



Pakistan
Automotive
Manufacturers
Association

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The Federal Secretary

Ministry of Industries & Production

Government of Pakistan

Islamabad.

Subject: Request for Sharing Draft Auto Policy with Industry for Consultation

Dear Sir,

I am writing on behalf of the automotive industry to respectfully request that the draft of the proposed Auto Policy be shared with the industry at the earliest, preferably before it is submitted to the Prime Minister for approval.

The industry is currently quite perturbed by reports and rumours that a draft of the new Auto Policy has already been prepared and is likely to be presented to the Prime Minister shortly. Of particular concern are reports that the proposed policy may prescribe **punitive measures against manufacturers, including incremental tariffs and even cancellation of manufacturing licences, in the event that some very steep export targets are not achieved.**

While the industry fully recognises the importance of increasing exports, developing Pakistan's automotive export capability and enhancing the sector's contribution to the country's foreign exchange earnings, it is respectfully submitted that such objectives would be better achieved through **appropriate incentives, facilitation and a predictable policy framework rather than through punitive measures against the industry.**

Export development is a long-term process requiring investment in technology, product development, localisation, economies of scale, international certifications, market development and the establishment of competitive supply chains. The industry's ability to achieve export targets is also influenced by a number of factors beyond the direct control of individual manufacturers, including international market conditions, exchange rates, trade agreements, logistics and competitiveness of the overall business environment.

The industry therefore believes that the new Auto Policy should provide a **stable, transparent and consultative framework**, with clearly defined and achievable objectives, while creating appropriate incentives for manufacturers and the vendor industry to invest in exports and international competitiveness.

In this context, we would greatly appreciate if the **draft Auto Policy could kindly be shared with the industry for review and consultation before it is submitted for final approval.** Meaningful consultation at this stage would enable the industry to provide constructive and informed feedback and, we believe, would help in developing a policy that is both ambitious in its objectives and practical in its implementation.

The industry is **eagerly looking forward to an opportunity for consultation at the earliest, rather than later**, and would be grateful if a meeting could kindly be arranged at your convenience.

We remain fully committed to working closely with the Ministry of Industry and Production and the EDB in formulating an Auto Policy that strengthens the domestic automotive industry, promotes investment and localisation, and progressively establishes Pakistan as a competitive automotive manufacturing and export base.

We look forward to your kind consideration and an early opportunity for consultation.

Yours sincerely,

Razi ur Rahman
Director General

Copy to Chairman PAMA and All members