

Product Report Format

(for Expo Pakistan 2017)

Product: Auto Parts

HS Code: 87

Prepared by

Name: Rao Raheel Ahmad

Designation: Assistant Manager

Date: Sep 19, 2017

i. Industry Economic Scenario

Auto Parts Industry is one of the leading industries of Pakistan which is not only providing quality low cost auto parts to OEMs but also exploring international markets through export of after- market parts. It has been estimated that local assemblers (Suzuki, Honda, etc.) of passenger cars are purchasing 60 per cent of their parts from domestic parts' manufacturers. Hundreds of components such as bumpers, radiators, mufflers, batteries, tyres, wheels, airconditioners, wiring harnesses, instrument panels, steering wheels, sun-visors, seats, carpets, interior panels, sheet metal and plastic parts are being locally produced by more than 400 vending companies, employing almost 200,000 skilled workers.

a. *Product description, Auto Parts*

Auto Parts including sheet metal parts, plastic parts, engine parts, silencers, etc.

b. *HS Codes*

Most of the Auto Parts fall under HS 87.

c. *Quality of Pakistani products*

Almost all the exporters of Automotive Parts are suppliers of OEMs like Honda, Suzuki and meeting standards of these Japanese car manufacturers. These manufacturers are also meeting the standards of the foreign markets.

d. *Existence of international brands.*

As such there are no brands in Automotive Parts Manufacturers' Industry.

e. *Compatibility to international quality standards/certifications*

The Auto Parts are compatible with OEMs standards like Honda, Suzuki, etc.

f. *Value Chain*

Most of the suppliers of Auto Parts are

g. *Acceptance of Pakistani products in global markets.*

ii. **Global trade in this specific product**

a. *Top 05 exporting destinations*

Pakistan top five (05) export destinations and export figures are as under

Source: ITC

Value: US Dollar Thousand

Rank 2016	Importers	Exported value in 2014	Exported value in 2015	Exported value in 2016
	World	22,087	17,101	15,458
1	United States of America	3,410	2,661	2,545
2	Afghanistan	81	250	2,194
3	United Kingdom	1,452	2,221	1,734
4	Italy	4,217	2,224	1,576
5	Spain	294	1,177	992

b. *Top 05 Competitors (Exporters)*

Top 05 exporters in the world and position of India and Turkey is as under:

Rank 2016	Exporters	Exported value in 2014	Exported value in 2015	Exported value in 2016
	World	385,191,493	361,527,848	368,146,178
1	Germany	59,750,974	52,882,426	55,547,404
2	United States of America	42,411,386	43,589,662	42,261,233
3	Japan	33,077,891	29,092,087	32,040,184
4	China	31,581,453	31,253,949	30,841,651
5	Mexico	20,591,780	22,544,219	23,521,065
22	India	4626094	4487978	4753899
23	Turkey	4086902	3739434	3799672

iii. Exports from Pakistan & Pakistan's ranking : 3 years figure

<u>2014</u>	<u>2015</u>	<u>2016</u>
US\$ 22087 Thousand	US\$ 17101 Thousand	US\$ 15458 Thousand
Pakistan stood at 70th position in the year 2016		

iv. List of top ten (10) manufacturing companies/ exporters of Pakistan with contact details(try to obtain from associations or website)

As per PAAPAM following are top exporters of Auto Parts.

- 1) Thermosole
- 2) Darson Industries
- 3) MGA
- 4) Kor Tech Auto Industries
- 5) Infinity Engineering
- 6) Mecas Engineering
- 7) Power Vision Systems
- 8) Mannan Shahid Forgings
- 9) Ghulam Muhammad & Sons
- 10)S.P.E.L
- 11)P.P.E
- 12)Sultan & Kamil
- 13)Ravi Auto Sunder
- 14)Al Badar Engineering works

v. **TDAP participation in international exhibitions in the subject product / Sector(please use Exhibition Calendar of 2017-2018)**

- i- **Automechanika Shanghai.**
- ii- **Agritechnika Hannover**
- iii- **Automechanika Frankfurt**
- iv- **EICAM Italy.**