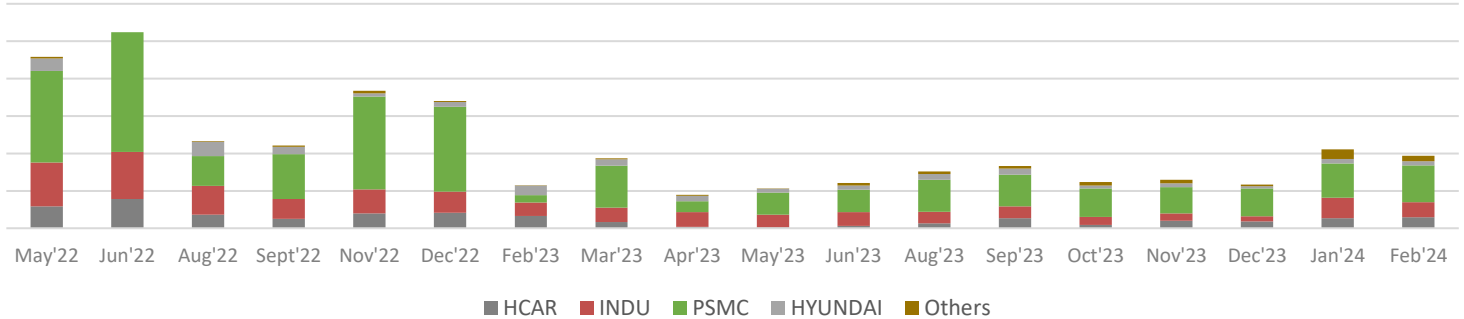


Automobile Sales Increased by 57% YoY for Feb24



Wednesday, 13 March, 2024

Monthly Sales



According to PAMA, automobile sales (including cars, Jeeps, and pickups) have decreased by almost 8% MoM, clocking at 9,709 for Feb24 as compared to 10,536 in Jan24. HCAR sales have increased by 9.3% in Feb24 due to an increase in sales of Civic/City by 14% MoM while sales for Honda BR-V decreased by 32% MoM. Furthermore, INDU sales decreased by 26% in Feb24 due to a decrease in sales of Toyota Fortuner/IMVs by 55% MoM. Moreover, PSMC sales increased by 7% MoM in Feb24 due to an increase in sales of Bolan by 35% MoM.

Sales of Buses and Trucks increased by 46% MoM in Feb24. Furthermore, a decrease of 12% MoM is witnessed in the sales of Tractors for Feb24. Also, sales of the 2/3 Wheelers decreased in Feb24 by 10% MoM. The sales of Honda decreased by 11% while sales of Suzuki decreased by 3%. The market share of HCAR and PSMC, for the period Feb24, has increased from 12.7% to 15.1% and 43.2% to 50.3% respectively MoM. On the other hand, INDU market share for Feb24 decreased to 21% as compared to 26.2% in Jan24.

Going forward, the future performance of the Auto Sector warrants caution due to potential challenges stemming from high interest rate and uncertainties surrounding the forthcoming IMF bailout package. Prevailing Import restrictions on various sectors could also impact the auto sector dynamics, while the anticipated decline in CPI offers a glimmer of hope for industry growth by alleviating inflationary pressures.

Cars, Jeeps & Pick Ups	Feb'24	Jan'24	MoM	Feb'23	YoY	8MFY24	8MFY23	YoY
HCAR	1,464	1,339	9.3% ▲	1,636	10.5% ▼	7,688	15,443	50.2% ▼
INDU	2,036	2,762	26.3% ▼	1,803	12.9% ▲	11,996	23,680	49.3% ▼
PSMC	4,885	4,550	7.4% ▲	978	399.5% ▲	31,432	52,294	39.9% ▼
HYUNDAI	567	607	6.6% ▼	1,271	55.4% ▼	4,554	7,066	35.6% ▼
Others	757	1,278	40.8% ▼	498	52.0% ▲	4,029	1,907	111.3% ▲
Total	9,709	10,536	7.8% ▼	6,186	57.0% ▲	59,699	100,390	40.5% ▼
Trucks & Buses								
Total	353	242	45.9% ▲	657	46.3% ▼	1,577	3,074	48.7% ▼
Tractors								
Fiat	1,208	1,005	20.2% ▲	728	65.9% ▲	10,525	7,143	47.3% ▲
Massey Ferguson	2158	2809	23.2% ▼	2602	17.1% ▼	20,066	11,106	80.7% ▲
Total	3,366	3,814	11.7% ▼	3,330	1.1% ▲	30,591	18,249	67.6% ▲
2/3 WHEELERS								
HONDA	82,104	92,041	10.8% ▼	85,047	3.5% ▼	644,544	697,864	7.6% ▼
SUZUKI	1,446	1,484	2.6% ▼	1,996	27.6% ▼	10,316	24,981	58.7% ▼
SAZGAR	1,524	2,229	31.6% ▼	1,464	4.1% ▲	8,681	7,335	18.4% ▲
Total	93,764	104,619	10.4% ▼	103,003	9.0% ▼	740,204	839,814	11.9% ▼

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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- II. Dividend Discount Model
- III. Relative Valuation Model
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