

MEDIA RELEASE



6 November 2019

**FEDERAL CHAMBER
OF AUTOMOTIVE
INDUSTRIES**

ABN 53 008 550 347

EMBARGOED UNTIL 12 NOON, 6 NOVEMBER 2019

59 WENTWORTH AVENUE

KINGSTON ACT 2604

AUSTRALIA

TELEPHONE 02 6247 3811

FACSIMILE 02 6248 7673

9.1 per cent decrease in October new vehicle sales

The Federal Chamber of Automotive Industries (FCAI), the peak body for the automotive industry in Australia, has released new vehicle sales figures for the month of October 2019.

According to Tony Weber, chief executive of the FCAI, new vehicles have now seen the nineteenth consecutive month of decreasing sales in the Australian market, with October 2019 sales down 9.1% compared to October 2018.

“Year to date sales of new motor vehicles in 2019 are almost 78,000 units (eight per cent) lower than the same period in 2018.

“While the drought and other domestic conditions are impacting the market, our key concern is the effect over-regulation of the financial sector is having on new vehicle sales. The FCAI and our members have been concerned about the risk averse approach to lending in Australia for some time and see improved access to finance as a key to driving economic growth in 2020” Mr Weber said.

“Of particular interest is the fact that sales are down across all buyer types, with private sales down 5.2 per cent compared to October 2018, business sales are down 8.2 per cent and government sales are down 7.3 per cent.”

Total sales for the month numbered 82,456 vehicles, a decrease of 8,262 vehicles, or 9.1 per cent, on October 2018.

During the month, the Sports Utility Market (38,648 units) fell by 3 per cent compared to October 2018, while the Passenger Vehicle Market (23,553 units) was down 15.3 per cent, and the Light Commercial Market (17,164) decreased by 11 per cent.

The Toyota Hilux (3,516 units) was the top selling vehicle in October 2019, followed by the Ford Ranger (3,160), the Hyundai i30 (2,216) the Toyota RAV4 (2,132) and the Toyota Corolla (2,117).

Toyota remained the top selling marque for the month with 16,988 sales for 20.6 per cent market share, followed by Hyundai (7,455 for 9 per cent market share), Mazda (6,370 sales for 7.7 per cent market share), Kia (5,062 sales for 6.1 per cent market share) and Ford (4,891 for 5.9 per cent market share).

For more information contact:

Lenore Fletcher
 Director Public Affairs
 FCAI
 0408 320 797
lenore.fletcher@fcai.com.au
www.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	24,893	23,553	0	0	270,385
SUV	35,940	37,292	45,660	33,190	40,937	53,509	37,894	39,040	41,861	38,648	0	0	403,971
Light Commercial	15,809	19,831	21,488	15,601	19,178	26,372	16,710	17,513	18,257	17,164	0	0	187,923
Heavy Commercial	2,195	2,828	3,295	2,943	3,556	4,072	3,194	3,297	3,170	3,091	0	0	31,641
TOTAL	81,994	87,102	99,442	75,550	92,561	117,817	83,184	85,633	88,181	82,456	0	0	893,920

Key Points:

- The October 2019 market of 82,456 new vehicle sales is a decrease of 8,262 vehicle sales or -9.1% on October 2018 (90,718) vehicle sales. October 2019 had the same number of selling days (26.4) as October 2018 and this resulted in a decrease of 313 vehicle sales per day.
- The Passenger Vehicle Market is down by 4,249 vehicle sales (-15.3%) over the same month last year; the Sports Utility Market is down by 1,201 vehicle sales (-3.0%); the Light Commercial Market is down by 2,122 vehicle sales (-11.0%); and the Heavy Commercial Vehicle Market is down by 690 vehicle sales (-18.2%) versus October 2018.

Toyota was market leader in October, followed by Hyundai and Mazda. Toyota led Hyundai with a margin of 9,533 vehicle sales and 11.6 market share points.

SALES RESULTS

Source: VFACTS

Report for the Month of			Year to Date		Year to Date		Month	
October 2019 YTD			Oct-19		Oct-18		Oct-19	
Standings		Marque	Volume	Share	Volume	Share	Volume	Share
1	▼	Toyota	171,503	19.2%	182,799	18.8%	16,988	20.6%
2	▼	Mazda	85,427	9.6%	94,246	9.7%	6,370	7.7%
3	▼	Hyundai	73,944	8.3%	80,552	8.3%	7,455	9.0%
4	▼	Mitsubishi	69,317	7.8%	70,685	7.3%	4,811	5.8%
5	▼	Ford	53,495	6.0%	58,332	6.0%	4,891	5.9%
6	▲	Kia	51,422	5.8%	49,957	5.1%	5,062	6.1%
7	▼	Nissan	42,354	4.7%	47,835	4.9%	4,011	4.9%
8	▼	Volkswagen	41,929	4.7%	47,616	4.9%	4,220	5.1%
9	▼	Holden	37,301	4.2%	50,804	5.2%	3,086	3.7%
10	▼	Honda	36,971	4.1%	43,604	4.5%	2,761	3.3%

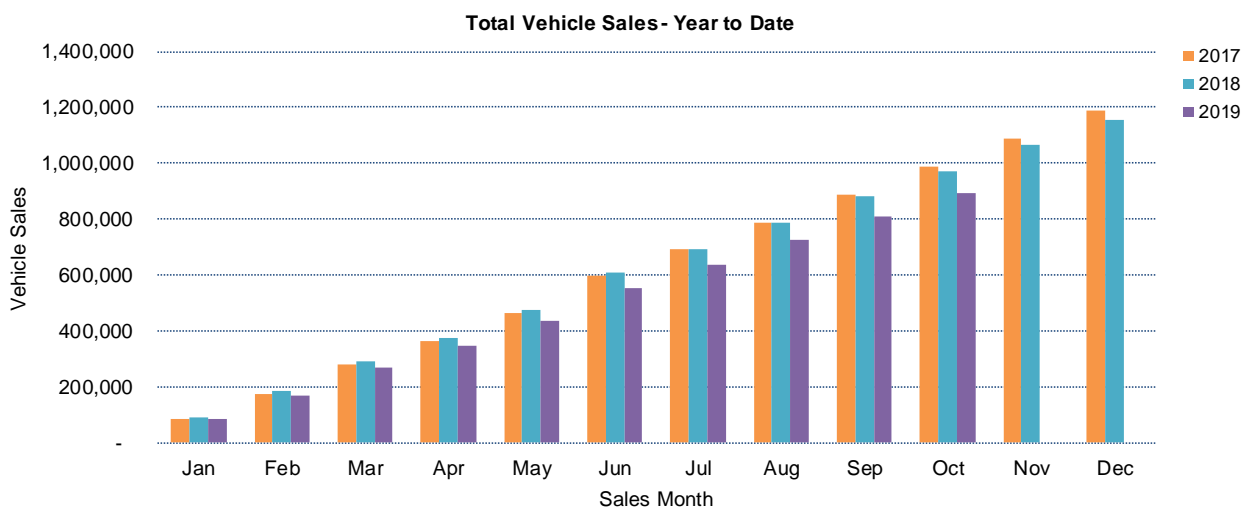
Top 10 individual models (by sales volume):

Rank	Vehicle	Oct-19	Oct-18	% diff
1.	Toyota Hi-Lux	3516	4401	-20.1%
2.	Ford Ranger	3160	3511	-10.0%
3.	Hyundai i30	2216	2049	8.2%
4.	Toyota RAV4	2132	1582	34.8%
5.	Toyota Corolla	2117	2663	-20.5%
6.	Toyota Landcruiser	2101	1970	6.6%
7.	Kia Cerato	1827	1338	36.5%
8.	Mazda CX-5	1708	2000	-14.6%
9.	Hyundai Tucson	1693	1530	10.7%
10.	Nissan XTrail	1592	1644	-3.2%

State/Territory results (by sales volume):

State/Territory	Oct-19	Oct-18	% diff
AUSTRALIAN CAPITAL TERRITORY	1,119	1,418	-21.1
NEW SOUTH WALES	26,134	28,575	-8.5
NORTHERN TERRITORY	574	709	-19.0
QUEENSLAND	16,132	17,375	-7.2
SOUTH AUSTRALIA	4,901	5,533	-11.4
TASMANIA	1,600	1,876	-14.7
VICTORIA	24,535	26,914	-8.8
WESTERN AUSTRALIA	7,461	8,318	-10.3
Total	82,456	90,718	-9.1

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.fc.ai.com.au.