

MEDIA RELEASE



4 September 2019

**FEDERAL CHAMBER
OF AUTOMOTIVE
INDUSTRIES**

ABN 53 008 550 347

EMBARGOED UNTIL 12 NOON, 4 SEPTEMBER 2019

59 WENTWORTH AVENUE

KINGSTON ACT 2604

AUSTRALIA

TELEPHONE 02 6247 3811

FACSIMILE 02 6248 7673

FCAI releases August 2019 new vehicle sales figures

New vehicle sales figures for the month of August 2019 have been released by the Federal Chamber of Automotive Industries (FCAI), the peak body for the automotive industry.

Total sales for the month were reported at 85,633 units, a 10.1 per cent drop over the same month in 2018. Each segment of the market recorded a downturn, with passenger vehicles dropping 16.7 per cent with 25,783 sales, SUVs down 5.4 per cent with 39,040 sales and light commercial vehicles down 8.6 per cent with 17,513 sales.

Announcing the results in Melbourne today, Tony Weber, chief executive of the FCAI, noted that the August results mark the seventeenth consecutive month of declining sales.

"There's no doubt it is a very tough market at the moment," Mr Weber said, "And despite the best efforts of the industry, the decrease in sales continues."

"It is well known that Australia is one of the most competitive markets in the world, and with the current economic environment, it is also one of the most difficult markets in the world."

"This environment stems from a slow start to the year, with tight financial lending, State and Federal elections and a general lack of consumer confidence, both here in Australia and on an international basis.

"The question needs to be asked about whether the current regulatory approach to financing is appropriate, and if not, what harm it is doing to both the sector and the economy more broadly," Mr Weber said.

Toyota remained the top selling marque for the month with 16,700 sales for 19.5 per cent market share, followed by Hyundai (7,320 sales for 8.5 per cent market share) and Mazda (7,291 sales for 8.5 per cent market share), Mitsubishi (6,242 sales for 7.3 per cent market share) and Ford (4,916 sales for 5.7 per cent market share).

The top selling vehicle for the month was again the Toyota Hi-Lux (3,674), followed by the Ford Ranger (3,181), Toyota Corolla (2,863), Hyundai i30 (2,813) and the Toyota RAV4 (2,006).

For more information contact:

Lenore Fletcher

Director Communications and Emerging Technologies

FCAI

0408 320 797

lenore.fletcher@fcai.com.auwww.fcai.com.au**FURTHER INFORMATION:****Summary by Class:**

Class	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	TOTAL
Passenger	28,050	27,151	28,999	23,816	28,890	33,864	25,386	25,783	0	0	0	0	221,939
SUV	35,940	37,292	45,660	33,190	40,937	53,509	37,894	39,040	0	0	0	0	323,462
Light Commercial	15,809	19,831	21,488	15,601	19,178	26,372	16,710	17,513	0	0	0	0	152,502
Heavy Commercial	2,195	2,828	3,295	2,943	3,556	4,072	3,194	3,297	0	0	0	0	25,380
TOTAL	81,994	87,102	99,442	75,550	92,561	117,817	83,184	85,633					723,283

Key Points:

- The August 2019 market of 85,633 new vehicle sales is a decrease of 9,588 vehicle sales or -10.1% on August 2018 (95,221) vehicle sales. August 2019 had the same number of selling days (26.8) as August 2018 and this resulted in a decrease of 357.8 vehicle sales per day.
- The Passenger Vehicle Market is down by 5,157 vehicle sales (-16.7%) over the same month last year; the Sports Utility Market is down by 2,231 vehicle sales (-5.4%); the Light Commercial Market is down by 1,652 vehicle sales (-8.6%); and the Heavy Commercial Vehicle Market is down by 548 vehicle sales (-14.3%) versus August 2018.

Toyota was market leader in August, followed by Hyundai and Mazda. Toyota led Hyundai with a margin of 9,380 vehicle sales and 11 market share points.

SALES RESULTS

Source: VFACTS

Report for the Month of			Year to Date		Year to Date		Month	
August 2019 YTD			Aug-19		Aug-18		Aug-19	
Standings		Marque	Volume	Share	Volume	Share	Volume	Share
1	▼	Toyota	139,349	19.3%	147,602	18.8%	16,700	19.5%
2	▼	Mazda	70,889	9.8%	79,004	10.0%	7,291	8.5%
3	▼	Hyundai	59,244	8.2%	65,010	8.3%	7,320	8.5%
4	▼	Mitsubishi	55,516	7.7%	56,846	7.2%	6,242	7.3%
5	▼	Ford	43,821	6.1%	47,886	6.1%	4,916	5.7%
6	▲	Kia	41,232	5.7%	40,371	5.1%	4,662	5.4%
7	▼	Volkswagen	33,893	4.7%	38,087	4.8%	4,100	4.8%
8	▼	Nissan	33,692	4.7%	38,427	4.9%	4,538	5.3%
9	▼	Holden	31,352	4.3%	40,897	5.2%	3,569	4.2%
10	▼	Honda	30,806	4.3%	36,009	4.6%	3,067	3.6%

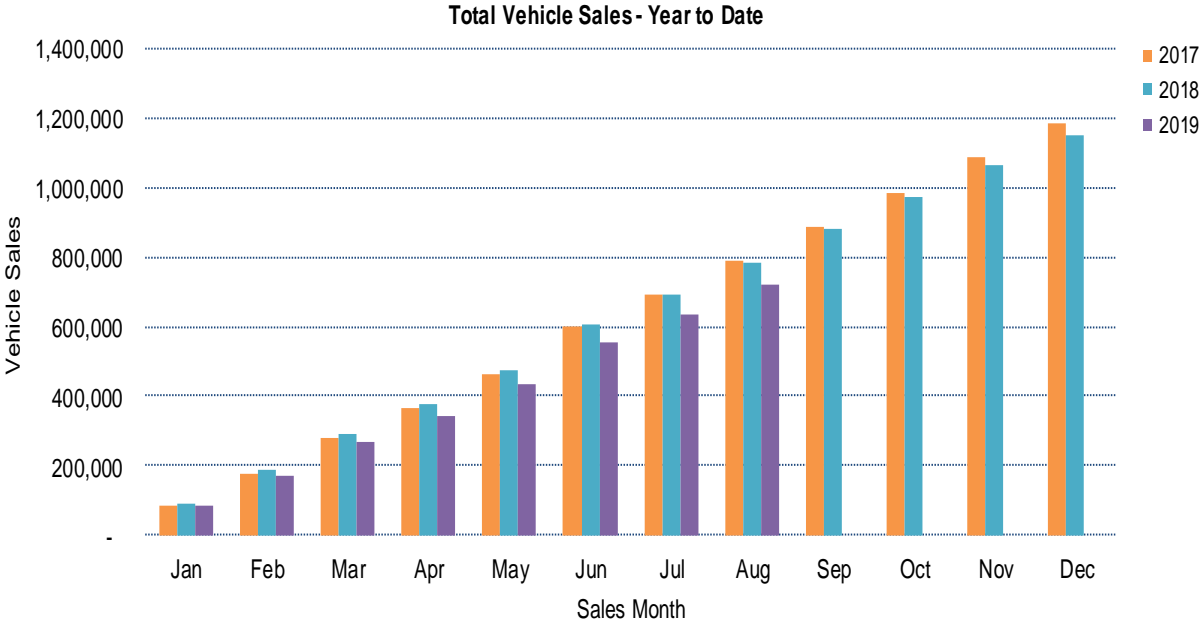
Top 10 individual models (by sales volume):

Rank	Vehicle	Aug-19	Aug-18	% diff
1.	Toyota Hi-Lux	3674	4275	-14.1%
2.	Ford Ranger	3181	3515	-9.5%
3.	Toyota Corolla	2863	3033	-5.6%
4.	Hyundai i30	2813	2323	21.1%
5.	Toyota RAV4	2006	1684	19.1%
6.	Mazda3	1999	2969	-32.7%
7.	Toyota Landcruiser	1916	1998	-4.1%
8.	Mazda CX-5	1797	2599	-30.9%
9.	Mitsubishi Triton	1755	1752	0.2%
10.	Nissan XTrail	1743	1910	-8.7%

State/Territory results (by sales volume):

State/Territory	Aug-19	Aug-18	% diff
AUSTRALIAN CAPITAL TERRITORY	1,307	1,464	-10.7
NEW SOUTH WALES	27,999	30,823	-9.2
NORTHERN TERRITORY	629	816	-22.9
QUEENSLAND	16,863	18,636	-9.5
SOUTH AUSTRALIA	5,153	5,878	-12.3
TASMANIA	1,761	1,726	2.0
VICTORIA	24,476	27,720	-11.7
WESTERN AUSTRALIA	7,445	8,158	-8.7
Total	85,633	95,221	-10.1

Total Vehicle Sales – Year to Date:



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