

# Autos: Passenger car sales up 6% MoM in Feb'22

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## Car sales up 6% MoM , PSMC lead the industry with 40% rise in volumes

- As per the data released by PAMA, auto industry volumes declined 11% MoM and 8% YoY in Feb-22. Where, all the segments except passenger cars and jeeps registered negative growth.
- Interestingly, passenger car segment sales increased by 6% MoM mainly led by PSMC, which posted exceptional sales growth of 40% MoM in Feb-22. This rise is mostly attributable to the 'Alto' and 'Cultus' sales increasing by 86% MoM and 44% MoM, respectively. This could be due to increasing demand for fuel efficient cars owing to all time high local petrol prices. Excluding PSMC, passenger car sales are down by 32% MoM.
- On the other hand, both INDU and HCAR volumes remained lower by 32% MoM each as a result of consistent rise in car prices and stringent car financing rules by the SBP. For 8MFY22, passenger car sales posted a growth of 57% YoY.
- Jeep segment volumes increased by 23% MoM in Feb-22 led by Tucson sales which depicted a growth of 4.7x MoM to 774 units. Cumulatively, Jeep sales remained higher by 71% YoY during 8MFY22.
- Trucks and Buses volumes fell 63% MoM, where HINO and GHNI volumes posted a negative growth of 11% MoM and 32% MoM, respectively. For 8MFY22, Truck and buses sales increased by 66% YoY.

	Feb-21	Jan-22	Feb-22	MoM	YoY	8MFY21	8MFY22	YoY
<b>INDU</b>	<b>4,384</b>	<b>6,797</b>	<b>4,630</b>	<b>-32%</b>	<b>6%</b>	<b>35,975</b>	<b>49,499</b>	<b>38%</b>
Corolla & Yaris	3,743	5,528	3,646	-34%	-3%	29,532	38,300	30%
Fortuner & Hilux	641	1,269	984	-22%	54%	6,443	11,199	74%
<b>HCAR</b>	<b>2,429</b>	<b>4,064</b>	<b>2,747</b>	<b>-32%</b>	<b>13%</b>	<b>18,545</b>	<b>26,359</b>	<b>42%</b>
Civic +City	2,192	3,646	2,286	-37%	4%	16,213	23,552	45%
BRV	237	418	461	10%	95%	2,332	2,807	20%
<b>PSMC</b>	<b>8,903</b>	<b>9,037</b>	<b>12,668</b>	<b>40%</b>	<b>42%</b>	<b>55,852</b>	<b>94,408</b>	<b>69%</b>
Alto	4,245	3,864	7,175	86%	69%	24,293	43,427	79%
Wagon R	814	1,537	1,646	7%	102%	7,608	14,812	95%
Cultus	1,484	1,172	1,692	44%	14%	10,471	17,380	66%
Swift	179	-	-	NA	-100%	1,541	497	-68%
Ravi + Bolan	2181	2464	2155	-13%	-1%	11,939	18,292	53%
<b>NML (Hyundai)</b>	<b>651</b>	<b>612</b>	<b>1469</b>	<b>140%</b>	<b>126%</b>	<b>2,930</b>	<b>6,958</b>	<b>137%</b>
Elantra	-	109	312	186%	NA	-	1929	NA
Tucson	546	135	774	473%	42%	2,146	2,230	4%
Sonata	-	172	226	31%	NA	-	1,638	NA
Porter	105	196	157	-20%	50%	784	1,161	48%
<b>MTL</b>	<b>3,008</b>	<b>3,016</b>	<b>0</b>	<b>NA</b>	<b>NA</b>	<b>22,408</b>	<b>20,270</b>	<b>-10%</b>
<b>AGTL</b>	<b>1,442</b>	<b>1,950</b>	<b>2,053</b>	<b>5%</b>	<b>42%</b>	<b>8,987</b>	<b>13,228</b>	<b>47%</b>
<b>GHNL</b>	<b>36</b>	<b>62</b>	<b>17</b>	<b>-73%</b>	<b>-53%</b>	<b>163</b>	<b>191</b>	<b>17%</b>
<b>GHNI</b>	<b>104</b>	<b>405</b>	<b>276</b>	<b>-32%</b>	<b>165%</b>	<b>1,101</b>	<b>2,070</b>	<b>88%</b>
Below 1,000cc	5,158	4,820	8,245	71%	60%	29,774	51,694	74%
1,000cc-1,300cc	2,298	2,709	3,338	23%	45%	18,079	32,192	78%
Above 1,300cc	6,114	9,456	6,471	-32%	6%	47,286	65,927	39%
<b>Total Passenger Cars</b>	<b>13,570</b>	<b>16,985</b>	<b>18,054</b>	<b>6%</b>	<b>33%</b>	<b>95,139</b>	<b>149,813</b>	<b>57%</b>
Jeeps	1,058	1,833	2,261	23%	114%	6,419	10,997	71%
Pickups	1,808	1,792	1,349	-25%	-25%	12,347	17,440	41%
Trucks & Buses	581	1,468	546	-63%	-6%	2,639	4,386	66%
Tractors	4,450	4,966	2,053	-59%	-54%	31,424	33,498	7%
2/3 Wheelers	154,409	153,658	136,527	-11%	-12%	1,267,844	1,228,520	-3%
<b>Industry</b>	<b>175,624</b>	<b>180,012</b>	<b>160,790</b>	<b>-11%</b>	<b>-8%</b>	<b>1,415,812</b>	<b>1,444,654</b>	<b>2%</b>

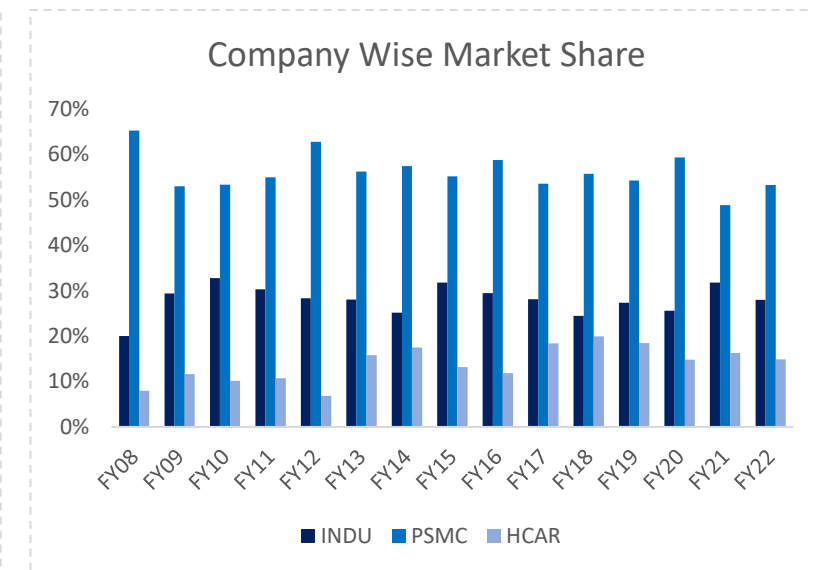
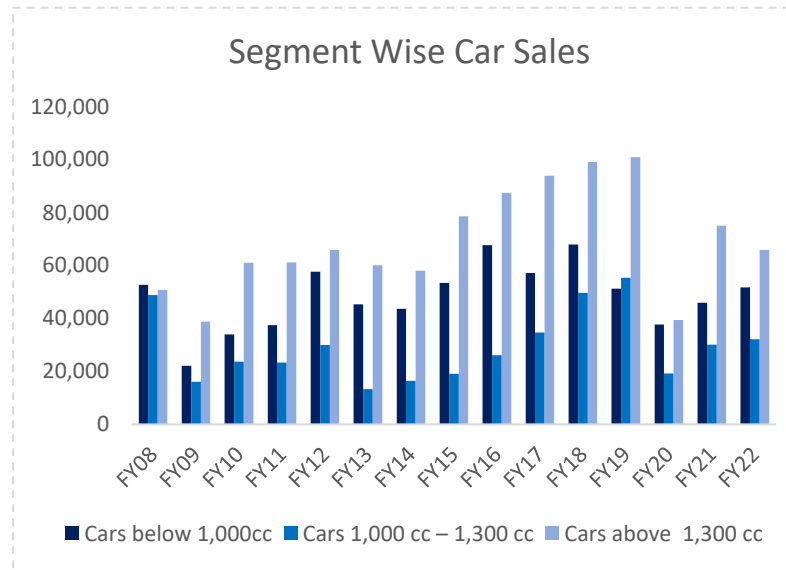
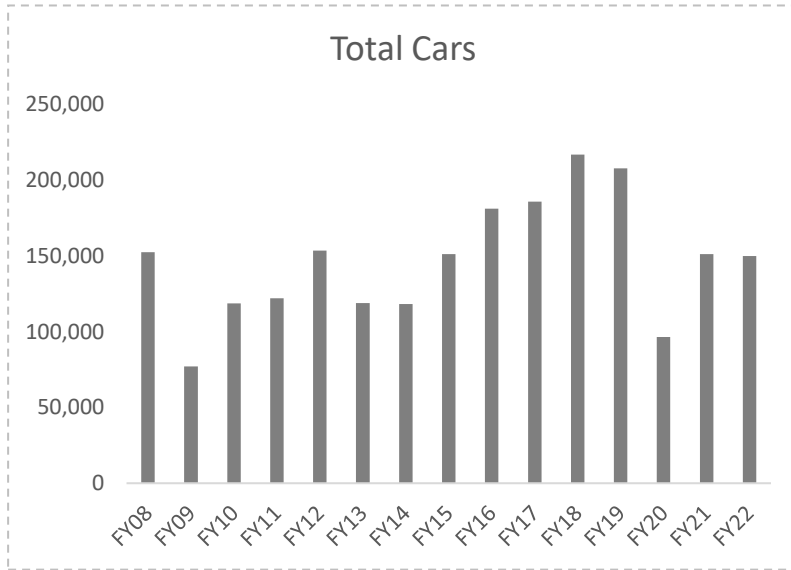
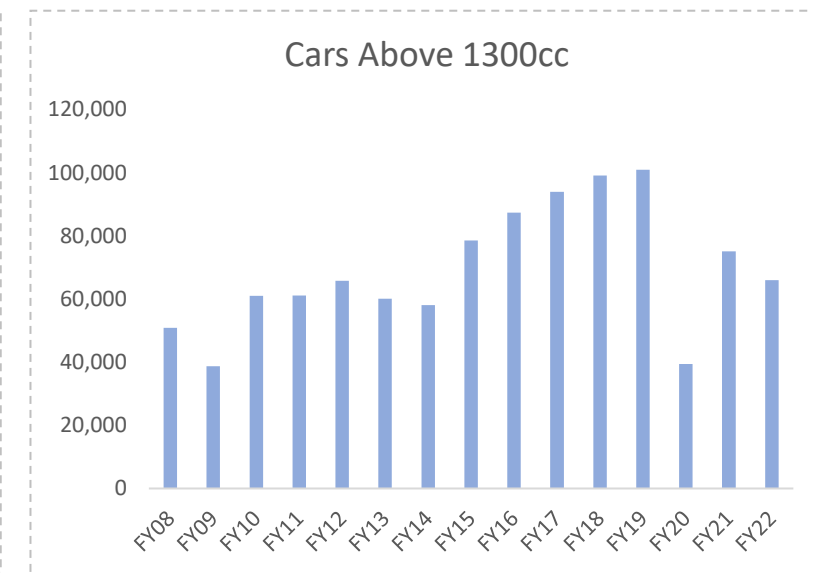
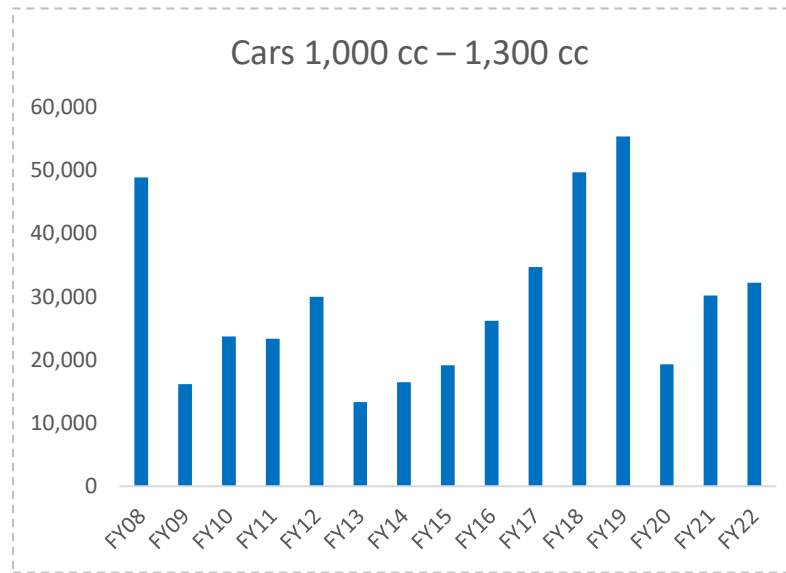
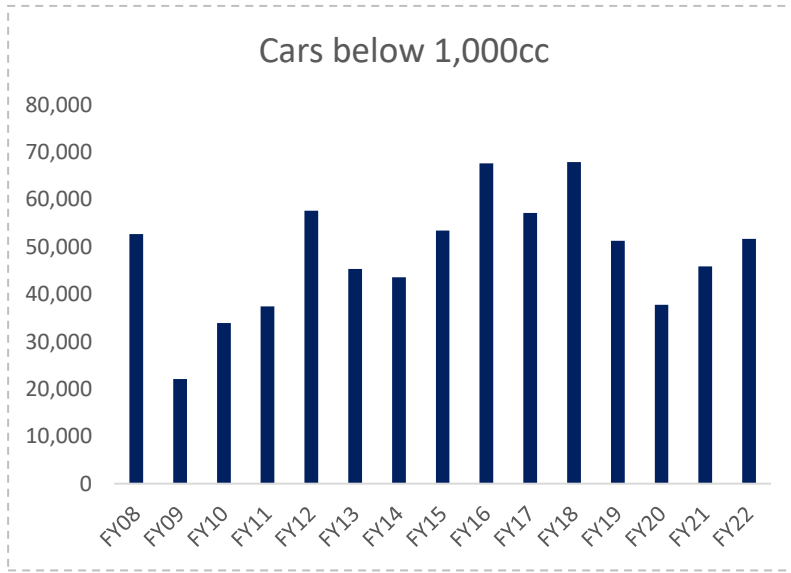
Source: PAMA, Akseer Research

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## Auto industry annual trends

Period	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	8MFY22
<b>INDU</b>											
Corolla + Yaris	46,207	32,608	29,087	51,398	57,452	52,651	51,412	56,720	23,467	46,650	38,300
Fortuner + Hilux	4,413	5,094	4,910	5,545	6,525	7,235	11,656	8,679	4,911	10,586	11,199
Cuore	3,857	71	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>54,477</b>	<b>37,773</b>	<b>33,997</b>	<b>56,943</b>	<b>63,977</b>	<b>59,886</b>	<b>63,068</b>	<b>65,399</b>	<b>28,378</b>	<b>57,236</b>	<b>49,499</b>
<b>HCAR</b>											
Civic +City	12,119	21,235	23,674	23,622	25,726	37,004	42,811	39,189	14,091	25,276	23,552
BRV	-	-	-	-	-	2161	8,684	5,045	2,296	4,015	2,807
<b>Total</b>	<b>12,119</b>	<b>21,235</b>	<b>23,674</b>	<b>23,622</b>	<b>25,726</b>	<b>39,165</b>	<b>51,495</b>	<b>44,234</b>	<b>16,387</b>	<b>29,291</b>	<b>26,359</b>
<b>PSMC</b>											
Alto	16,288	-	-	-	-	-	-	1,685	30,916	37,720	43,427
WagonR	-	-	1,621	5,246	9,709	17,671	29,206	32,614	6,984	12,659	14,812
Cultus	13,693	13,308	14,682	13,837	16,450	17,006	20,483	22,763	12,307	17,510	17,380
Swift	7,040	6,096	5,128	3,490	4,143	4,245	4,916	5,050	1,828	2,316	497
Ravi	17,015	10,734	12,419	22,815	29,825	17,944	21,506	18,281	6,918	9,631	10,025
Bolan	22,540	12,941	14,088	23,582	30,154	19,245	21,738	17,628	5,159	8,196	8,267
Mehran	35,131	32,407	29,509	29,886	37,504	37,933	46,161	31,981	1,703	-	-
Liana	450	164	161	23	-	-	-	-	-	-	-
<b>Total</b>	<b>112,157</b>	<b>75,650</b>	<b>77,608</b>	<b>98,879</b>	<b>127,785</b>	<b>114,044</b>	<b>144,010</b>	<b>130,002</b>	<b>65,815</b>	<b>88,032</b>	<b>94,408</b>
<b>NML (Hyundai)</b>											
Elentra	-	-	-	-	-	-	-	-	-	855	1,929
Sonata	-	-	-	-	-	-	-	-	-	-	1,638
Porter	-	-	-	-	-	-	-	-	334	1,187	1,161
Tuscon	-	-	-	-	-	-	-	-	-	3,748	2,230
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>334</b>	<b>5,790</b>	<b>6,958</b>
<b>MTL</b>	<b>32,005</b>	<b>32,046</b>	<b>21,040</b>	<b>28,711</b>	<b>20,479</b>	<b>34,506</b>	<b>42,707</b>	<b>32,018</b>	<b>20,706</b>	<b>35,527</b>	<b>20,270</b>
<b>AGTL</b>	<b>17,740</b>	<b>18,547</b>	<b>11,608</b>	<b>17,078</b>	<b>12,755</b>	<b>19,833</b>	<b>27,839</b>	<b>17,993</b>	<b>11,825</b>	<b>15,129</b>	<b>13,228</b>
<b>GHNL</b>	<b>230</b>	<b>226</b>	<b>384</b>	<b>852</b>	<b>804</b>	<b>702</b>	<b>18</b>	<b>-</b>	<b>44</b>	<b>223</b>	<b>191</b>
<b>GHNI</b>	<b>404</b>	<b>393</b>	<b>650</b>	<b>1,020</b>	<b>1,566</b>	<b>2,903</b>	<b>4,000</b>	<b>3,020</b>	<b>1,702</b>	<b>2,020</b>	<b>2,070</b>

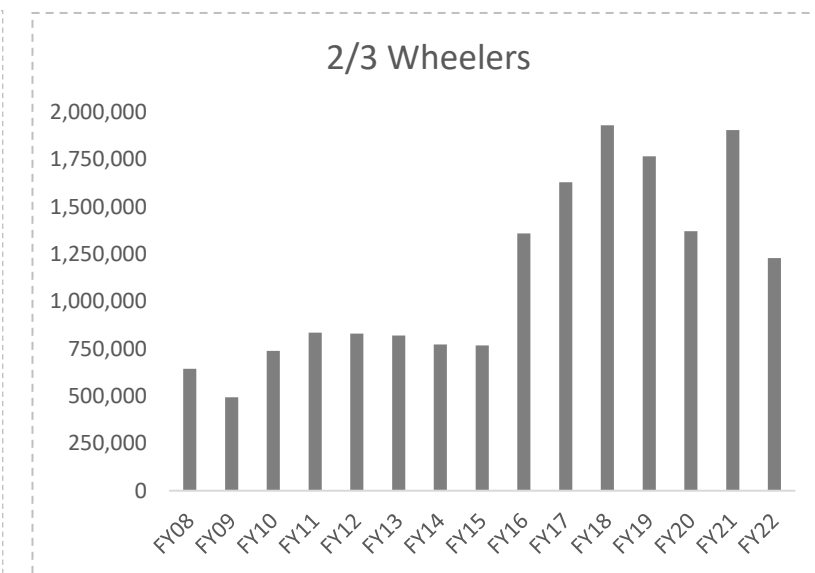
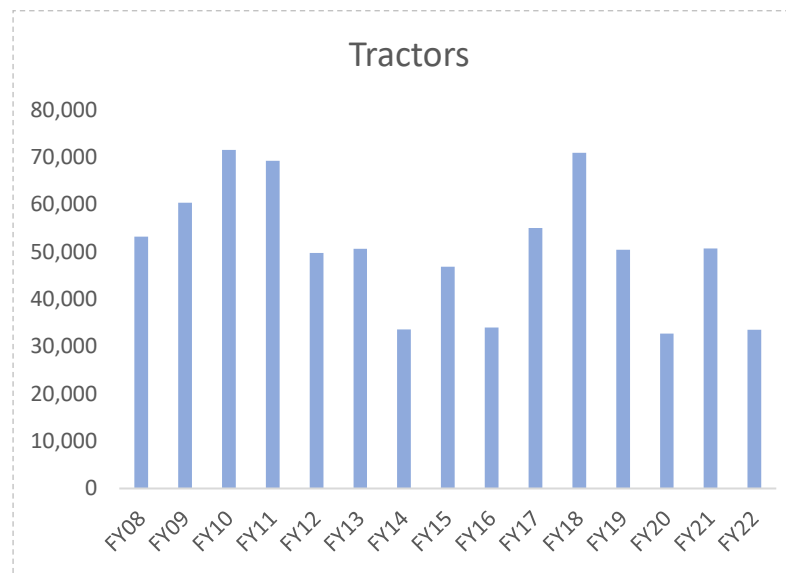
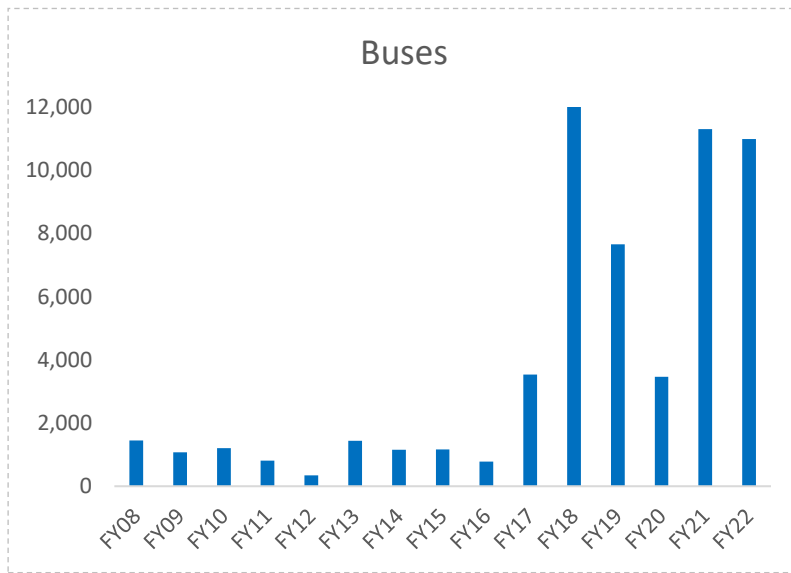
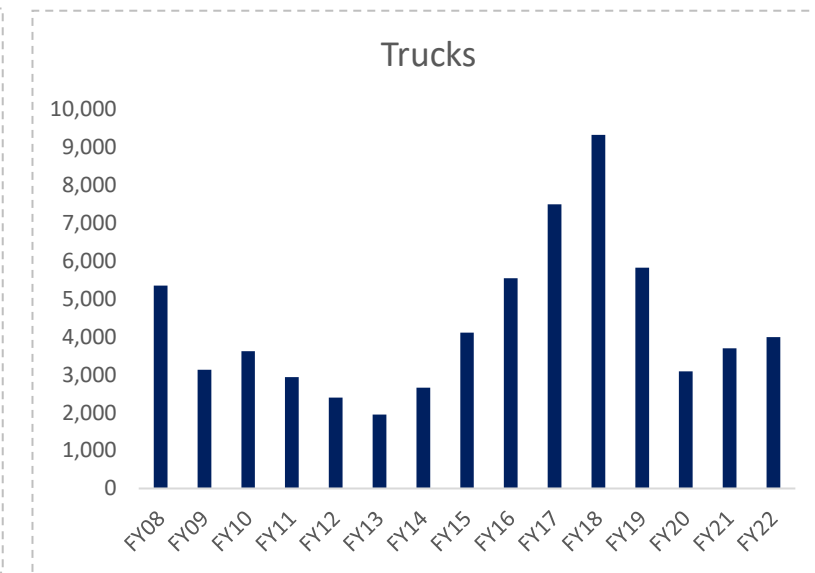
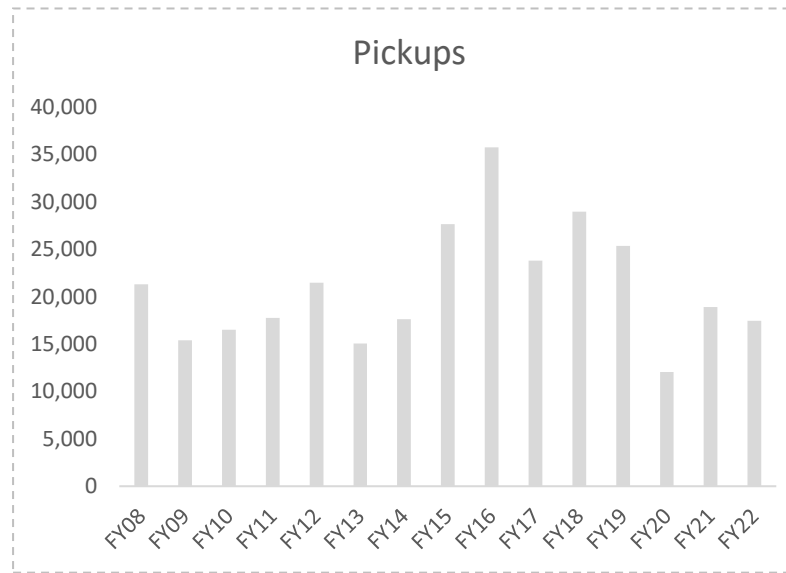
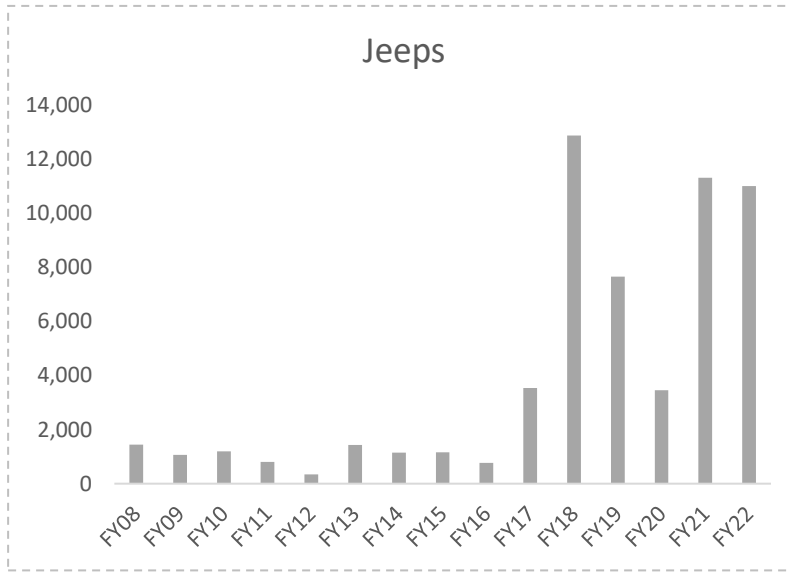
## Category-wise Volumes (1/2)



Source: PAMA, Akseer Research  
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## Category-wise Volumes (2/2)



Source: PAMA, Akseer Research  
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