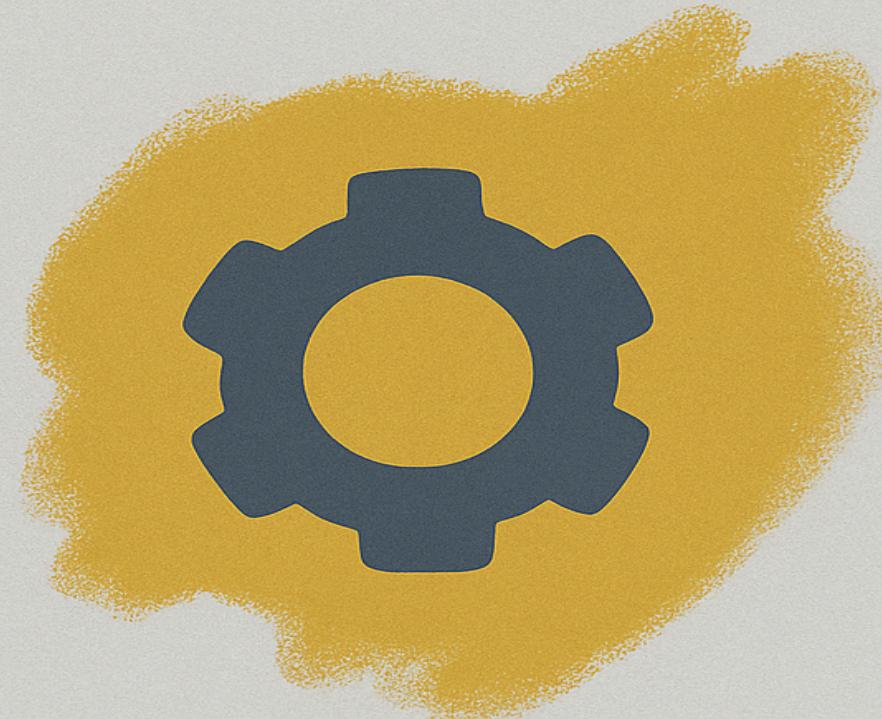


HATTRICK 3

BAHRAIN IMPORT ANALYSIS

Done by:
Mustafa Ammar
Sara Waleed
Hasan Husain





Faisal AL-Doseri

Age: 37

Location: Riffa, Bahrain

Education: B.Sc. in Mechanical Engineering

Experience: 10+ years in vehicle maintenance & parts procurement

CLIENT GOALS

- Identify top imported auto parts
- Choose best supplier countries
- Spot seasonal trends
- Find market gaps

CLIENTS CHALLENGES

- Uncertain seasonal demand
- Price and supplier fluctuations
- Limited trend visibility

BUSSINES OVERVIEW

Faisal's company, GulfAutoParts Bahrain, aims to become a leading importer and wholesaler of automotive components. His background in vehicle servicing and supply chain gives him strong insight into product quality, demand, and workshop needs.

SUCES FACTORS

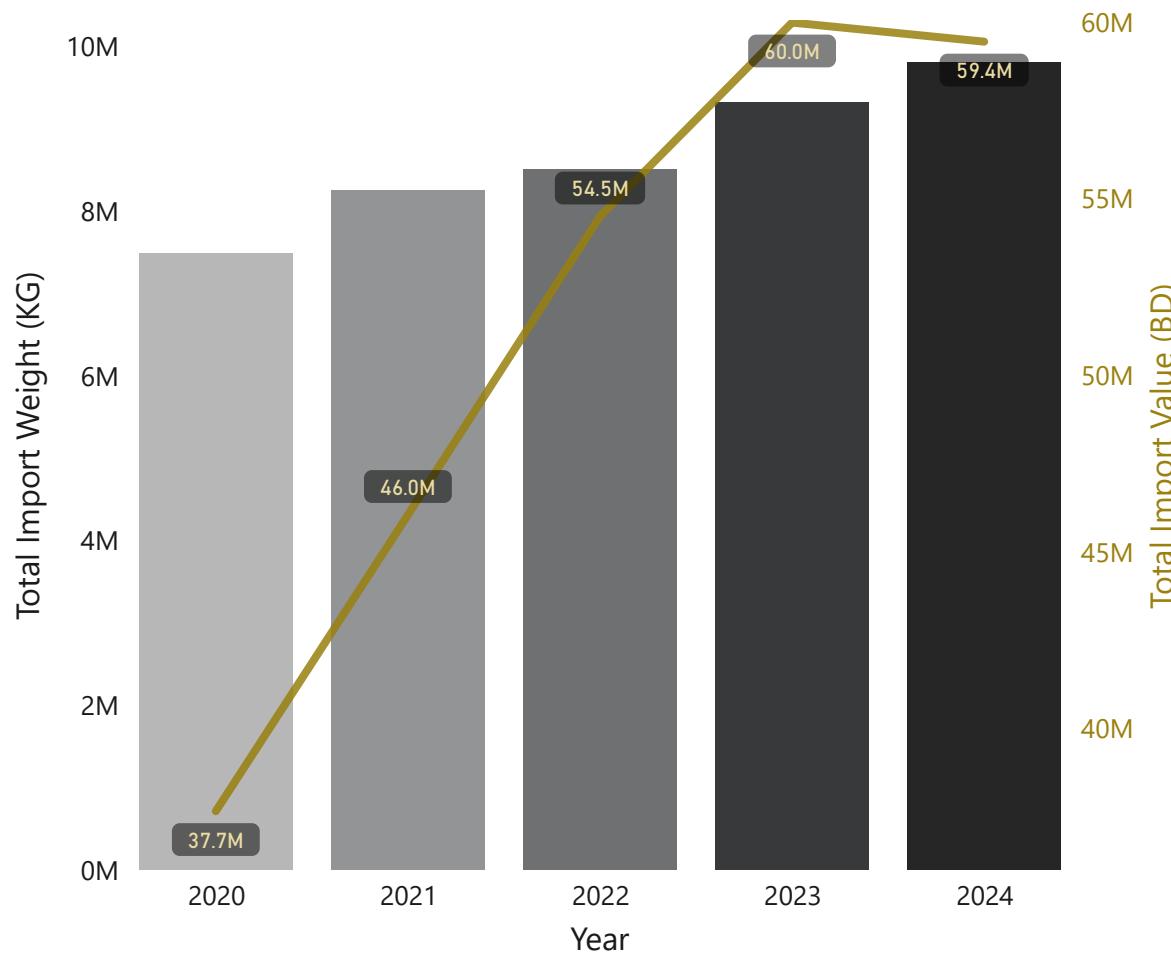
- Product Quality
- Competitive Pricing
- Timely Delivery

BUSINESS READINESS SNAPSHOT

- Market Awarness
- Data Utilization
- Import expereience

Total Transactions 25.60K	Sum of Import Value (BD) 257.64M	Sum of Import Weight (KG) 43.38M	Min of Import Value (BD) 0.11	Max of Import Value (BD) 2.60M
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Import Value Surged by Over 58% Since 2020



2023 RISE

- 🔧 1. Post-Pandemic Automotive Recovery

- 🚗 2. Surge in Used Car Maintenance

- 📦 3. Backlog Fulfillment and Delayed Orders

- 💰 4. Price Inflation of Auto Parts

2024 DROP

- 📈 1. Stabilization of Global Prices

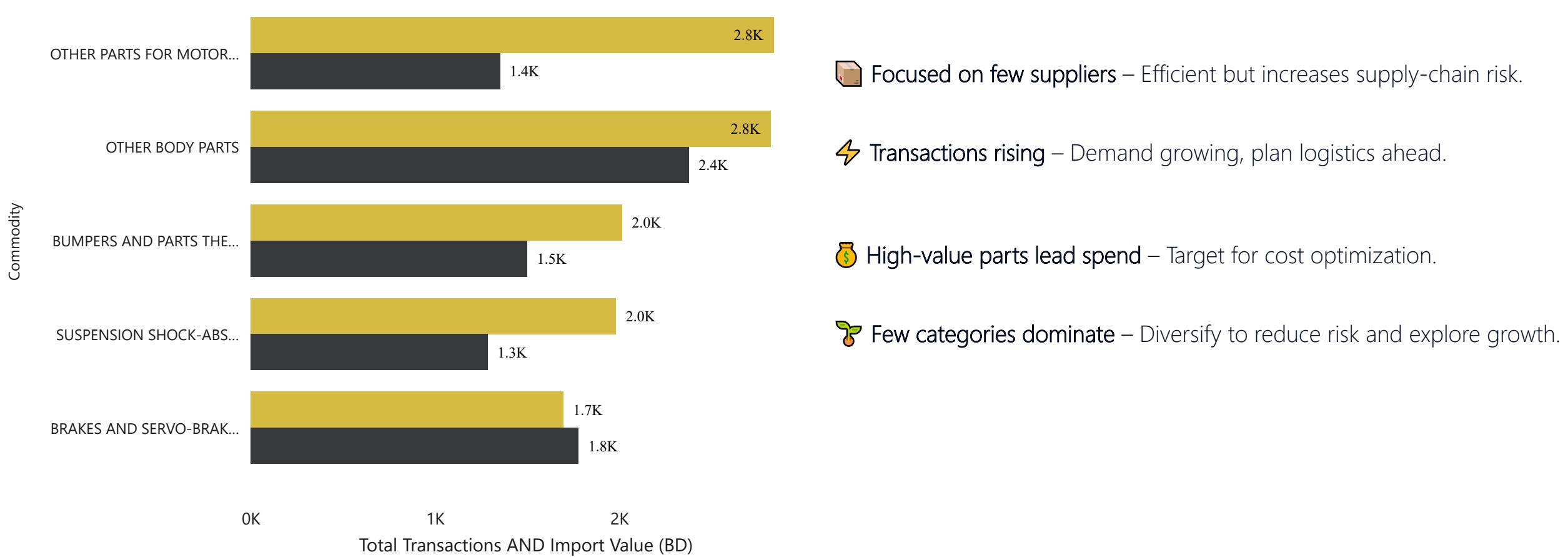
- 📦 2. Inventory Saturation

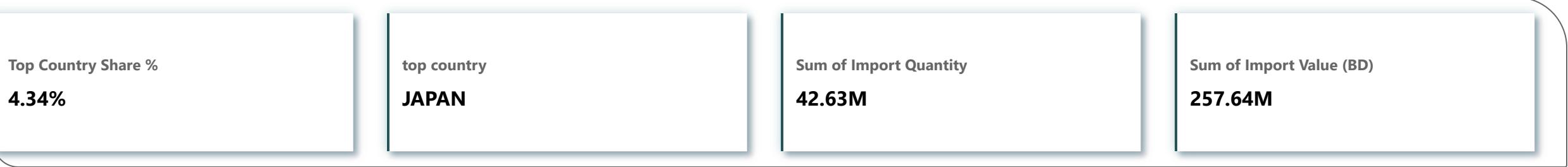
- 🔄 3. Shift to Cheaper Suppliers



Body Parts Dominate Import Activity, Surpassing 2.8K Transactions

● Total Transactions ● Median of Import Value (BD)



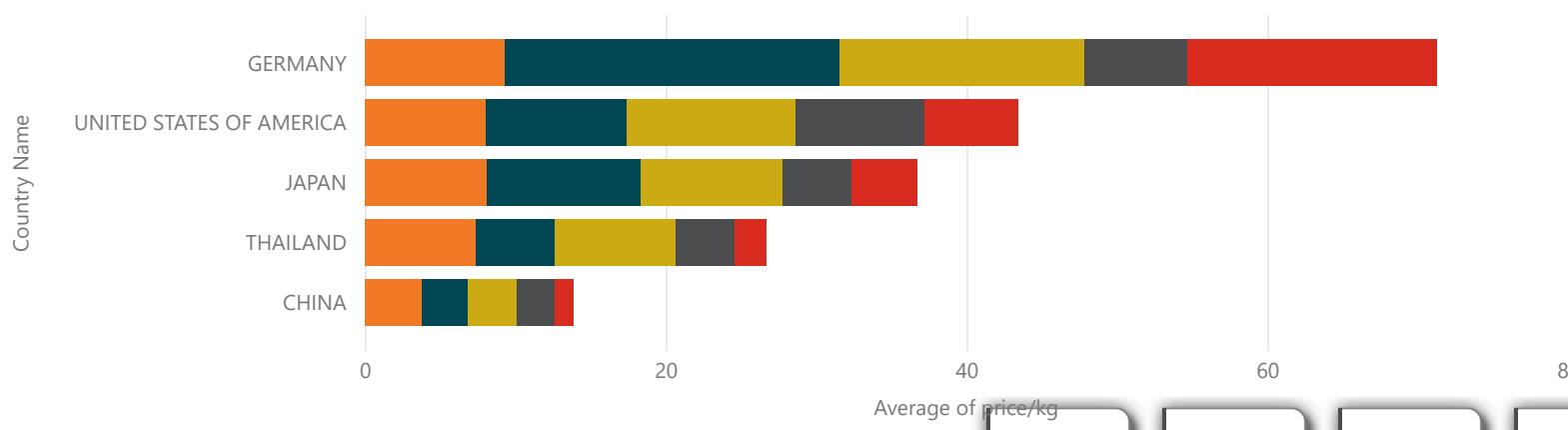


Median of price/kg by Country Name

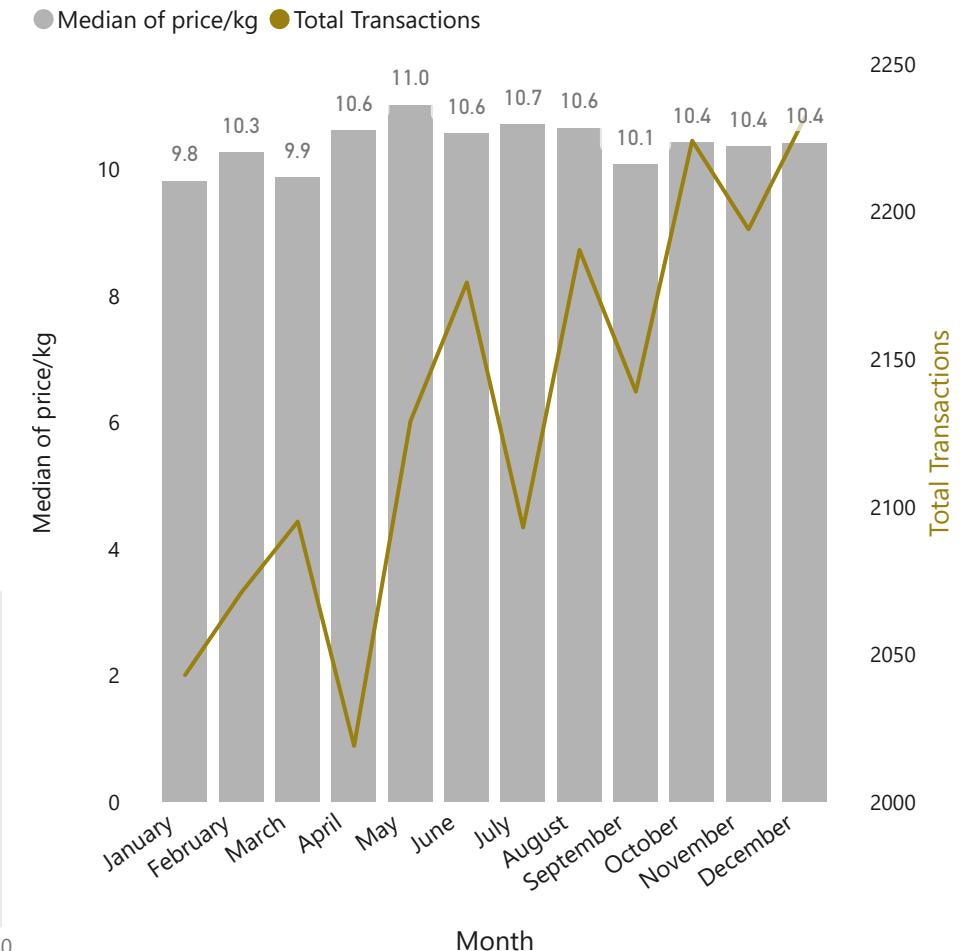


Average of price/kg by Country Name and Commodity

Commodity ● BRAKES AND SERVO-BRAKES; A... ● BUMPERS AND PARTS THERE... ● OTHER BODY PARTS ● OTHER PARTS FOR MOT... ● SUSPENSION SHOC...



Median of price/kg and Total Transactions by Month



Title

Persona

Q1

Q2

Q2 & 3

Q4

Dash 1

Dash 2

Limitation

Commodity ● BRAKES AN... ● BUMPERS A... ● OTHER BO... ● OTHER PART... ● SUSPENSI...

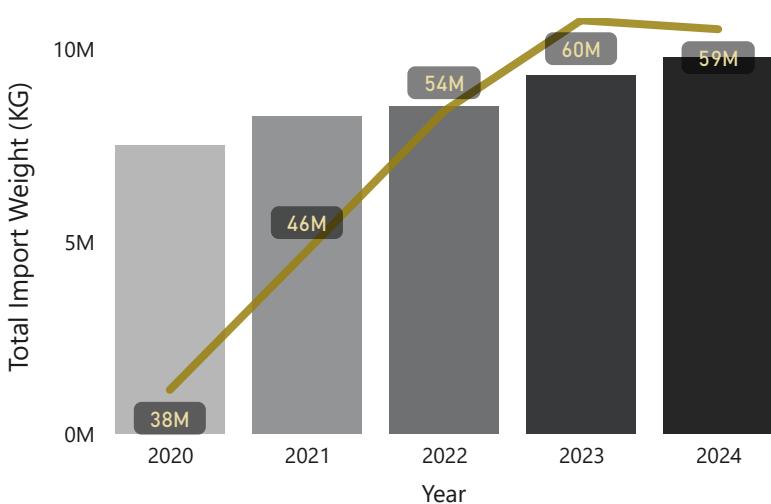


Total Transactions 25.60K	Sum of Import Value... 257.64M	Sum of Import Weig... 43.38M	Min of Import Value... 0.11	Max of Import Value... 2.60M	High Value... 5K	YoY Transactions % 28.89%
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Median of price/kg by Country Name



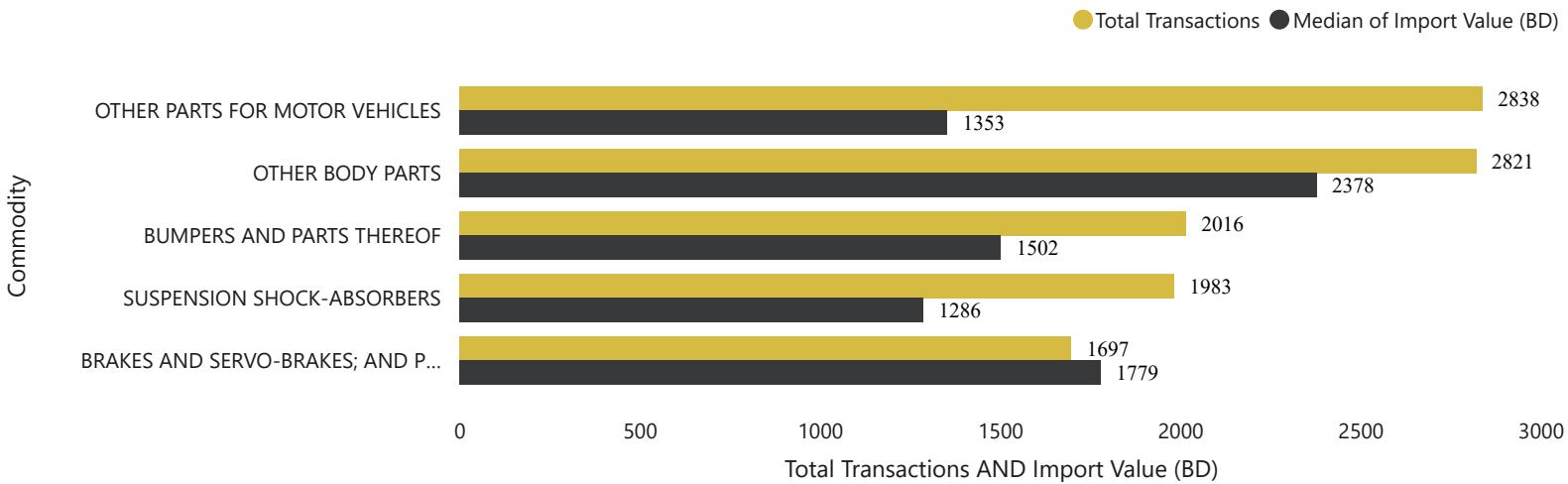
Import Value Surged by Over 58% Since 2020



Year	Quarter
All	All

Year	Sum of Import Weight (KG)	Sum of Import Value (BD)
2023	9,319,814.26	59,983,320.50
2024	9,803,850.98	59,443,437.42
2022	8,512,349.95	54,497,000.55
2021	8,256,231.09	46,049,484.85
2020	7,492,338.24	37,664,863.87
Total	43,384,584.53	257,638,107.19

Body Parts Dominate Import Activity, Surpassing 2.8K Transactions

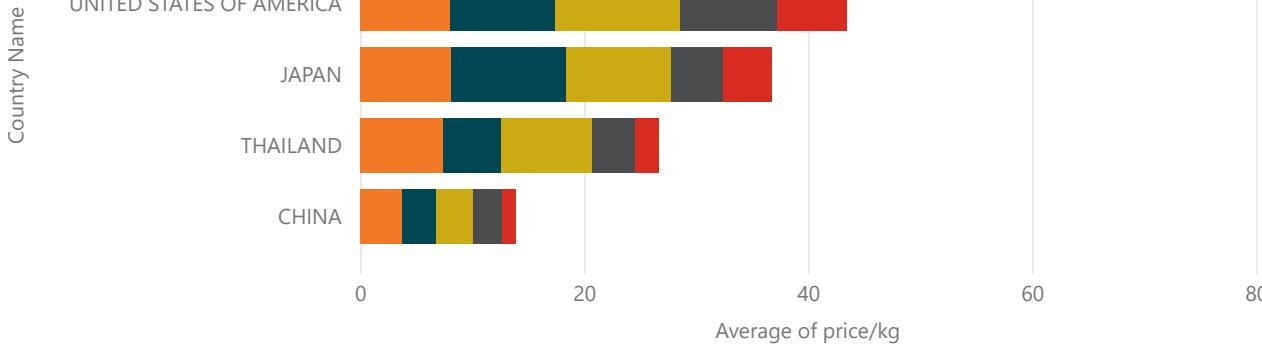


Commodity	Year	Quarter
All	All	All



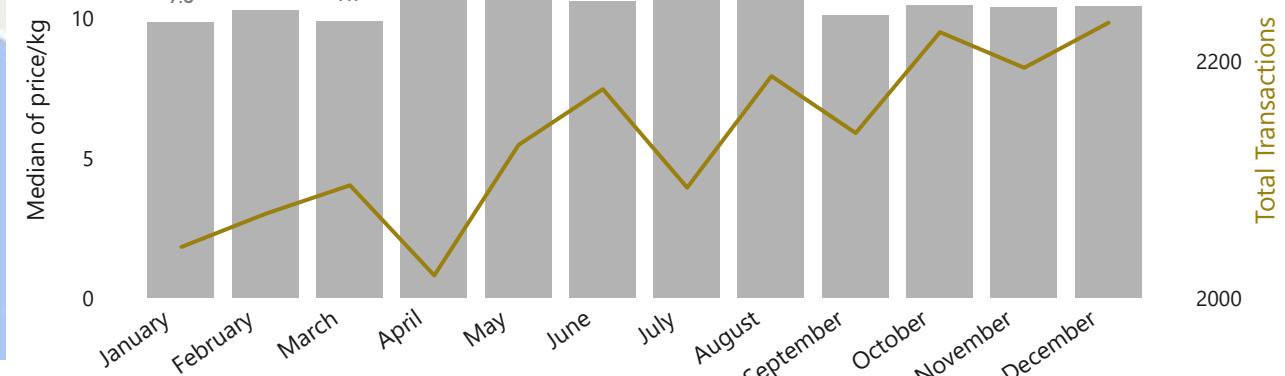
Average of price/kg by Country Name and Commodity

Commodity ● BRAKES AND SERVO-... ● BUMPERS AND PART... ● OTHER BODY PA... ● OTHER PARTS F... ● SUSPENSION S...



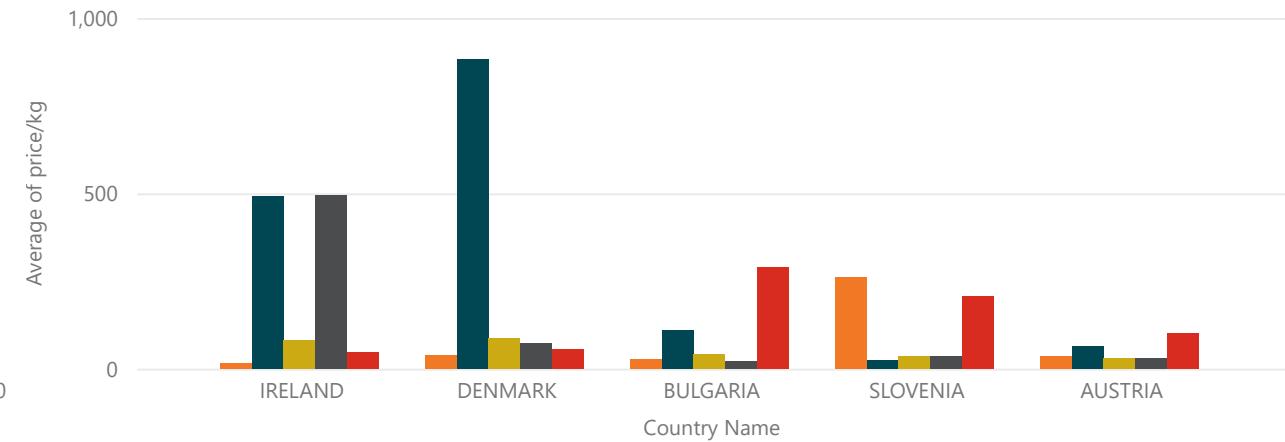
Median of price/kg and Total Transactions by Month

● Median of price/kg ● Total Transactions



Average of price/kg by Country Name and Commodity Month

Commodity ● BRAKES AND SERVO-... ● BUMPERS AND PART... ● OTHER BODY PA... ● OTHER PARTS F... ● SUSPENSION S...



Title

Persona

Q1

Q2

Q2 & 3

Q4

Dash 1

Dash 2

Limitation

1. No specific product categories

Some commodity names are too broad, making it hard to pinpoint specific parts relevant to the business.



2. Limited Context on Supplier Reliability

The data shows source countries, but doesn't reflect delivery times, quality, or supplier stability.

