

# MEDIA RELEASE



3 July 2019

**FEDERAL CHAMBER  
OF AUTOMOTIVE  
INDUSTRIES**

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**EMBARGOED UNTIL 12 NOON, 3 JULY 2019**

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## **FCAI releases June 2019 new vehicle sales figures**

The Federal Chamber of Automotive Industries (FCAI) has released sales figures for the month of June 2019 which report a drop of 9.6 per cent in the Australian new vehicle market. Sales for the month totalled 117,817 units, with year to date 2019 sales totalling 554,466 units.

According to Tony Weber, chief executive of the FCAI, the June result reflects the tough market conditions and highlights the sensitive nature of the new vehicle market.

“Over the past six months we have seen various conditions and circumstances which adversely affected the market. These include a tightening of financial lending, environmental factors such as drought and flood, and a strongly contested federal election.

“In addition, the continuing incursion of Luxury Car Tax on a federal level, and now in some cases on a state level as well, is a major disincentive. It could just be the straw that breaks the camel’s back for the new car buyer,” Mr Weber said.

When compared to June 2018, Passenger Vehicle sales in June 2019 totalled 33,864, a decrease of 18.5 per cent across the segment. SUV sales totalled 53,509, a decrease of 4.7 per cent, and Light Commercial Vehicles totalled 26,372, a decrease of 7.0 per cent.

The most popular vehicle was the Toyota HiLux with 5,396 sales, followed by the Ford Ranger with 4,851 sales – reaffirming the local market’s love for the ute. Third most popular vehicle was the Hyundai i30, with 3,343 sales.

The market leader in June was Toyota with 21,200 sales, followed by Mazda (10,806), Hyundai (10,001), Mitsubishi (8,891), and Kia (7,200).

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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	0	0	0	0	0	0	170,770
SUV	35,940	37,292	45,660	33,190	40,937	53,509	0	0	0	0	0	0	246,528
Light Commercial	15,809	19,831	21,488	15,601	19,178	26,372	0	0	0	0	0	0	118,279
Heavy Commercial	2,195	2,828	3,295	2,943	3,556	4,072	0	0	0	0	0	0	18,889
<b>TOTAL</b>	<b>81,994</b>	<b>87,102</b>	<b>99,442</b>	<b>75,550</b>	<b>92,561</b>	<b>117,817</b>							<b>554,466</b>

### Key Points:

- The June 2019 market of 117,817 new vehicle sales is a decrease of 12,483 vehicle sales or -9.6% on June 2018 (130,300) vehicle sales. June 2019 (24.2) had one less selling day than June 2018 (25.2) and this resulted in a decrease of 302.2 vehicle sales per day.
- The Passenger Vehicle Market is down by 7,697 vehicle sales (-18.5%) over the same month last year; the Sports Utility Market is down by 2,653 vehicle sales (-4.7%); the Light Commercial Market is down by 1,974 vehicle sales (-7.0%); and the Heavy Commercial Vehicle Market is down by 159 vehicle sales (-3.8%) versus June 2018.
- Toyota was market leader in June, followed by Mazda and Hyundai. Toyota led Mazda with a margin of 10,394 vehicle sales and 8.8 market share points.

## SALES RESULTS

Source: VFACTS

Report for the Month of		Year to Date		Year to Date		Month	
June 2019 YTD		Jun-19		Jun-18		Jun-19	
Standings	Marque	Volume	Share	Volume	Share	Volume	Share
1	▼ Toyota	104,773	18.9%	111,854	18.5%	21,200	18.0%
2	▼ Mazda	55,371	10.0%	59,344	9.8%	10,806	9.2%
3	▼ Hyundai	44,941	8.1%	49,943	8.2%	10,001	8.5%
4	▲ Mitsubishi	44,027	7.9%	43,871	7.2%	8,891	7.5%
5	▼ Ford	34,005	6.1%	36,443	6.0%	7,155	6.1%
6	▲ Kia	32,064	5.8%	31,348	5.2%	7,200	6.1%
7	▼ Volkswagen	26,184	4.7%	29,469	4.9%	5,793	4.9%
8	▼ Nissan	25,350	4.6%	29,727	4.9%	5,514	4.7%
9	▼ Honda	24,801	4.5%	29,301	4.8%	6,232	5.3%
10	▼ Holden	24,517	4.4%	32,614	5.4%	4,817	4.1%

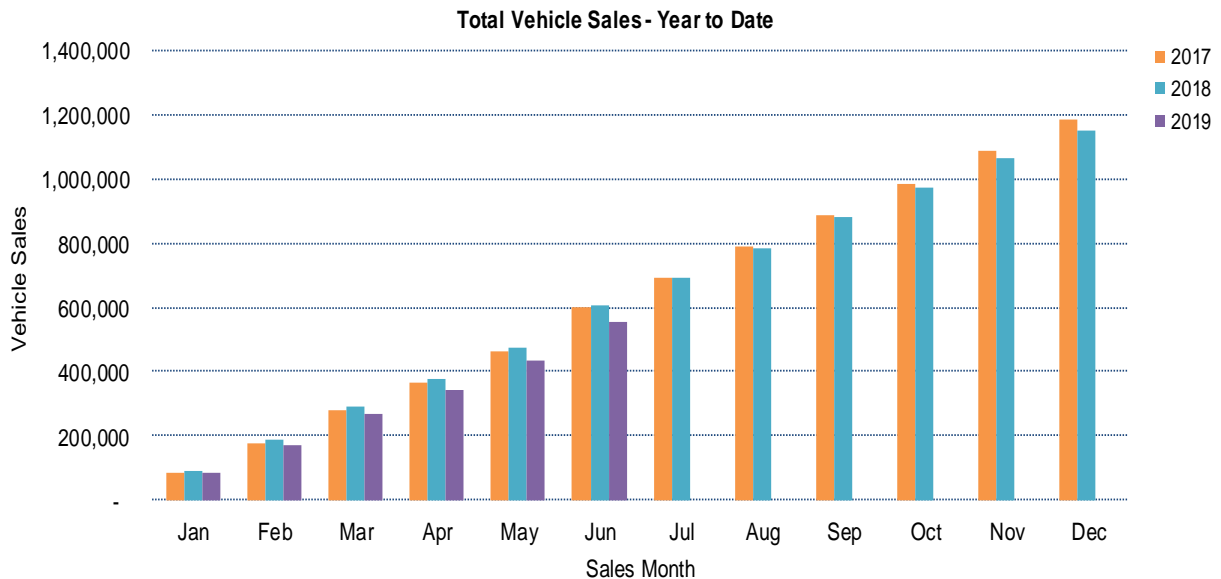
**Top 10 individual models (by sales volume):**

Rank	Vehicle	Jun-19	Jun-18	% diff
1.	Toyota Hi-Lux	5396	5787	-6.8%
2.	Ford Ranger	4851	4768	1.7%
3.	Hyundai i30	3343	3547	-5.8%
4.	Toyota Corolla	3137	3780	-17.0%
5.	Mazda CX-5	2911	3136	-7.2%
6.	Kia Cerato	2832	2485	14.0%
7.	Mitsubishi Triton	2695	3919	-31.2%
8.	Mazda3	2533	3327	-23.9%
9.	Toyota RAV4	2449	2690	-9.0%
10.	Toyota Landcruiser	2360	2558	-7.7%

**State/Territory results (by sales volume):**

State/Territory	Jun-19	Jun-18	% diff
AUSTRALIAN CAPITAL TERRITORY	1,712	1,932	-11.4
NEW SOUTH WALES	37,811	42,361	-10.7
NORTHERN TERRITORY	882	1,286	-31.4
QUEENSLAND	25,100	28,272	-11.2
SOUTH AUSTRALIA	6,953	7,662	-9.3
TASMANIA	2,013	2,012	0.0
VICTORIA	33,924	36,695	-7.6
WESTERN AUSTRALIA	9,422	10,080	-6.5
<b>Total</b>	<b>117,817</b>	<b>130,300</b>	<b>-9.6</b>

**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](http://www.fcail.com.au)