

Automobile Sales plunged by 50% YoY for 1QFY23



Thursday, 13 October, 2022

According to PAMA, automobile sales (including cars, Jeeps, and pickups) have decreased by almost 50% YoY, clocking at 34,472 for 1QFY23 as compared to 68,897 in SPLY.

HCAR sales have decreased by 38.7% in 1QFY23 due to a drop in sales of Civic/City and Honda BRV by 35% YoY and 58% YoY respectively. Furthermore, INDU sales decreased by 52.4% in 1QFY23 due to a drop in sales of Toyota Fortuner/IMVs and Corolla/Yaris by 49% and 53.6% YoY respectively. Moreover, PSMC sales dropped by 56.7% YoY in 1QFY23 due to a decrease in sales of Alto and WagonR by 41% and 73% YoY respectively. However, sales for swift increased by 354% YoY.

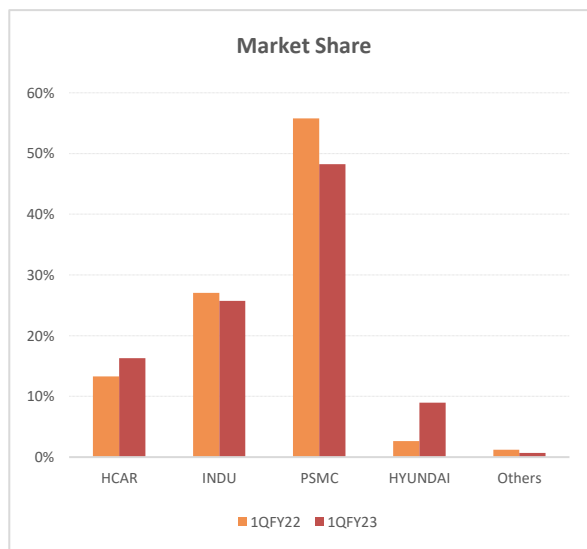
Moreover, a drop in the sales of other companies has also been witnessed IN 1QFY23 as the sales clocked at 242 which is 71% lower compared to 845 in SPLY.

Furthermore, a drop of 42% YoY is witnessed in the sales of Buses and Trucks for 1QFY23. Moreover, sales of tractors also dropped by 30.3% YoY in 1QFY23.

Lastly, sales of the 2/3 Wheelers have also dropped in 1QFY23. The sales of HONDA dropped by 19.3% meanwhile, sales for SUZUKI have shown an increase of 16.6% YoY clocking at 10,007 as compared to 8,581 SPLY.

The market share of HCAR has increased from 13.3% to 16.3% for the period 1QFY23 as compared to the SPLY. However, the market share of PSMC and INDU has dropped from 55.8% to 48.3% and 27.1 to 25.75% on YoY respectively. On the other hand, HYUNDAI is capturing the market rapidly as their market share for 1QFY23 increased to 9.0% as compared to 2.6% SPLY.

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



Cars, Jeeps & Pick Ups	Sep-22	Aug-22	MoM	Sep-21	YoY	1QFY23	1QFY22	YoY
HCAR	1,280	1,809	29.2% ▼	3,635	64.8% ▼	5,626	9,172	38.7% ▼
INDU	2,617	3,876	32.5% ▼	6,292	58.4% ▼	8,868	18,646	52.4% ▼
PSMC	6,006	3,954	51.9% ▲	11,188	46.3% ▼	16,639	38,431	56.7% ▼
HYUNDAI	967	1,929	49.9% ▼	464	108.4% ▲	3,097	1,803	71.8% ▲
Others	83	98	15.3% ▼	662	87.5% ▼	242	845	71.4% ▼
Total	10,953	11,666	6.1% ▼	22,241	50.8% ▼	34,472	68,897	50.0% ▼
Trucks & Buses								
Total	378	341	10.9% ▲	507	25.4% ▼	993	1,711	42.0% ▼
Tractors								
Total	2,149	3,976	46.0% ▼	4,377	50.9% ▼	8,379	12,025	30.3% ▼
2/3 WHEELERS								
HONDA	85,042	85,023	0.0% ▲	110,002	22.7% ▼	250,132	310,041	19.3% ▼
SUZUKI	3,040	3,455	12.0% ▼	2,878	5.6% ▲	10,007	8,581	16.6% ▲
SAZGAR	n/a	740	-	1,172	-	n/a	3,243	-
Total	95,006	101,676	6.6% ▼	155,491	38.9% ▼	293,103	450,913	35.0% ▼

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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