

Pakistan Consumer Electronics Report Q3 2016

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Abstracts

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BMI View: Low penetration rates and rising incomes provide a solid backdrop for strong growth in consumer electronics spending in Pakistan over the medium term, which should enable it to record one of the fastest growth rates in APAC as the more mature East Asian emerging markets approach saturation in key device categories. There are still substantial operational risks in Pakistan, and the income profile is low, but we believe it is moving to a stronger growth trajectory as several positive trends converge. The smartphone market is already booming after the roll-out of 3G services and supply of cheap smartphones increased, and investments in retail and distribution are formalising operations. We forecast total device spending will grow at a CAGR of 9.1% over 2016-2020, which would make Pakistan a regional outperformer in device spending growth.

Latest Updates & Industry Developments

Computer Sales: From USD1.12bn in 2016 to USD1.47bn in 2020, a compound annual growth rate (CAGR) of 6.9%. Computer penetration is very low, so rising incomes will enable wider adoption, but much will depend on form factor competition.

AV Sales: USD1.21bn in 2016 to USD1.43bn in 2020, a CAGR of 4.2%. Flatpanel TV set upgrade potential still exists in Pakistan, but price erosion and digital camera volume cannibalisation will make AV segment the underperformer over the medium term.

Handset Sales: USD2.85bn in 2016 to USD4.46bn in 2020, a CAGR of 11.8%. Pakistan is a smartphone late adopter, and penetration reached just 15% of



adults at YE15, which is key to our view that upgrade momentum will be sustained over the medium term and make the Pakistani handset segment a regional outperformer.



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