

MEDIA RELEASE



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**FEDERAL CHAMBER
OF AUTOMOTIVE
INDUSTRIES**

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September 2019 new vehicle sales figures announced by FCAI

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

According to Tony Weber, chief executive of the FCAI, new vehicles have now seen the eighteenth consecutive month of decreasing sales in the Australian market.

"It is clear the slower sales rate the market is experiencing is in line with the broader economic environment in Australia.

"Of particular concern to the industry is the restrictive regulatory lending conditions currently facing consumers," Mr Weber said.

"The question has to be asked – are these results telling us we have made it too difficult for people to finance basic purchases in today's Australia?"

Total sales for the month numbered 88,181 vehicles, a decrease of 6,530 vehicles, or 6.9 per cent, on September 2018. On a year-to-date basis, a total of 811,464 new vehicles were sold, a decrease of 69,541 vehicles, or 7.9 per cent, on the same period in 2018.

During the month, the Sports Utility Market (41,861 units) lifted by 1.1 per cent, while the Passenger Vehicle Market (24,893 units) was down 18.3 per cent, and the Light Commercial Market (18,257) decreased by 5.4 per cent.

Of the top ten best-selling vehicles, the top three were Light Commercial Vehicles – the Toyota Hi-Lux, Ford Ranger and Mitsubishi Triton. Four of the remaining seven were Sports Utility Vehicles – the Mitsubishi ASX, Mazda CX-5, Nissan XTrail and the Mitsubishi Outlander. Only three of the top ten vehicles were Passenger Vehicles – the Hyundai i30, Toyota Corolla and the Kia Cerato.

Toyota remained the top selling marque for the month with 15,166 sales for 17.2 per cent market share, followed by Mitsubishi (8,990 for 10.2 per cent market share), Mazda (8,168 sales for 9.3 per cent market share) Hyundai (7,245 sales for 8.2 per cent market share) and Kia (5,128 for 5.8 per cent market share).

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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	0	0	0	246,832
SUV	35,940	37,292	45,660	33,190	40,937	53,509	37,894	39,040	41,861	0	0	0	365,323
Light Commercial	15,809	19,831	21,488	15,601	19,178	26,372	16,710	17,513	18,257	0	0	0	170,759
Heavy Commercial	2,195	2,828	3,295	2,943	3,556	4,072	3,194	3,297	3,170	0	0	0	28,550
TOTAL	81,994	87,102	99,442	75,550	92,561	117,817	83,184	85,633	88,181	0	0	0	811,464

Key Points:

- The September 2019 market of 88,181 new vehicle sales is a decrease of 6,530 vehicle sales or -6.9% on September 2018 (94,711) vehicle sales. September 2019 had the same number of selling days (24.6) as September 2018 and this resulted in a decrease of 265.4 vehicle sales per day.
- The Passenger Vehicle Market is down by 5,594 vehicle sales (-18.3%) over the same month last year; the Sports Utility Market is up by 441 vehicle sales (1.1%); the Light Commercial Market is down by 1,041 vehicle sales (-5.4%); and the Heavy Commercial Vehicle Market is down by 336 vehicle sales (-9.6%) versus September 2018.

Toyota was market leader in September, followed by Mitsubishi and Mazda. Toyota led Mitsubishi with a margin of 6,176 vehicle sales and 7 market share points.

SALES RESULTS

Source: VFACTS

Report for the Month of			Year to Date		Year to Date		Month	
September 2019 YTD			Sep-19		Sep-18		Sep-19	
Standings		Marque	Volume	Share	Volume	Share	Volume	Share
1	▼	Toyota	154,515	19.0%	164,988	18.7%	15,166	17.2%
2	▼	Mazda	79,057	9.7%	86,074	9.8%	8,168	9.3%
3	▼	Hyundai	66,489	8.2%	73,120	8.3%	7,245	8.2%
4	▲	Mitsubishi	64,506	7.9%	64,468	7.3%	8,990	10.2%
5	▼	Ford	48,604	6.0%	52,970	6.0%	4,783	5.4%
6	▲	Kia	46,360	5.7%	45,374	5.2%	5,128	5.8%
7	▼	Nissan	38,343	4.7%	43,594	4.9%	4,651	5.3%
8	▼	Volkswagen	37,709	4.6%	42,781	4.9%	3,816	4.3%
9	▼	Holden	34,215	4.2%	45,548	5.2%	2,863	3.2%
10	▼	Honda	34,210	4.2%	40,537	4.6%	3,404	3.9%

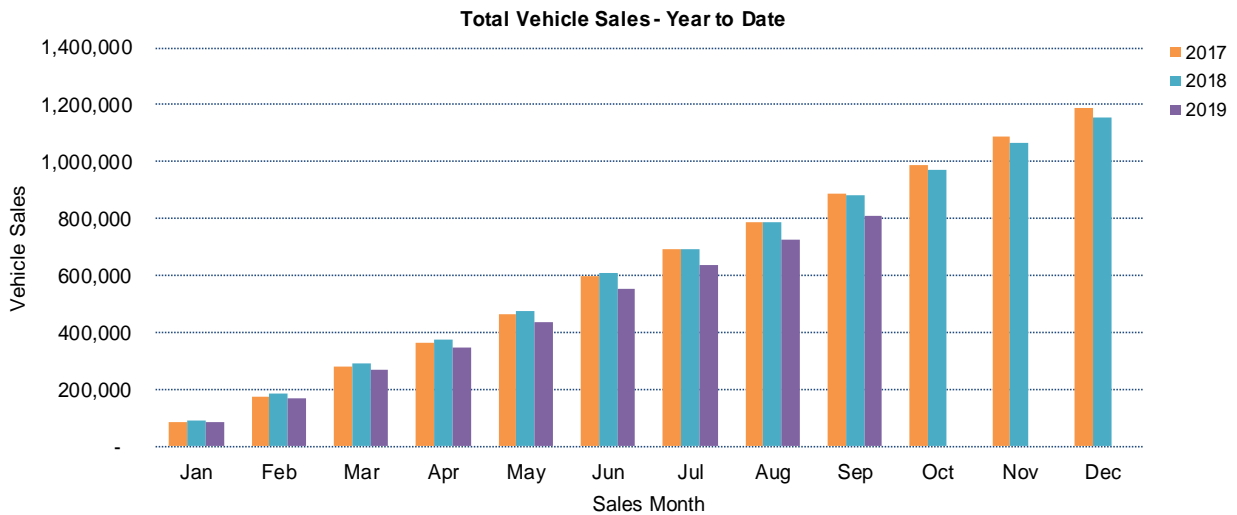
Top 10 individual models (by sales volume):

Rank	Vehicle	Sep-19	Sep-18	% diff
1.	Toyota Hi-Lux	3364	4338	-22.5%
2.	Ford Ranger	3116	3228	-3.5%
3.	Mitsubishi Triton	3001	1857	61.6%
4.	Hyundai i30	2447	2508	-2.4%
5.	Mitsubishi ASX	2419	2138	13.1%
6.	Mazda CX-5	2355	1506	56.4%
7.	Toyota Corolla	2219	2917	-23.9%
8.	Kia Cerato	2022	1574	28.5%
9.	Nissan XTrail	1769	1908	-7.3%
10.	Mitsubishi Outlander	1731	1404	23.3%

State/Territory results (by sales volume):

State/Territory	Sep-19	Sep-18	% diff
AUSTRALIAN CAPITAL TERRITORY	1,337	1,485	-10.0
NEW SOUTH WALES	27,682	30,957	-10.6
NORTHERN TERRITORY	602	768	-21.6
QUEENSLAND	17,535	18,290	-4.1
SOUTH AUSTRALIA	6,645	5,721	16.2
TASMANIA	1,927	2,458	-21.6
VICTORIA	24,686	26,727	-7.6
WESTERN AUSTRALIA	7,767	8,305	-6.5
Total	88,181	94,711	-6.9

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.fcail.com.au