

MEDIA RELEASE



5 June 2019

**FEDERAL CHAMBER
OF AUTOMOTIVE
INDUSTRIES**

ABN 53 008 550 347

EMBARGOED UNTIL 12 NOON, 5 JUNE 2019

FCAI releases May 2019 new vehicle sales figures

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New vehicle sales for the month of May 2019 were announced today by the peak body of the Australian automotive industry, the Federal Chamber of Automotive Industries (FCAI).

On a monthly basis, sales totalled 92,561 new vehicles, a decrease of 8.1 per cent on the same month in 2018. Year to date new vehicle sales totalled 436,649, down from 475,222 for the same period in 2018 and again representing a decrease of 8.1 per cent.

Tony Weber, chief executive of the FCAI, said the May results followed the trend in the first quarter of the year in the automotive market.

"The Australian market has seen the same trend throughout 2019, resulting in an overall decrease of around eight per cent for the first five months of the year.

"We have attributed this trend to known market factors such as an economic downturn, drought, political events, the tightening of financial lending and lack of confidence in the market.

"Now that the Federal election has been finalised, we are optimistic that the market will improve over the next few months," Mr Weber said.

The market leader in May was Toyota, with 18,820 sales, followed by Mazda with 8,578 sales, Hyundai which recorded 8,106 sales, Ford 5,788 and Kia 5,533.

The two top selling vehicles for the month were Light Commercial vehicles the Toyota Hi-Lux (4,206 sales) and the Ford Ranger (3,972 sales). In third place was the popular medium SUV, the Toyota RAV4 (2,917 sales) and in fourth place was the month's best-selling small car, the Hyundai i30 (2,901 sales).

SUVs continued their first-place sales performance, with 40,937 sales during May, Passenger vehicles with 28,890 sales, and Light Commercial Vehicles with 19,178 vehicle sales.

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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	0	0	0	0	0	0	0	136,906
SUV	35,940	37,292	45,660	33,190	40,937	0	0	0	0	0	0	0	193,019
Light Commercial	15,809	19,831	21,488	15,601	19,178	0	0	0	0	0	0	0	91,907
Heavy Commercial	2,195	2,828	3,295	2,943	3,556	0	0	0	0	0	0	0	14,817
TOTAL	81,994	87,102	99,442	75,550	92,561								436,649

Key Points:

- The May 2019 market of 92,561 new vehicle sales is a decrease of 8,193 vehicle sales or -8.1% on May 2018 (100,754) vehicle sales. May 2019 (26.8) had the same number of selling days as May 2018 and this resulted in a decrease of 305.7 vehicle sales per day.
- The Passenger Vehicle Market is down by 3,896 vehicle sales (-11.9%) over the same month last year; the Sports Utility Market is down by 2,036 vehicle sales (-4.7%); the Light Commercial Market is down by 1,904 vehicle sales (-9.0%); and the Heavy Commercial Vehicle Market is down by 357 vehicle sales (-9.1%) versus April 2018.
- Toyota was market leader in May, followed by Mazda and Hyundai. Toyota led Mazda with a margin of 10,242 vehicle sales and 11 market share points.

SALES RESULTS

Source: VFACTS

Report for the Month of		Year to Date		Year to Date		Month	
May 2019 YTD		May-19		May-18		May-19	
Standings	Marque	Volume	Share	Volume	Share	Volume	Share
1	▼ Toyota	83,573	19.1%	88,683	18.7%	18,820	20.3%
2	▼ Mazda	44,565	10.2%	46,875	9.9%	8,578	9.3%
3	▲ Mitsubishi	35,136	8.0%	33,639	7.1%	5,120	5.5%
4	▼ Hyundai	34,940	8.0%	39,507	8.3%	8,106	8.8%
5	▼ Ford	26,850	6.1%	28,951	6.1%	5,788	6.3%
6	▲ Kia	24,864	5.7%	24,281	5.1%	5,533	6.0%
7	▼ Volkswagen	20,391	4.7%	23,135	4.9%	4,520	4.9%
8	▼ Nissan	19,836	4.5%	23,123	4.9%	3,970	4.3%
9	▼ Holden	19,700	4.5%	25,229	5.3%	4,392	4.7%
10	▼ Honda	18,569	4.3%	22,288	4.7%	3,697	4.0%

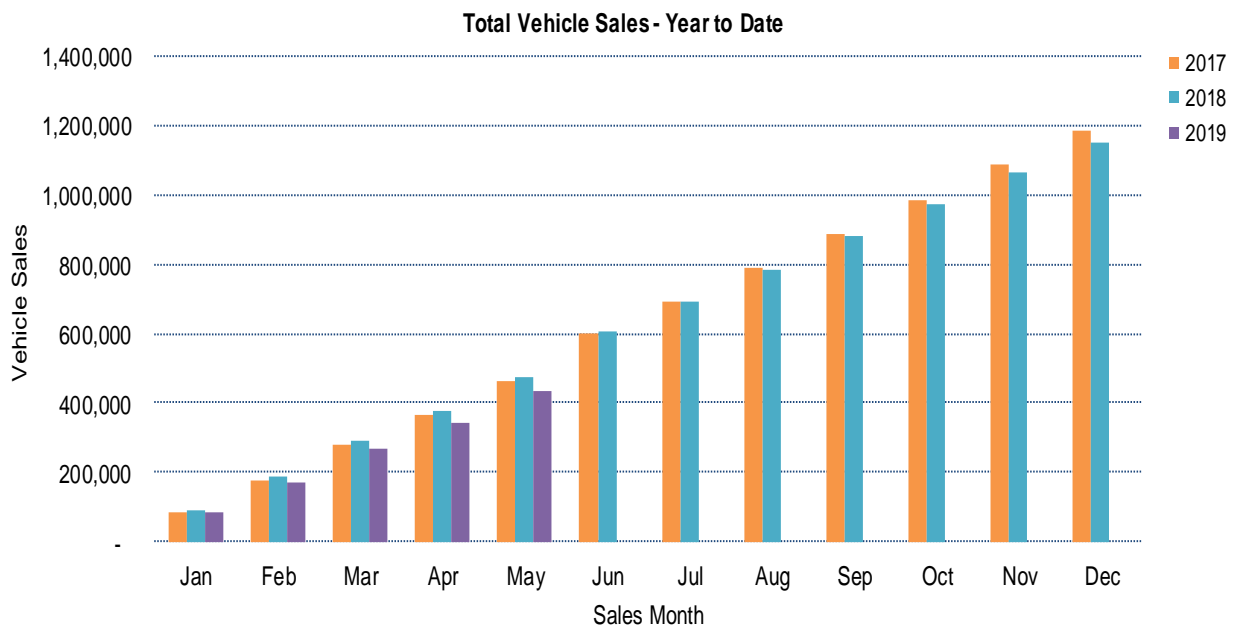
Top 10 individual models (by sales volume):

Rank	Vehicle	May-19	May-18	% diff
1.	Toyota Hi-Lux	4206	4385	-4.1%
2.	Ford Ranger	3972	3674	8.1%
3.	Toyota RAV4	2917	2063	41.4%
4.	Hyundai i30	2901	2779	4.4%
5.	Toyota Corolla	2467	3120	-20.9%
6.	Mazda3	2359	2586	-8.8%
7.	Toyota Landcruiser	2301	2396	-4.0%
8.	Mazda CX-5	2100	2382	-11.8%
9.	Kia Cerato	2024	1843	9.8%
10.	Toyota Prado	1776	1712	3.7%

State/Territory results (by sales volume):

State/Territory	May-19	May-18	% diff
AUSTRALIAN CAPITAL TERRITORY	1,448	1,568	-7.7
NEW SOUTH WALES	29,654	32,523	-8.8
NORTHERN TERRITORY	948	1,188	-20.2
QUEENSLAND	19,158	21,143	-9.4
SOUTH AUSTRALIA	5,626	6,087	-7.6
TASMANIA	1,747	1,657	5.4
VICTORIA	26,136	28,104	-7.0
WESTERN AUSTRALIA	7,844	8,484	-7.5
Total	92,561	100,754	-8.1

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