Pakistan Automotive Manufacturers Association
PAMA
1st Floor, Block-C, Finance & Trade Centre, Sharea Faisal, Karachi-74400
Phone: (92-21)35630992, 35630993 Facsimile (92-21)35630995
E-Mail: pamaftc@hotmail.com Website: www.pama.org.pk

Pakistan Automotive Manufacturers Association (PAMA)
Automotive Production and Sales Figures – October 2026

The **Pakistan Automotive Manufacturers Association (PAMA)** is pleased to release the official production and sales figures of its member companies for **October 2026**. LCV, Jeep and Pickup segment, especially Hybrids, PHEVs & REEVs continued to face headwinds due to uncertainty of sales tax treatment. All other segments registered a healthy YOY growth during the period July ~ October.

During the **first four months of FY27 (Jul 26 - Oct 26)**, Passenger cars registered a robust year-on-year (YOY) growth of **24 percent** in production and **48 percent** in sales. Conversely, LCVs, Jeeps, and Pickups experienced stagnant momentum, posting a **5 percent** decrease in production alongside a sharp **32 percent** decline in sales. The trucks and buses segment combined achieved an impressive YOY growth of **55 percent** in production and **42 percent** in sales. Meanwhile, farm tractors posted a **41 percent** surge in sales, as production grew by **22 percent**. Finally, the two and three-wheelers categories maintained consistent growth, recording a **26 percent** increase in production and **27 percent** growth in sales compared to the same period last year.

While YOY performance has rebound on the back of improved macroeconomic situation, the Month-on-month (MOM) performance indicators present a seasonal and sequential pattern. Passenger cars production declined by **5 percent**, but conversely sales grew by **98 percent**. As obvious as it as, Hybrids, plug-in hybrids, and Range Extended Electric Vehicles (REEVs) continued to face the burnt of uncertainty. The LCV/ Jeeps and Pickup category MOM production declined by **40 percent** and sales contracted by **33 percent**. Trucks and buses recorded marginal MOM growth, with production up by **1 percent** and sales by **9 percent**. Driven by the announcement of the Punjab Green Tractor Scheme, the farm tractor sector staged a remarkable turnaround on MOM basis. The category recorded **132 percent** increase in production and **129 percent** increase in sales. Additionally, the two and three-wheelers category demonstrated steady pattern, with both production and sales declining by just **1 percent**.

The ambiguity and uncertainty surrounding overdue auto policy the continues the haunt the industry. Inventories have been piling up, and customers are reluctant to make a purchase decision. This delay is counter intuitive on the gains that industry has made after several years of demand contraction. PAMA has repeatedly expressed its concerns to the relevant policy making quarters in government. As good an intention may be from the government, but this uncalled-for delay is causing harm to the industry which may be beyond repair.

MoIP and EDB last consulted with the industry in June 2026 and since then, as the media reports suggest, a lot has changed in the contours of the policy. Being the primary stakeholder, this total silence and secrecy is baffling for the automotive industry.

Razi-ur-Rahman
Director General