

MEDIA RELEASE

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RECORD YEAR FOR MOTOR INDUSTRY IN 2017

Australia's motor industry has achieved another record year of sales in 2017, according to results released today by the industry's official statistical service, VFACTS.

The industry posted a record December result to reach a 12-month total of 1,189,116, an increase of 0.9 per cent over 2016.

It marks the industry's fourth record in five years.

The December total of 102,820 was also a record for that month, up 4.1 per cent on December 2016.

Releasing the 2017 results, FCAI Chief Executive Tony Weber said that 2017 marks the first full year in which the sales of Sports Utility Vehicles (SUVs) have outstripped those of passenger cars.

"Australians bought 465,646 SUVs during 2017 for a 39.2 per cent share of the total market, compared with 450,012 passenger cars with a 37.8 per cent share," Mr Weber said.

"The shift in industry dynamic we observed last year has now become entrenched in our market. It is a growth pattern that we expect will continue."

Light commercial vehicles also carried on their steady sales climb last year, up from an 18.5 per cent share of the total market in 2016 to 19.9 per cent in 2017.

Mr Weber said that while the stability of the Australian economy and low interest rates were influential factors in the overall market growth, it was the fierce competition within the market place between brands which provided the momentum.

"Clearly Australian consumers recognise the value for money that is on offer in the new vehicle market, and responded accordingly," Mr Weber said.

"To have eight record months out of 12 in 2017 speaks volumes for how brands successfully placed new products and incentives into the market which kept attracting buyers into the showrooms right through the year."

The top-selling model for 2017 was the Toyota Hilux, for the second year in a row. It was also the top-seller in December with 3,949 sales, followed by the Holden Astra (3,533), the Ford Ranger (3,458), the Holden Colorado (3,222) and the Mazda3 (2,807).

Toyota was top-selling brand of 2017 with an 18.2 per cent market share, followed by Mazda with 9.8 per cent, Hyundai (8.2%), Holden (7.6%) and Mitsubishi (6.8%).

Key Points:

- The December 2017 market of 102,820 new vehicle sales is an increase of 4,057 vehicle sales or 4.1% on December 2016 (98,763) vehicle sales. December 2017 (24) had one less selling day than December 2016, but resulted in an increase of 333.6 vehicle sales per day.
- The Passenger Vehicle Market is down by 5,637 vehicle sales (-13.3%) over the same month last year; the Sports Utility Market is up by 5,493 vehicle sales (15.7%); the Light Commercial Market is up by 3,783 vehicle sales (20.6%); and the Heavy Commercial Vehicle Market is up by 418 vehicle sales (13.7%) versus December 2016.
- Toyota was market leader in December, followed by Holden and Mazda. Toyota led Holden with a margin of 4,902 vehicle sales and 4.8 market share points.

SALES RESULTS

Source: VFACTS

Report for the Month of			Year to Date		Year to Date		Month	
December 2017 YTD			Dec-17		Dec-16		Dec-17	
Standings		Marque	Volume	Share	Volume	Share	Volume	Share
1	▲	Toyota	216,566	18.2%	209,610	17.8%	17,081	16.6%
2	▼	Mazda	116,349	9.8%	118,217	10.0%	9,102	8.9%
3	▼	Hyundai	97,013	8.2%	101,555	8.6%	6,182	6.0%
4	▼	Holden	90,306	7.6%	94,308	8.0%	12,179	11.8%
5	▲	Mitsubishi	80,654	6.8%	73,368	6.2%	9,019	8.8%
6	▼	Ford	78,161	6.6%	81,207	6.9%	5,636	5.5%
7	▲	Volkswagen	58,004	4.9%	56,571	4.8%	5,136	5.0%
8	▼	Nissan	56,594	4.8%	66,826	5.7%	4,581	4.5%
9	▲	Kia	54,737	4.6%	42,668	3.6%	4,007	3.9%
10	▲	Subaru	52,511	4.4%	47,018	4.0%	4,132	4.0%

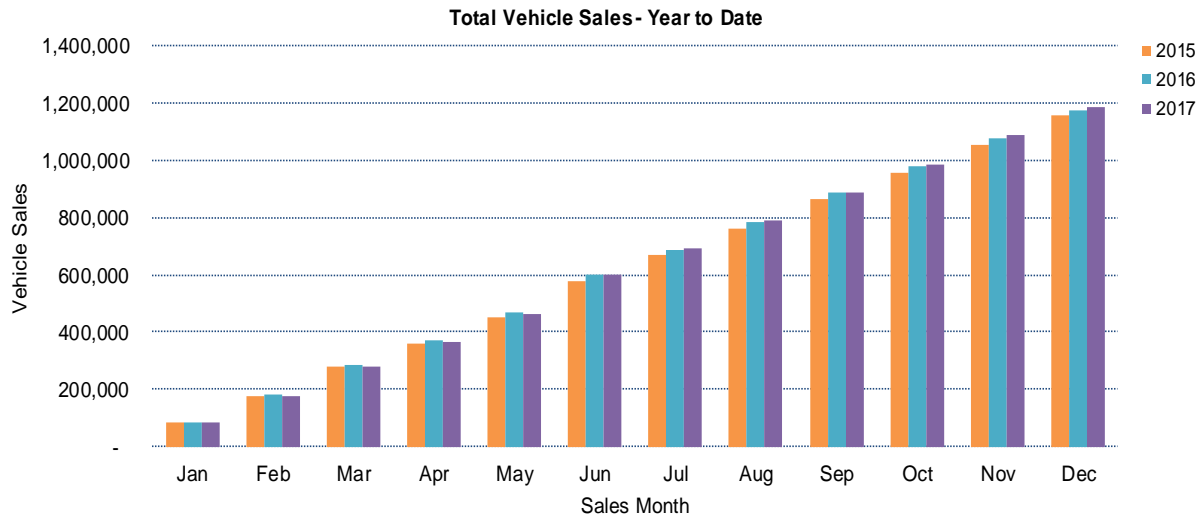
Top 10 individual models (by sales volume):

Rank	Vehicle	Dec-17	Dec-16	% diff
1.	Toyota Hi-Lux	3949	4086	-3.4%
2.	Holden Astra	3533	155	2179.4%
3.	Ford Ranger	3458	3367	2.7%
4.	Holden Colorado	3222	1213	165.6%
5.	Mazda3	2807	3141	-10.6%
6.	Mitsubishi Triton	2645	2106	25.6%
7.	Toyota Corolla	2641	2927	-9.8%
8.	Holden Commodore	2229	2130	4.6%
9.	Mitsubishi ASX	2128	1484	43.4%
10.	Mazda CX-5	2113	1906	10.9%

State/Territory results (by sales volume):

State/Territory	Dec-17	Dec-16	% diff
AUSTRALIAN CAPITAL TERRITORY	1,498	1,672	-10.4
NEW SOUTH WALES	33,014	33,632	-1.8
NORTHERN TERRITORY	710	734	-3.3
QUEENSLAND	19,543	19,252	1.5
SOUTH AUSTRALIA	6,611	6,464	2.3
TASMANIA	2,166	1,918	12.9
VICTORIA	31,336	27,065	15.8
WESTERN AUSTRALIA	7,942	8,026	-1.0
Total	102,820	98,763	4.1

Total Vehicle Sales – Year to Date:



VFACTS monthly vehicle sales data is available at noon on the 3rd working day after the end of every month. Select data and media releases on the sales results are available at www.fc.ai.com.au

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