

MEDIA RELEASE



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**FEDERAL CHAMBER
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Aussies' preferred vehicles are small, sporty and diesel

Growth in sales of small Sports Utility Vehicles (SUVs) is rapidly outpacing larger SUV models in 2012 according to the official VFACTS data released today by the Federal Chamber of Automotive Industries (FCAI).

While sales of SUVs in all categories have grown 31.9 per cent overall (42,802 to 177,100 units) compared with the same period in 2011, sales of the small SUV segment have grown 61.6 per cent (13,642 units).

Overall sales growth for SUVs is being driven by private and non-private customers, both of which are showing a trend toward diesel-powered models. There was 59.9 per cent growth in private purchases, and 36.3 per cent in non-private purchases of diesel SUVs compared with the same seven months in 2011. SUVs now make up 27.9 per cent of new vehicle sales year to date, compared with 23.3 per cent at this time in 2011. Passenger vehicles still represent 51.9 per cent of new vehicle sales.

Overall, 634,495 vehicles (cars, SUVs, light commercials and trucks) have been sold since the beginning of 2012. This is a 9.9 per cent increase (57,268 vehicles) on sales for the first seven months of 2011. July sales increased in every state and territory compared with the previous July, although Tasmanian sales are down 6.2 per cent on a year to date basis.

On a month to month basis, 86,641 vehicles were sold in July 2012, an increase of 7.0 per cent (or 5,650 vehicles) compared to July 2011.

Compared with the first seven months of 2011, private purchases of vehicles have increased by 11.3 per cent but government purchases have decreased 7.7 per cent.

Sales of locally manufactured vehicles are still strong, with nearly 80,000 sold for the year to date, up 4.1 per cent from just over 76,000 this time last year.

For the fourth month in a row, the popular Mazda3 (3,355) was outsold by the Toyota HiLux with 4,163 sales, followed by the Toyota Corolla (2,985), the Holden Commodore (2,399) and the Nissan Navara (2,164).

Toyota was the best performing brand overall in June selling 17,780 vehicles, followed by Holden with 8,936 and then Mazda with 7,951.

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VFACTS monthly auto sales data is available at 12 noon on the 3rd working day after the end of every month at www.fcai.com.au

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