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TRADE DEVELOPMENT AUTHORITY OF PAKISTAN



TDAP INTRODUCTION

Trade Development Authority of Pakistan is the premier trade promotion organization mandated to develop and promote products and services of the country in international markets.

TDAP implements policies and directives of Federal Government and its Board of Directors for enhancing, promoting and facilitating trade.

TDAP supports and facilitates businesses through latest information and capacity building initiatives to enhance and improve their leverage in international trade.

To achieve its objectives, TDAP organizes as well as participates in local & international trade fairs, country specific exhibitions, trade delegations, conducts seminars and organizes contacts and information exchange events both physically as well on digital platforms.

This publication is part of the efforts of TDAP to share details and showcase Pakistan's products and services in international markets.

PRODUCT PROFILE

Pakistan Automotive Industry was dominated by Japanese companies e.g. Toyota, Honda and Suzuki. But introduction of Auto Industry Development Plan 2016–2021 attracted investments from Korean, Chinese and Malaysian firms who joint ventured with local companies and set up their assembly lines in Pakistan. In 1995, the industry specific deletion program (ISDP) was formulated to specify local content requirements for cars, motorcycles, buses/trucks, and tractors etc. These deletion program mandated a certain portion of domestically produced content and provided non-tariff based protection to both assemblers of automotive as well as domestic producers of parts and components.

The local auto parts manufacturing industry flourished under the deletion programs but critical components (of engine and transmission assemblies) are still being imported by foreign OEMs. The downstream vending industry comprises of around 3,200 part manufacturers out of which 400 are tier1 and in the organized sector. There are two segments in the auto parts sector:

- Sales to OEM's for the assembly of new cars, and
- the aftermarket.

The OEM's provide a blueprint that is manufactured to exact specifications required by the OEMs. There are several instances of technical collaboration of local parts manufacturers with foreign firms. There is immense potential to invest in spare parts for the automotive industry to serve the growing production need of locally assembled automobiles. Total turnover of the auto parts sector is approx. Rs 148 Billion per year (OEM &After market).

| HS CODES (4 DIGITS) |
|------------------------|
| 4011 |
| 4013 |
| 8483 |
| 8507 |
| 8708 |



PRODUCTION AREAS WITH MAP



Automotive manufacturing Industry in Pakistan (last year) More than \$ 4.8 Billion

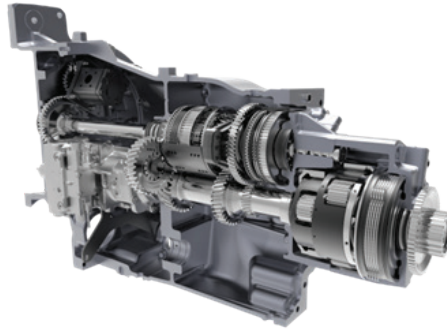
source: <https://www.marketresearch.com/MarketLine-v3883/Pakistan-Automotive-Manufacturing-Summary-Competitive-34004967/>
accessed on 21.07.2023 at 16:33)

MANUFACTURING TECHNOLOGIES

- Casting
- Sheet Metal
- Rubber & Plastics
- Electronics
- Hot / Cold Forging
- Sand casting
- Investment casting
- Shell Molding
- Aluminum pressure and gravity die casting
- Stamping
- Injection, blow, and Roto molding
- Rubber Molding/ Extrusion Rubber metal Bonding
- Electrical System Components
- Air conditioning equipment's
- Tires
- Batteries



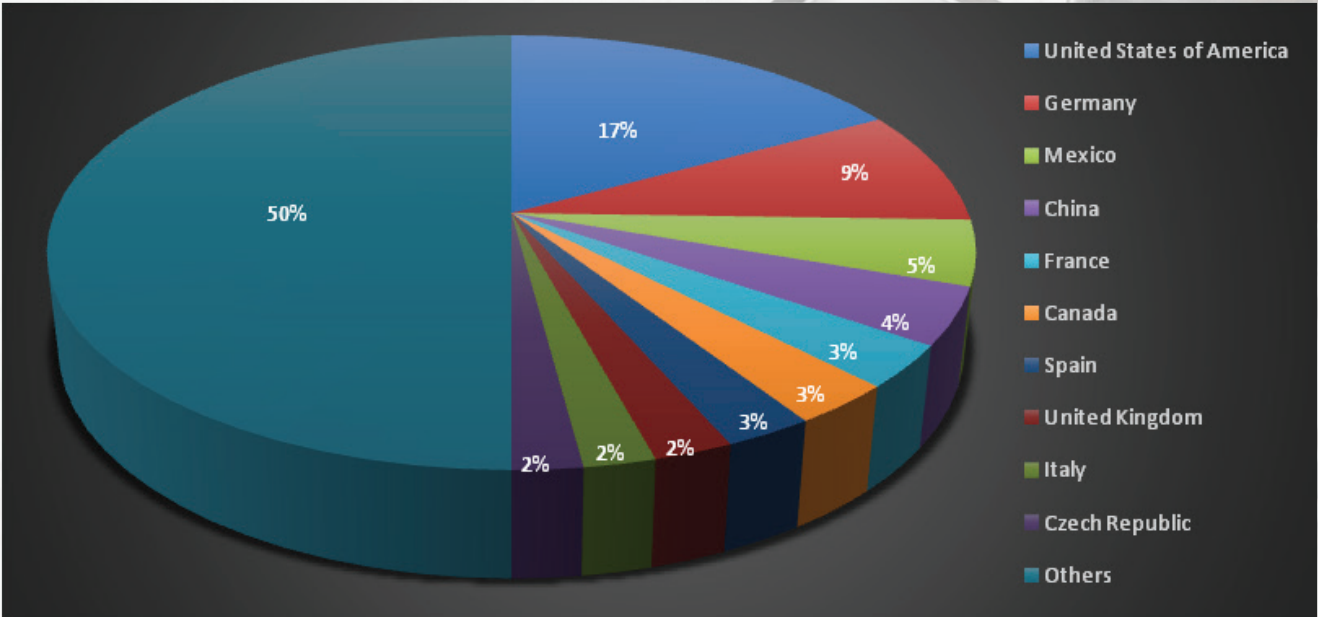
PACKAGING & STORAGE (WITH PICTURES)



WORLD TOP IMPORTERS OF AUTO PARTS

Unit : US Dollar thousand

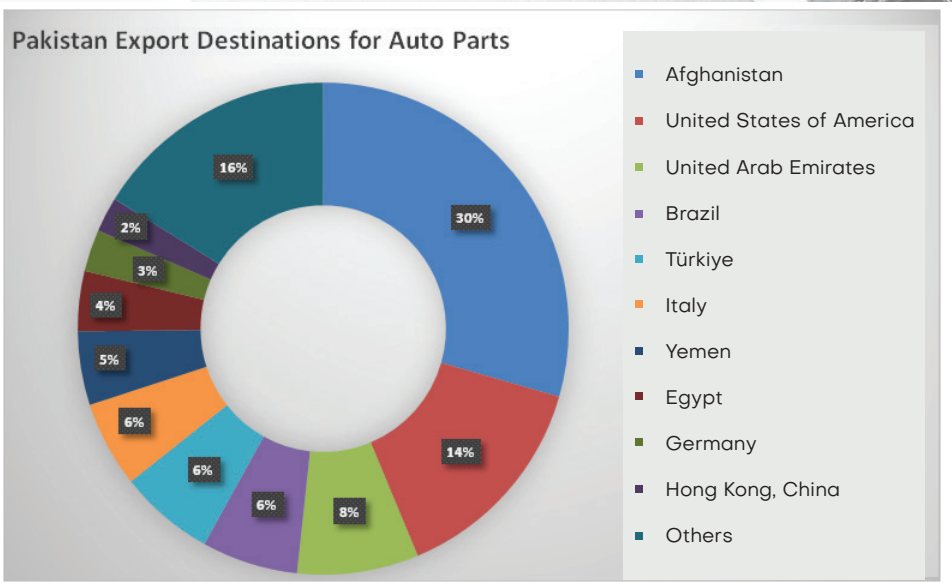
| Importers | 2018 | 2019 | 2020 | 2021 | 2022 |
|--------------------------|-------------|-------------|-------------|-------------|-------------|
| World | 620,559,926 | 601,933,490 | 536,398,965 | 658,166,431 | 718,606,415 |
| United States of America | 104,105,998 | 102,671,804 | 91,699,921 | 116,340,732 | 143,052,551 |
| Germany | 62,076,020 | 57,582,492 | 53,191,007 | 64,015,502 | 71,955,150 |
| Mexico | 35,290,716 | 35,020,931 | 28,766,886 | 35,577,523 | 40,885,216 |
| China | 41,243,987 | 36,323,135 | 36,376,153 | 42,572,514 | 35,898,740 |
| France | 26,148,156 | 24,973,497 | 20,258,709 | 25,456,594 | 26,595,378 |
| Canada | 27,877,573 | 27,284,001 | 20,572,184 | 21,681,979 | 25,835,129 |
| Spain | 21,480,244 | 20,339,642 | 18,339,945 | 21,227,382 | 22,298,996 |
| United Kingdom | 23,737,992 | 22,377,497 | 16,997,669 | 18,608,208 | 19,835,368 |
| Italy | 14,301,704 | 13,283,268 | 11,911,788 | 15,859,681 | 17,897,986 |
| Czech Republic | 13,684,946 | 13,569,429 | 12,619,742 | 15,307,280 | 17,481,825 |
| Others | 376,379,165 | 353,531,293 | 396,700,117 | 483,223,025 | 421,736,339 |



PAKISTAN EXPORT DESTINATIONS FOR AUTO PARTS

Unit : US Dollar thousand

| Importers | 2018 | 2019 | 2020 | 2021 | 2022 |
|--------------------------|--------|--------|--------|--------|---------|
| World | 54,317 | 62,870 | 61,881 | 82,645 | 110,496 |
| Afghanistan | 21,742 | 24,383 | 24,599 | 24,399 | 32,566 |
| United States of America | 3,750 | 4,034 | 2,799 | 6,201 | 15,748 |
| United Arab Emirates | 2,713 | 3,418 | 3,828 | 1,999 | 8,822 |
| Brazil | 1,846 | 1,598 | 1,701 | 5,227 | 6,975 |
| Türkiye | 2,587 | 2,747 | 4,370 | 9,462 | 6,956 |
| Italy | 4,172 | 3,252 | 2,994 | 5,698 | 6,258 |
| Yemen | 1,279 | 4,390 | 2,881 | 1,459 | 5,355 |
| Egypt | 1,391 | 1,660 | 2,598 | 5,052 | 4,375 |
| Germany | 667 | 980 | 1,076 | 2,578 | 3,055 |
| Hong Kong, China | 273 | 6 | 403 | 75 | 2,535 |
| Others | 13,897 | 16,402 | 14,632 | 20,495 | 17,851 |

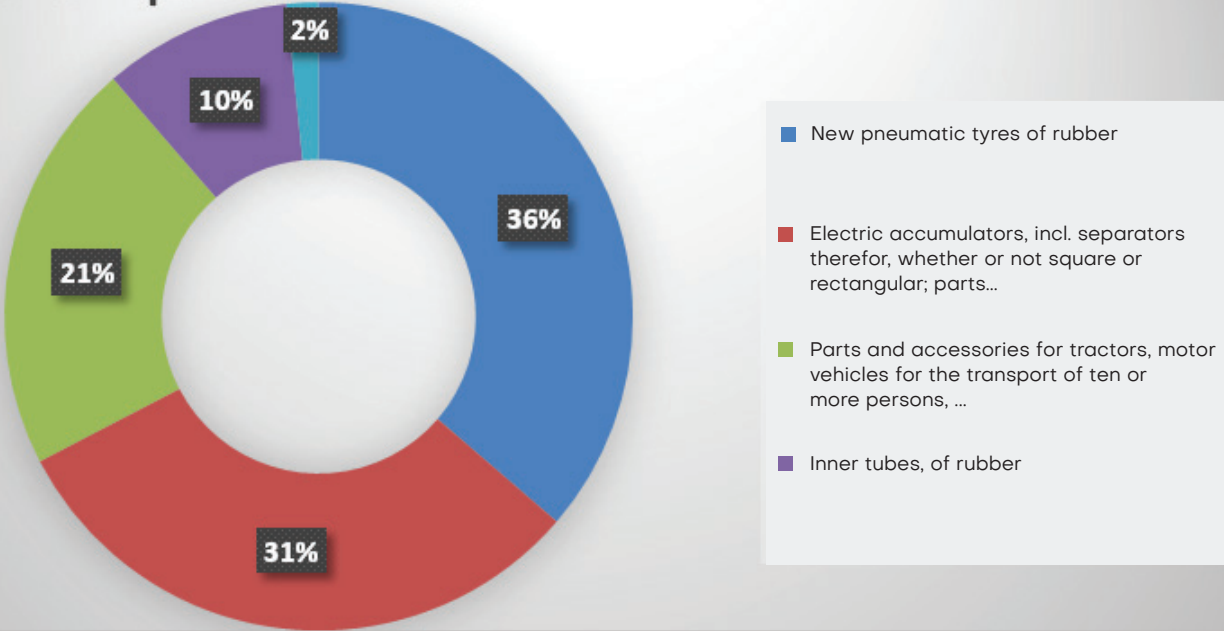


AUTO PARTS EXPORTS OF PAKISTAN

Unit : US Dollar thousand

| Code | Product label | 2018 | 2019 | 2020 | 2021 | 2022 |
|-------|---|--------|--------|--------|--------|---------|
| | Total | 54,317 | 62,870 | 61,881 | 82,645 | 110,496 |
| '4011 | New pneumatic tyres, of rubber | 7,463 | 9,756 | 13,057 | 20,932 | 40,128 |
| '8507 | Electric accumulators, incl. separators therefor, whether or not square or rectangular; parts ... | 19,646 | 26,710 | 25,744 | 26,484 | 34,314 |
| '8708 | Parts and accessories for tractors, motor vehicles for the transport of ten or more persons, ... | 18,528 | 17,074 | 14,361 | 22,954 | 23,519 |
| '4013 | Inner tubes, of rubber | 6,659 | 7,346 | 6,864 | 10,836 | 10,727 |
| '8483 | Transmission shafts, incl. camshafts and crankshafts, and cranks; bearing housings and plain ... | 2,021 | 1,984 | 1,855 | 1,439 | 1,808 |

Auto Parts Exports of Pakistan



AUTO PARTS EXPORTS OF PAKISTAN

| S.NO | Name & Complete Address of the Company/ Business | Contact Person details (Designation, Email Address,Phone No.) | Sector | Specialization/ Sub-Sector | Area |
|------|--|---|-------------------------------|--|------------|
| 1 | Pakistan Accumulators (Pvt.) Ltd. House no. 2 St 63 Sector F-8/4 Islamabad. | Muhammad Haroon Mahmood (Chief Executive) 9251 111-220-022 Ext 229 Mr. Usman Qureshi, Export Manager CELL: + 92 321 512 5117 usman.qureshi@volta.com.pk | Automotive Parts | Batteries | Islamabad |
| 2 | Mannan Shahid Forgings Ltd. Mominpura Road, Off G.T. Road, Daroghawala, Lahore-54920, Pakistan | Mr. Shahid Dad,CEO (92-42) 36550330 & 36530622 to 24 info@msforgings.com Mr. Naseem Saigo Manager Cell: 0301-4681936 naseesaigal@msforgings | Automotive Parts | Forging Parts | Lahore |
| 3 | Panther Tyres Ltd. Panther House., 97-B Aziz Ave, Main Gulberg, Lahore, Punjab 52250 | Mr. Mian Iftikhar (MD) Mr. Rizwan Shah (Senior Export Manager) Cell No. 0300-4434459 rizwan.shah@panthertyres.com | Automotive Parts | Tyres & Tubes | Lahore |
| 4 | Rastgar Engineering Company (Pvt.) Ltd. Factory: 307, Street 3, I-9/3, Industrial Area, Islamabad-44790. | Mr. Imtiaz Rastgar CEO 0344-4437099 imtiaz@rastgar.com Mr. M. Arif, Export Manager 0331-5334412 m.arif@rastgar.com | Automotive Parts | Vehicles Wheel Hubs | Rawalpindi |
| 5 | Darson Industries (Pvt.) Ltd. Darson Road, Gujranwala Rd, Wazirabad, Gujranwala, Punjab 52000 | Sheraz Ahmad Director Marketing Tel No: 92-55-6603616 Cell No: 92-3008644743 Fax No: 92-55-6600035 sahmad@darson-industries.com | Automotive Parts | Fluid transfer, anti-vibration and protection parts. | Wazirabad |
| 6 | Millat Tractors Ltd. Millat Tractor Ltd. 8.5 Sheikhpura Rd., Sheikhpura | Mr. Sikandar Mustafa Khan (Chairman) Mr. Ali Zaidi DGM alizaidi@millat.com.pk 0300-6368840 | Automotive | Tractors | Sheikhpura |
| 7 | Akeel Bhullah Enterprises Pakistan, Punjab, Muridke,Gulshan-E-Tahir, Bhullah Road | Mr. Akeel Owner 0300-4162534 bhullah3005@gmail.com | Automotive & Automotive Parts | Tractors and Agriculture Machinery | Muridke |
| 8 | Service Industries Ltd. Servis House, 2 Main Gulberg, Lahore 54662, Pakistan. | Ch. Ahmad Jawed Chairman 92 42 3575 1990-6 Mirza Farukh Baig GM Export Cell No. 0300-8285052 farukh.baig@servis.com sil@servis.com | Automotive Parts | Tyres & Tubes | Lahore |
| 9 | Agripak International 4-Amber Palace. Main Shahrah-e-Faisal Rd, Block B Sindhi Muslim CHS (SMCHS), Karachi, Karachi City, Sindh 75350 | Mr. Kashif Hussain Shaikh, Partner/CEO 0092-333978282 kashif@agripak.com.pk | Automotive & Automotive Parts | Tractors and Agriculture Machinery | Karachi |
| 10 | Diamond Tyres Ltd.23-km, Multan Road, Mohlanwal, Lahore. | Mr. Iftikhar Shafi, Chief Executive Tel: (+92+42) 111 111 666, 37540336-7 Fax: (+92+42) 37540335 Mr. Khurram Niazi, GM Cell: 0334-4111158 Khurram.niazi@diamondtyres.com, E.mail: info @diamondtyres.com | Automotive Parts | Tyres & Tubes | Lahore |

AUTO PARTS EXPORTS OF PAKISTAN

| S.NO | Name & Complete Address of the Company/ Business | Contact Person details (Designation, Email Address,Phone No.) | Sector | Specialization/ Sub-Sector | AREA |
|------|--|--|------------------------------|--|---------|
| 11 | Elixir Enterprises 41-D Architect Housing Society, Lahore, Pakistan 8KM Sheikhpura Road, Lahore, Pakistan | Waqqar Ashraf CEO Cell: +92 331 4122 833 info@elixirexport.com, waqqar15@hotmail.com | Automotive & Autootive Parts | Tractors and Agriculture Machinery | Lahore |
| 12 | MGA Industries (Pvt.) Ltd. Qaid-e- Azam Industrial Estates, Kot Lakhpat, Lahore. | Mr. Tahir Malik Director 0300-8485732 tahir@mgaautos.com | Automotive Parts | Sheet Metal Parts | Lahore |
| 13 | Kor Tech Auto Industries (Pvt.) Ltd.. 16-KM, Multan Road, Shahpur Kanjran, Lahore Punjab, Pakistan. | Mr. Usman Aslam Malik CEO Cell: 0300-8442688 ceo@kortechradiator.com | Automotive Parts | Radiators | Lahore |
| 14 | Thermosole Industries (Pvt.) Ltd.D. 140 Main Quaid e Azam Industrial Estate, Kot Lakhpat, Lahore | Mr. Nabeel Hashmi Agha Zeeshan Khan Head Export Department LL: 042-35118512 Cell: 0333-441144 sales@thermosole.com | Automotive Parts | Plastic Parts | Lahore |
| 15 | AECO Export Company Aeco Export Company 408 E-1, Wapda Town, Lahore, Pakistan. | Rizwan Munawar CEO Mobile: +92-333-4305779 Landline: +92-(42)-35968094 aeco786@gmail.com | Automotive & Autootive Parts | Tractors & Tractors Parts/ Implements | Lahore |
| 16 | Infinity Engineering (Pvt.) Ltd. 13-KM Sheikhpura Road Lahore | Bilal Gulzar CEO Tel: 042-37164081 Cell:0333-942593 sales@infinityengg.com | Automotive Parts | Precision Parts | Lahore |
| 17 | Meralastik Rubber & Engineering Products Madina Town, GT Road, Batapur, Lahore | Mr.Muhammad Nazir (CEO) 0321-9498771 info@meralastik.com hmnazir@mrp.lcci.org.pk | Automotive Parts | Rubber Parts | Lahore |
| 18 | Sazgar Engineering Works Ltd. 18 Km, Raiwind Road, Lahore. | Mr. Mian Asad Hameed, Chief Executive, +92-42-335330682 +92-321-8469020 autos@sazgarautos.com | Automotive & Autootive Parts | Three Wheelers, Wheel Hubs | Lahore |
| 19 | Synthetic Products Enterprises Ltd. 127-S, QIE, Township, Kotlakhpat, Lahore | Mr. Mian Asad Hameed, Chief Executive, +92-42-335330682 +92-321-8469020 autos@sazgarautos.com | Automotive Parts | Plastic Parts | Lahore |
| 20 | Glaxy Polymer Engineering (Pvt.) Ltd. F-202, B/1, SITE, Karachi-75700 Pakistan | Almas HyderCE 0333-4741111 42-35115506-7 export@spelgroup.com | Automotive | OEMs plastic parts and Lamp Assemblies | Karachi |



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