edition



Facelifted Toyota Innova introduced in India

On January 28th, Toyota introduced a facelift on its Innova range. Changes to the exterior include a newly designed bumper, new headlight design and a new front skirt. In addition,



Toyota Innova

the fog lamps have been redesigned, as has the grille. At the rear, the facelifted Innova gets a new taillight design as well as a new bumper profile. On the inside, the Innova now gets a faux wood finish on the doors, dashboard and console on the top-end variants. The higher-end models also get an integrated stereo with six speakers, in addition to audio controls on the steering wheel as well as automatic climate control. While no new variants have been added to the Innova range,

the facelift has been extended to all the existing variants, along with an increase in the price. The range now starts at INR 766,000 (€12,197) for the 2.5TD EV 8 seater and tops out at INR 1,106,000 (€17,611) for the 2.5TD VX 8 seater.

The new variants this month are:

Make	Model	Version	INR	Euro (€1=INR 62.8)	Introduction date
BMW	3 Series	320i Auto	2,690,000	42,834	23-Jan-09
BMW	3 Series	325i Auto	3,290,000	52,389	23-Jan-09
BMW	3 Series	320d Auto	2,950,000	46,975	23-Jan-09
BMW	3 Series	320d Highline Auto	3,050,000	48,567	23-Jan-09
BMW	7 Series	750Li Auto (CBU)	9,330,000	148,567	21-Jan-08
Chevrolet	Captiva	2.0TD LTZ Auto (CBU)	2,030,495	32,333	23-Jan-09
Fiat	Linea	1.4 Active	598,967	9,538	14-Jan-09
Fiat	Linea	1.4 Dynamic	629,972	10,031	14-Jan-09
Fiat	Linea	1.4 Dynamic Pack	657,978	10,477	14-Jan-09
Fiat	Linea	1.4 Emotion	669,980	10,668	14-Jan-09
Fiat	Linea	1.4 Emotion Pack	698,984	11,130	14-Jan-09
Fiat	Linea	1.3TD Active	688,983	10,971	14-Jan-09
Fiat	Linea	1.3TD Dynamic	718,989	11,449	14-Jan-09
Fiat	Linea	1.3TD Dynamic Pack	746,993	11,895	14-Jan-09
Fiat	Linea	1.3TD Emotion	756,996	12,054	14-Jan-09
Fiat	Linea	1.3TD Emotion Pack	810,004	12,898	14-Jan-09
Hyundai	i20	1.2 Magna	479,900	7,642	29-Dec-08
Hyundai	i20	1.2 Astas	559,900	8,916	29-Dec-08
Hyundai	i20	1.2 Asta Option Pack	581,900	9,266	29-Dec-08
Hyundai	Sonata	Transform 2.4 VTVT	1,390,000	22,134	15-Jan-09
Hyundai	Sonata	Transform 2.0TD CRDi	1,490,000	23,726	15-Jan-09
Hyundai	Sonata	Transform 2.0TD CRDi Auto	1,590,002	25,319	15-Jan-09
Mahindra	Xylo	2.5TD E8 7 seater	769,500	12,253	13-Jan-09
Mahindra	Xylo	2.5TD E8 8 seater	769,500	12,253	13-Jan-09
Mahindra	Xylo	2.5TD E6 7 seater	732,500	11,664	13-Jan-09
Mahindra	Xylo	2.5TD E4 7 seater	669,500	10,661	13-Jan-09
Mahindra	Xylo	2.5TD E4 8 seater	669,500	10,661	13-Jan-09
Mahindra	Xylo	2.5TD E2 7 seater	624,500	9,944	13-Jan-09
Tata	Indica	Vista 1.2 Safire Aura Limited	415,263	6,612	29-Dec-08
Tata	Indica	Vista 1.3TD Quadrajel Aura Limited	504,045	8,026	29-Dec-08
Toyota	Innova	2.5TD EV 7 seater	770,000	12,261	28-Jan-09
Toyota	Innova	2.5TD EV PS 7 seater	795,000	12,659	28-Jan-09
Toyota	Innova	2.5TD EV 8 seater	766,000	12,197	28-Jan-09



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Make	Model	Version	INR	Euro (€1=INR 62.8)	Introduction date
Toyota	Innova	2.5TD EV PS 8 seater	791,000	12,596	28-Jan-09
Toyota	Innova	2.5TD G 8 seater	870,000	13,854	28-Jan-09
Toyota	Innova	2.5TD GX 7 seater	941,000	14,984	28-Jan-09
Toyota	Innova	2.5TD GX 8 seater	945,000	15,048	28-Jan-09
Toyota	Innova	2.5TD VX 7 seater	1,102,000	17,548	28-Jan-09
Toyota	Innova	2.5TD VX 8 seater	1,106,000	17,611	28-Jan-09
Toyota	Innova	2.0 G 8 seater	796,000	12,675	28-Jan-09
Toyota	Innova	2.0 GX 8 seater	877,000	13,965	28-Jan-09
Toyota	Innova	2.0 VX 8 seater	1,040,000	16,561	28-Jan-09

NEW REGULATIONS, TAXATION and EVENTS affecting pricing

Stage set for BS IV emission norms

The Bharat Stage IV emission norms (BS IV) will come into force in April 2010, and is expected to bring down emission levels to the standard set by Euro 4. The Society of Indian Automobile Manufacturers (SIAM) claims that it was better to stay a year behind the US and European norms so that their experience could be used in India to cut back extra costs. SIAM is also working with state governments to phase-out buses based on their age and mileage rather than a blanket phasing out of vehicles that are over 15-years old.

Government move to relax auto import norms criticised

The Society of Automobile Manufacturers (SIAM), the National Automotive Testing and R&D Infrastructure Project (NATRIP) and certain foreign carmakers have severely criticized the Indian government's move to ease norms for import of luxury cars beyond the country of origin. The move allows cars above USD 40,000 (€30,800) with an engine capacity greater than 3,000 cc for petrol and 2,500 cc for diesel to be imported from any country, even if it is not produced in that country. The new policy move has been criticized because it could pave a way for sub-standard models and cars unfit for Indian conditions to enter the market. NATRIP suggested that the bar be kept high to check unrestricted imports. It argued the USD 40,000 barrier is not high enough and that there are multiple models already available in that range. NATRIP has therefore requested the government to either raise the price bar or set a limit on the number of vehicles that can come through the regulation. There are also concerns that the regulation could encourage grey-market imports. However, some carmakers welcomed the decision, saying it will positively affect their imports.

Mahindra & Mahindra's US foray delayed on homologation issues

The US launch of Mahindra & Mahindra's utility vehicle range has been set back by about a year awaiting homologation clearance. It was earlier announced that Mahindra & Mahindra (M&M) would launch its passenger vehicles in the US this year, beginning with the pickup truck range (sold in India as the Scorpio Getaway). M&M also has plans to export utility vehicles, including the Scorpio, to the US market in the next few years. Many view Mahindra & Mahindra's US foray as a step towards being a global company, and the launch would make M&M the first Indian carmaker to launch passenger vehicles in the US automobile market. The company has already launched medium-to-high powered tractors in the US.



Government puts end to benefits for auto industry

On January 7th, the government of India announced that the automobile sector has been provided a strong stimulus, indicating there would be no more sops for the sector soon. Commercial banks had reduced interest rates and the Reserve Bank of India also reduced policy rates, giving the commercial vehicles segment 50 per cent depreciation rates between January and March in the current financial year. This is expected to aid transport firms to upgrade their fleet and create more demand for this segment. Earlier, on January 2nd, the public sector banks were asked to facilitate lending to the automobile sector by providing a line of credit to non-banking finance companies. However, major CV players such as Ashok Leyland and Tata Motors, as well as VE Commercial Vehicles, have decided to keep production low on account of low demand. The announcement comes after the Heavy Industry Minister Sontosh Mohan Dev's meeting with the Prime Minister Manmohan Singh, where he asked for a separate stimulus package for the auto industry.

Honda sues Maruti Suzuki over ad campaign

On January 13th, Honda Siel, the Japanese auto giant's Indian arm, served a legal notice to Maruti Suzuki, challenging the latter's advertisements that claimed that its SX4 sedan is bigger and has more features than the segment leader, Honda's own City. The Maruti ad also claimed that the Honda City's entry-level model does not feature an integrated stereo as standard equipment and that the car is not as big as the SX4. Honda responded to this saying that the advertisement made deliberately incorrect, partial and distorted statements to mislead customers - adding up to unfair trade practice and disreputing the new City. Honda expects Maruti to withdraw the advertisement immediately and may seek compensation.

APPENDIX 1 - JANUARY PRICE CHANGES

Vehicle	Previous price (INR)	New price (INR)	Change (INR)	Change (in Euro, where €1=INR 62.8)	Change %	Price change date
Chevrolet Spark 1.0 LT Option Pack ABG	426,841	420,530	-6,311	-100	-1.5	16-Jan-09
Chevrolet Aveo U-VA 1.2 Base	387,966	393,589	5,623	90	1.4	16-Jan-09
Chevrolet Aveo U-VA 1.2 LS	431,973	436,104	4,131	66	1.0	16-Jan-09
Chevrolet Aveo U-VA 1.2 LT Option Pack ABG	523,841	512,595	-11,246	-179	-2.1	16-Jan-09
Chevrolet Aveo 1.4 Base	591,266	596,889	5,623	90	1.0	16-Jan-09
Chevrolet Aveo 1.4 LS Special Edition	644,600	650,797	6,197	99	1.0	16-Jan-09
Chevrolet Optra Magnum 1.6i LS	816,838	820,625	3,787	60	0.5	16-Jan-09
Chevrolet Optra Magnum 1.6i LT	934,407	938,768	4,361	69	0.5	16-Jan-09
Chevrolet Optra Magnum 2.0TCDi Max	880,011	925,954	45,943	732	5.2	16-Jan-09
Chevrolet Optra Magnum 2.0TCDi LS	919,413	1,037,878	118,465	1,886	12.9	16-Jan-09
Chevrolet Tavera 2.5TD Neo-2 LT 7 seater	858,635	862,536	3,901	62	0.5	16-Jan-09
Chevrolet Tavera 2.5TD Neo-2 LT 9 seater	847,963	851,865	3,902	62	0.5	16-Jan-09
Chevrolet Tavera 2.5TD Neo-2 B3 LS 10 seater	762,414	765,856	3,442	55	0.5	16-Jan-09
Chevrolet Tavera 2.5TD Neo-2 B4 7 seater	767,004	770,446	3,442	55	0.4	16-Jan-09
Chevrolet Tavera 2.5TD Neo-2 B4 7C seater	777,675	781,233	3,558	57	0.5	16-Jan-09
Chevrolet Tavera 2.5TD Neo-2 SS-D1 8 seater	935,580	939,941	4,361	69	0.5	16-Jan-09
Chevrolet Tavera 2.5TD Neo-2 SS-D1 7 seater	959,793	964,268	4,475	71	0.5	16-Jan-09



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Vehicle	Previous price (INR)	New price (INR)	Change (INR)	Change (in Euro, where €1=INR 62.8)	Change %change	Price date
Ford Fiesta 1.6 EXI	602,000	607,000	5,000	80	0.8	1-Jan-09
Ford Fiesta 1.6 SXI	689,000	694,000	5,000	80	0.7	1-Jan-09
Ford Fiesta 1.6 S	694,000	699,000	5,000	80	0.7	1-Jan-09
Ford Fiesta 1.4TD EXI	688,000	693,000	5,000	80	0.7	1-Jan-09
Ford Fiesta 1.4TD ZXI	727,000	732,000	5,000	80	0.7	1-Jan-09
Ford Fiesta 1.4TD SXI	789,000	794,000	5,000	80	0.6	1-Jan-09
Ford Fusion 1.6	579,000	594,000	15,000	239	2.6	1-Jan-09
Ford Fusion 1.6 Plus	618,000	633,000	15,000	239	2.4	1-Jan-09
Ford Fusion 1.4TD	623,000	638,000	15,000	239	2.4	1-Jan-09
Ford Fusion 1.4TD Plus	662,000	677,000	15,000	239	2.3	1-Jan-09
Ford Endeavour 2.5TD XLT 4x2	1,482,000	1,507,000	25,000	398	1.7	1-Jan-09
Ford Endeavour 2.5TD XLT 4x2 Limited Edition	1,570,000	1,595,000	25,000	398	1.6	1-Jan-09
Ford Endeavour 3.0TD Thunder+ 4x4	1,719,000	1,744,000	25,000	398	1.5	1-Jan-09
Hyundai Santro 1.1 GL ECO	343,453	342,458	-995	-16	-0.3	20-Jan-09
Hyundai Santro 1.1 GLS ECO	361,861	360,866	-995	-16	-0.3	20-Jan-09
Hyundai Getz 1.1 Prime GVS	418,757	411,656	-7,101	-113	-1.7	20-Jan-09
Hyundai Getz 1.1 Prime GVS Tyre Option	433,463	418,757	-14,706	-234	-3.4	20-Jan-09
Hyundai Getz 1.3 Prime GLX	498,548	483,298	-15,250	-243	-3.1	20-Jan-09
Hyundai Verna 1.6 XXi ABS	724,104	723,104	-1,000	-16	-0.1	20-Jan-09
Hyundai Tucson 2.0 CRDi (CBU)	1,626,864	1,609,440	-17,424	-277	-1.1	20-Jan-09
Maruti 800 Standard	186,191	186,391	200	3	0.1	20-Dec-08
Maruti 800 Standard AC	205,749	205,949	200	3	0.1	20-Dec-08
Maruti 800 Uniq AC	212,983	213,183	200	3	0.1	20-Dec-08
Maruti 800 Duo Standard	200,505	200,705	200	3	0.1	20-Dec-08
Maruti 800 Duo Standard AC	220,063	220,263	200	3	0.1	20-Dec-08
Maruti Alto 800 LX	225,406	225,606	200	3	0.1	20-Dec-08
Maruti Alto 800 LX AC	256,210	256,410	200	3	0.1	20-Dec-08
Maruti Alto 800 LXi	273,395	273,595	200	3	0.1	20-Dec-08
Maruti A-Star 1.0 LXi	336,631	345,036	8,405	134	2.5	28-Jan-09
Maruti A-Star 1.0 VXi	363,616	372,021	8,405	134	2.3	28-Jan-09
Maruti A-Star 1.0 ZXi	399,396	406,888	7,492	119	1.9	28-Jan-09
Maruti Swift 1.3 LXi	389,927	399,990	10,063	160	2.6	28-Jan-09
Maruti Swift 1.3 VXi	432,704	436,909	4,205	67	1.0	28-Jan-09
Maruti Swift 1.3 VXi ABS	451,717	455,922	4,205	67	0.9	28-Jan-09
Maruti Swift 1.3 ZXi	511,020	515,225	4,205	67	0.8	28-Jan-09
Maruti Swift 1.3TD LDi	463,721	467,927	4,206	67	0.9	28-Jan-09
Maruti Swift 1.3TD VDi	497,359	501,564	4,205	67	0.8	28-Jan-09
Maruti Swift 1.3TD VDi ABS	516,330	519,835	3,505	56	0.7	28-Jan-09
Maruti Swift DZire 1.3 LXi	456,252	461,557	5,305	84	1.2	28-Jan-09
Maruti Swift DZire 1.3 VXi	502,275	507,580	5,305	84	1.1	28-Jan-09
Maruti Swift DZire 1.3 ZXi	591,400	596,705	5,305	84	0.9	28-Jan-09
Maruti Swift DZire 1.3TD LDi	542,453	547,758	5,305	84	1.0	28-Jan-09
Maruti Swift DZire 1.3TD VDi	586,560	591,865	5,305	84	0.9	28-Jan-09
Maruti Swift DZire 1.3TD ZDi	668,023	673,328	5,305	84	0.8	28-Jan-09
Maruti SX4 1.6 VXi	639,819	645,329	5,510	88	0.9	28-Jan-09
Maruti SX4 1.6 ZXi	707,822	713,332	5,510	88	0.8	28-Jan-09
Maruti SX4 1.6 ZXi Leather	741,345	746,854	5,509	88	0.7	28-Jan-09
Maruti Zen Estilo 1.1 LX	304,508	304,808	300	5	0.1	20-Dec-08
Maruti Zen Estilo 1.1 LXi	330,994	331,294	300	5	0.1	20-Dec-08
Maruti Zen Estilo 1.1 VXi	354,273	354,573	300	5	0.1	20-Dec-08
Maruti Zen Estilo 1.1 Sport	354,851	355,151	300	5	0.1	20-Dec-08
Maruti Zen Estilo 1.1 VXi ABS ABG	380,716	381,056	340	5	0.1	20-Dec-08



Segment Y
Automotive Intelligence Pvt Ltd

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Vehicle	Previous price (INR)	New price (INR)	Change (INR)	Change (in Euro, where €1=INR 62.8)	Change %change	Price date
Maruti Wagon R 1.0 LX	313,699	313,999	300	5	0.1	20-Dec-08
Maruti Wagon R 1.0 Duo LX	330,520	330,820	300	5	0.1	20-Dec-08
Maruti Wagon R 1.0 LXi	336,564	336,864	300	5	0.1	20-Dec-08
Maruti Wagon R 1.0 Duo LXi	356,142	356,441	299	5	0.1	20-Dec-08
Maruti Wagon R 1.0 VXi	358,620	358,920	300	5	0.1	20-Dec-08
Maruti Wagon R 1.0 VXi ABS ABG	388,837	387,137	-1,700	-27	-0.4	20-Dec-08
Maruti Wagon R 1.0 AX Auto	424,147	422,557	-1,590	-25	-0.4	20-Dec-08
Maruti Gypsy 1.3 King Soft Top	496,619	497,019	400	6	0.1	20-Dec-08
Maruti Omni 5 Seater	213,872	214,172	300	5	0.1	20-Dec-08
Maruti Omni E 8 Seater	215,502	215,802	300	5	0.1	20-Dec-08
Maruti Versa 1.3 STD	365,888	366,288	400	6	0.1	20-Dec-08
Maruti Versa 1.3 DX 5 seater	435,690	436,040	350	6	0.1	20-Dec-08
Maruti Versa 1.3 DX 8 seater	435,690	436,040	350	6	0.1	20-Dec-08
Maruti Versa 1.3 DX2 5 seater	471,950	472,350	400	6	0.1	20-Dec-08
Maruti Versa 1.3 DX2 8 seater	471,950	472,350	400	6	0.1	20-Dec-08
Toyota Corolla Altis 1.8 G	1,049,000	1,065,000	16,000	255	1.5	2-Jan-09
Toyota Corolla Altis 1.8 GL	1,171,000	1,185,000	14,000	223	1.2	2-Jan-09
Toyota Corolla Altis 1.8 VL	1,245,000	1,270,000	25,000	398	2.0	2-Jan-09