Sector

Automobile Monthly Sales

Monthly Sales

June-22: Auto Sales Up by 2%m/m & by 2% on Yearly Basis

- For June 2022, the latest automobile sales number as released by Pakistan Automotive Manufacturers Association (PAMA) are up by 2%m/m to 179k units, while on yearly basis overall sales are up by 2%y/y.
- Segment-wise, passenger cars sales registered a +2xy/y (21%m/m) growth to 23.5k units while jeeps/pickups segment recorded a +2.2xy/y (38%m/m) increase in total sales. This brings cumulative passenger cars sales for the period 12mFy22 to 234.16k units (+56%y/y) whereas jeeps/pickups segment witnessed a +49%y growth in total sales to 45k units.
- Under commercial vehicles trucks & buses recorded an increase of 15%y/y (-4%m/m) to 0.47kunits taking cumulative sales volume for 12mFy22 to 6.4kunits (+47%y/y). Whereas tractors sales recorded a +51%y/y (55%m/m) growth to 7.6k units. Total 12mFy22 sales of tractors now stand at 56.7k units (11%y/y).

Monthly automobile sales record a 2%y/y increase
For June 2022, the latest automobile sales number as released by Pakistan Automotive Manufacturers Association (PAMA); are up by 2%m/m to 179k units, while on yearly basis overall sales are up by 2%y/y.

Segment-wise, passenger cars sales registered a 2xy/y (21%m/m) growth to 23.5k units, while jeeps/pickups segment recorded a 2.2xy/y (38%m/m) increase in total sales. This brings cumulative passenger cars sales for the period 12mFy22 to 234.16k units (56%y/y) whereas jeeps/pickups segment witnessed a 49%y growth in total sales to 45k units.

Under commercial vehicles trucks & buses recorded an increase of 15%y/y (4%m/m) to 0.47kunits taking cumulative sales volume for 12mFy22 to 6.4kunits (47%y/y). Whereas tractors sales recorded a 51%y/y (55%m/m) growth to 7.6k units. Total 12mFy22 sales of tractors now stand at 56.7k units (11%y/y).

Exhibit: Automobile sales during the month of June-2022

units	June/22	m/m	y/y	12m22	12m21	y/y
Passenger Cars	23,546	21%	108%	234,166	150,327	56%
Trucks & Buses	465	-4%	15%	6,374	4,347	47%
Jeeps / SUVs / Pickup	4,831	38%	122%	45,086	30,215	49%
Tractors	7,590	55%	51%	56,763	50,920	11%
2-Wheeler	138,913	-4%	-8.1%	1,780,750	1,852,745	-4%
3-Wheeler	3,716	19%	-32%	41,136	51,187	-20%
Grand Total	**179,061**	**2%**	**2%**	**2,164,275**	**2,139,741**	**1%**

Source: PAMA, IGI Research

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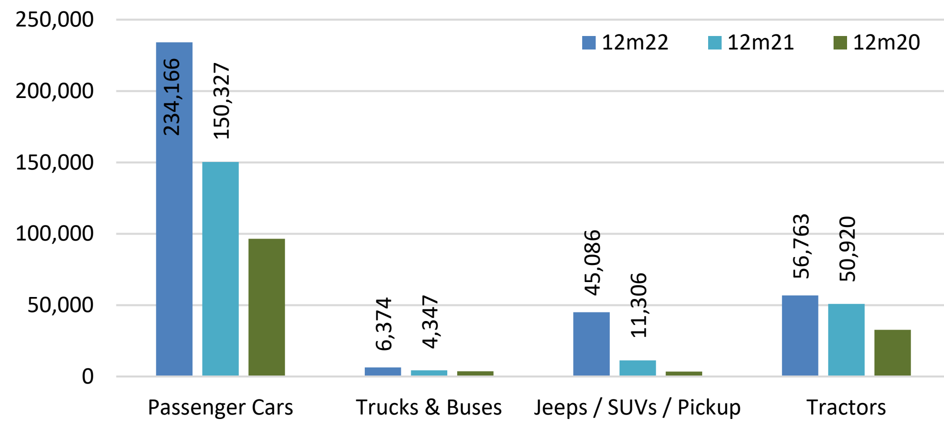
Exhibit: Historic segment-wise sales trend of automobile assemblers



Source: PAMA, IGI Research

INDU: Sales increased across all variants amid higher demand

INDU sales volume increased by 7%m/m to 6.3k units (up by 39%y/y). This takes total sales of INDU during 12mFY22 to 74.5k units, up by 30%y/y. Under the passenger car segment Corolla & Yaris witnessed a 7%m/m increase to 4.2k units, whereas combine units sold under the variant Fortuner & Hilux recorded a 15%m/m increase to 1,856 units, however, on a yearly basis sales are up by 2.3x y/y.

PSMC: Overall sales increase in Passenger cars sales

PSMC sales volume increased by 22%m/m to 19.3k units (up by 2.5x y/y). This takes total sales of PSMC during 12mFY22 to 188k units up by 67%y/y.
Alto (up by 37%m/m), Wagon R (down by 5%m/m), Cultus (up by 94% m/m),Swift (down by 4%m/m), Bolan (up by 68%m/m) and, Ravi under pick-up segment recorded a 36%m/m increase.

HCAR: Sales of Passenger cars increased by 34% m/m and 18%y/y

Sales of Civic & City for the month of Jun-22, increased by 28%m/m to 3.42kunits bringing total sales of HCAR to 3.9k units, up by 34%m/m. This takes total sales of HCAR including BRV to 39.45k units during the period 12mFY22, up by 35%y/y.

Exhibit: Company-wise sales for June-22

units	Jun/22	m/m	y/y	12m22	12m21	y/y
INDU	**6,309**	**7%**	**39%**	**74,533**	**57,236**	**30%**
Corolla & Yaris	4,453	4%	19%	56,528	46,650	21%
Fortuner & Hilux	1,856	15%	133%	18,005	10,586	70%
PSMC	**19,277**	**22%**	**145%**	**188,125**	**112,883**	**67%**
Swift	1676	-4%	706%	6,190	2,316	167%
Cultus	2,468	94%	9%	23,169	17,510	32%
Wagon R	2,134	-5%	150%	23,131	12,659	83%
Bolan	1216	68%	550%	12,361	8,196	51%
Alto	7,487	37%	516%	71,198	37,720	89%
Ravi	1,028	36%	177%	14,230	9,631	48%
Suzuki 2/w	3,268	-9%	18%	37,846	24,851	52%
HCAR	**3,902**	**34%**	**18%**	**39,451**	**29,291**	**35%**
City/Civic	3,421	28%	21%	35,197	25,276	39%
BRV	481	110%	0.4%	4,254	4,015	6%
NISHAT	**1871**	**9%**	**460%**	**13,132**	**4,935**	**166%**
AGTL	**3,201**	**33%**	**108%**	**23,993**	**15,129**	**59%**
MTL	**4,389**	**75%**	**26%**	**32,770**	**35,527**	**-8%**
HINO	**70**	**-13%**	**43%**	**1,049**	**852**	**23%**
GHNL	**218**	**57%**	**8%**	**1,756**	**1,423**	**23%**
GHNI	**324**	**34%**	**29%**	**3,366**	**2,223**	**51%**
ATLH	**110,789**	**-4%**	**1%**	**1,360,403**	**1,292,096**	**5%**
SAZEW	**1,797**	**53%**	**-7%**	**15,683**	**15,665**	**0%**

Source: PAMA, IGI Research

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