

Automobile Sales plunged by 50% YoY for 2MFY23



Wednesday, 14 September, 2022

According to PAMA, automobile sales (including cars, Jeeps, and pickups) have decreased by almost 50% YoY, clocking at 23,498 for 2MFY23 as compared to 46,656 in SPLY.

HCAR sales have decreased by 21.5% in 2MFY23 due to drop in sales of Civic/City and Honda BRV by 13% YoY and 55% YoY respectively. Furthermore, INDU sales decreased by 49.4% in 2MFY23 due to a drop in sales of Toyota Fortuner/IMVs and Corolla/Yaris by 52% and 48% YoY respectively. Moreover, PSMC sales dropped by 61% YoY in 2MFY23 due to a decrease in sales of Alto and WagonR by 38% and 83% YoY respectively. However, sales for swift increased by 125% YoY.

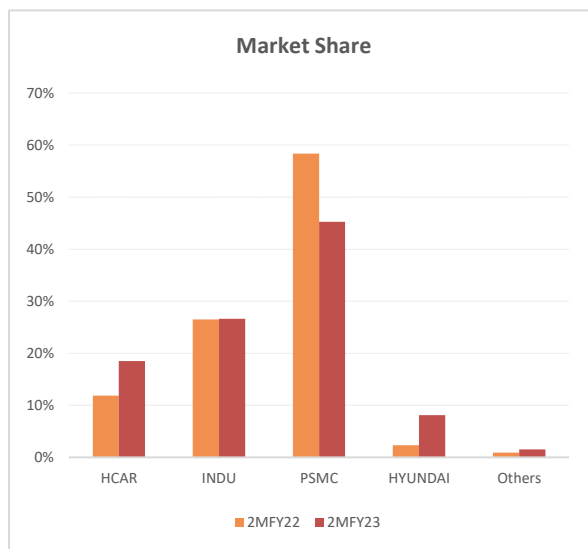
Moreover, a drop in the sales of other companies has also been witnessed IN 2MFY23 as the sales clocked at 364 which is 16% lower compared to 435 in SPLY.

Furthermore, a drop of 49% YoY is witnessed in the sales of Buses and Trucks for 2MFY23. Moreover, sales of tractors also dropped by 18.5% YoY in 2MFY23.

Lastly, sales of the 2/3 Wheelers have also dropped in 2MFY23. The sales of HONDA dropped by 17.5% meanwhile, sales for SUZUKI have shown an increase of 22.2% YoY clocking at 6,967 as compared to 5,703 SPLY.

The market share of HCAR has increased from 11.9% to 18.5% for the period 2MFY23 as compared to the SPLY. However, the market share of PSMC has dropped from 58.4% to 45.3%. Meanwhile, market share for INDU remained constant at 26.6%. On the other hand HYUNDAI is capturing market rapidly as their market share for 2MFY23 increased to 8.1% as compared to 2.3% SPLY.

Going forward, the Pakistani auto industry is likely to remain depressed in the coming year because of the current macroeconomic condition of the country where rising fuel prices, depreciation of the rupee, and increased taxation because of IMF conditions are likely to dampen the demand.



Cars, Jeeps & Pick Ups	Aug-22	Jul-22	MoM	Aug-21	YoY	2MFY23	2MFY22	YoY
HCAR	1,809	2,537	28.7% ▼	3,230	44.0% ▼	4,346	5,537	21.5% ▼
INDU	3,876	2,375	63.2% ▲	5,639	31.3% ▼	6,251	12,354	49.4% ▼
PSMC	3,954	6,679	40.8% ▼	12,062	67.2% ▼	10,633	27,243	61.0% ▼
HYUNDAI	1,800	104	1630.8% ▲	592	204.1% ▲	1,904	1,087	
Others	206	158	30.4% ▲	214	3.7% ▼	364	435	16.3% ▼
Total	11,645	11,853	1.8% ▼	21,737	46.4% ▼	23,498	46,656	49.6% ▼
Trucks & Buses								
Total	341	274	24.5% ▲	603	43.4% ▼	615	1,204	48.9% ▼
Tractors								
Total	3,976	2,254	76.4% ▲	3,316	19.9% ▲	6,230	7,648	18.5% ▼
2/3 WHEELERS								
HONDA	85,023	80,067	6.2% ▲	100,037	15.0% ▼	165,090	200,039	17.5% ▼
SUZUKI	3,455	3,512	1.6% ▼	2,988	15.6% ▲	6,967	5,703	22.2% ▲
SAZGAR	0	259	100.0% ▼	1,242	100.0% ▼	259	2,071	87.5% ▼
Total	101,676	96,421	5.5% ▲	150,225	32.3% ▼	198,097	295,422	32.9% ▼

Source: PAMA

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TP	Target Price	CAGR	Compound Annual Growth Rate	FCF	Free Cash Flows
FCFE	Free Cash Flows to Equity	FCFF	Free Cash Flows to Firm	DCF	Discounted Cash Flows
PE	Price to Earnings Ratio	PB	Price to Book Ratio	BVPS	Book Value Per Share
EPS	Earnings Per Share	DPS	Dividend Per Share	ROE	Return of Equity
ROA	Return on Assets	SOTP	Sum of the Parts	LDCP	Last Day Closing Price

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