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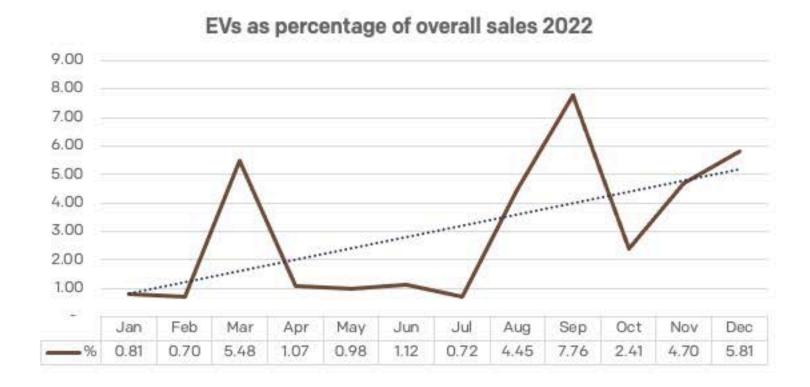
GLOSSARY

Term	Definition
Business	A buyer type who has purchased a vehicle for business use.
Buyer type	The terms used to categorise the type of vehicle purchase.
Country of origin	The country in which the vehicle was assembled/manufactured and/or the country from which the vehicle was shipped to Australia.
Diesel	A type of fossil fuel meeting the Australian Government's Fuel Quality Standard (Automotive Diesel) determination.
Electric Vehicle (EV)	A battery electric vehicle or an electrically propelled vehicle with only a traction battery as the power source for vehicle propulsion.
Fuel Type	The source of power or fuel which drives the vehicle.
Government	A buyer type who has purchased a vehicle for local, state or federal government use.
Heavy Commercial	A motor vehicle constructed primarily for the carriage of goods and with a 'Gross Vehicle Mass' exceeding 3.5 tonnes.
Hybrid	A Hybrid Electric Vehicle (HEV) with both a RESS and a fuelled power source for propulsion.
Hydrogen	A fuel cell vehicle (FCV) is an electrically propelled vehicle with a fuel cell system as power source for vehicle propulsion
Internal Combustion Engine (ICE)	Motive power generated by the combustion of fossil fuel with air inside the engine, the hot gases produced being used to drive a piston or do other work as they expand.
Light Commercial	A motor vehicle constructed primarily for the carriage of goods with a 'Gross Vehicle Mass' not exceeding 3.5 tonne.
Passenger	A passenger vehicle, having up to 9 seating positions, including that of the driver.
Petrol	A type of fossil fuel meeting the Australian Government's Fuel Quality Standards (Petrol) determination.
Plug-in-hybrid electric vehicle (PHEV)	An externally chargeable hybrid electric vehicle with RESS that is intended to be charged from an external electric source.
Private	A buyer type who has purchased a vehicle for private use.
Regenerative braking	A braking method which converts kinetic energy into electric energy for charging of a RESS.
Rental	A buyer type who has purchased the vehicle for use in rental fleets.
RESS	A rechargeable energy storage system.
Segment	The terms used to categorize vehicle sales for example Passenger, SUV, light commercial.
Sports Utility Vehicle (SUV)	Vehicles which are generally 2/4 door wagon body style with elevated ride height.
Zero and low emission vehicles (ZLEV)	Vehicles that emit zero or low emissions by means of an electric, hydrogen or plug-in-electric hybrid propulsion system.

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NATIONAL EV ADOPTION

Source: VFACTS

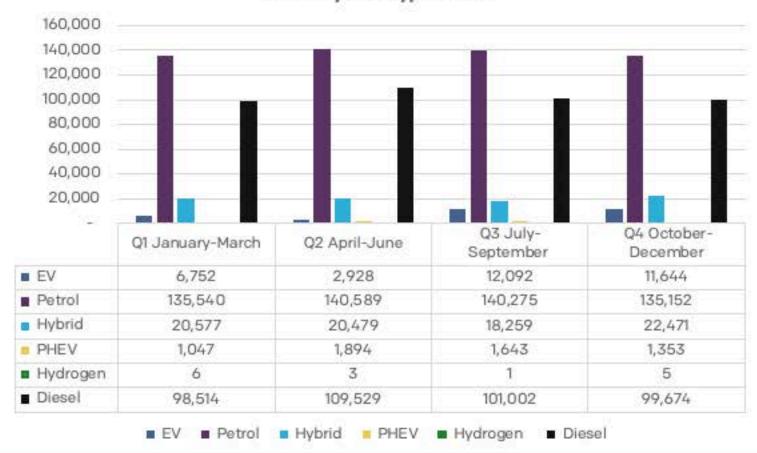


The growth of EV sales continues throughout 2022 as more models became available from an increasing range of brands. This growth has been achieved in spite of production challenges primary resulting from the COVID pandemic which included shortages of microprocessors, plant closures and logistics issues.

NATIONAL SALES BY FUEL TYPE

Source: VFACTS

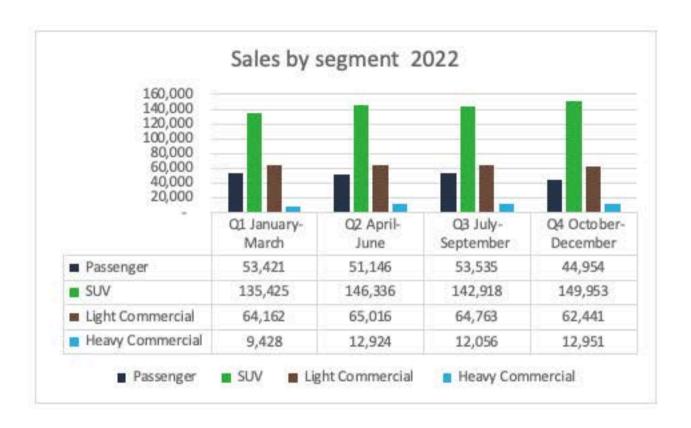




Petrol and diesel continued to be the most dominant source of fuel for new cars sold in Australia during 2022, accounting for more than 86 per cent of sales. Zero and low emission vehicles continue to grow, with battery electric, hybrid, plug in hybrid and hydrogen making up the remaining 14 per cent of sales. The Q3 spike was caused by a large number of car carriers transporting electric vehicles arriving during this period. Hybrid vehicles are the most popular zero and low emission alternative to internal combustion (8 per cent) with battery electric (4.3%) and plug in hybrid electric vehicles (1 per cent) following.

NATIONAL SALES BY SEGMENT

Source: VFACTS



Australia is unique amongst automotive markets with an overwhelming preference for SUVs and light commercial vehicles. This trend, which began in the early 2000s, has continued throughout 2022. SUV and light commercials accounted for more than 75 per cent of new vehicles sold in 2022.

NATIONAL ELECTRIC VEHICLE SALES BY SEGMENT

Source: VFACTS



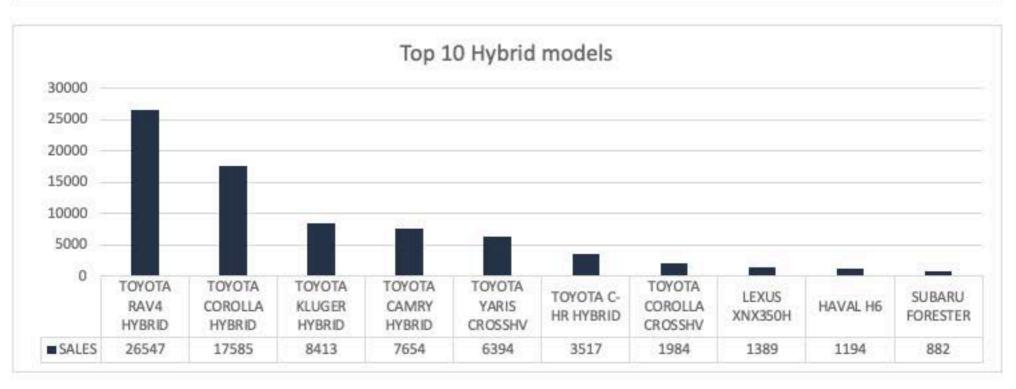
Electric vehicle sales have predominantly occurred within the passenger and SUV segments. This is consistent with other markets across the world. The availability of battery electric models within the market preferred light commercial and heavy commercial segments remains limited and is likely to remain that way throughout the current model cycles (7-10years) due to development and production challenges for larger EVs.

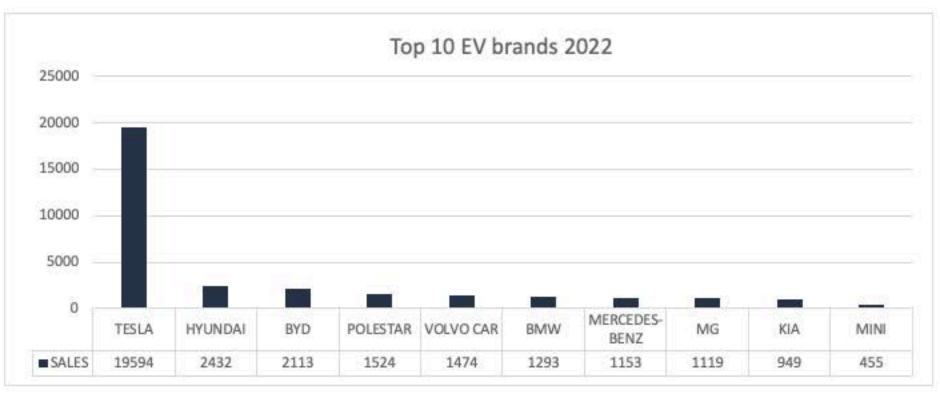
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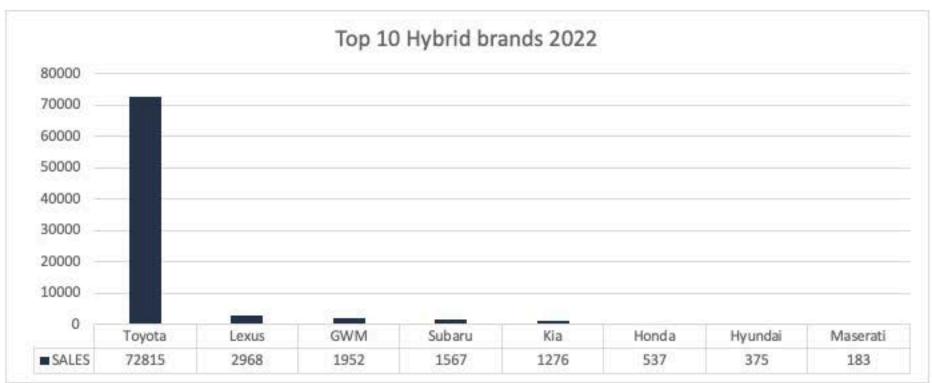
ZERO AND LOW EMISSION MODELS AND BRANDS

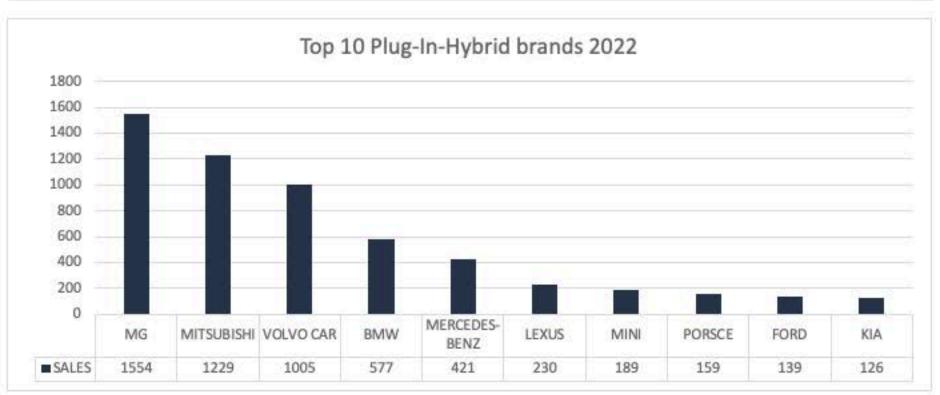




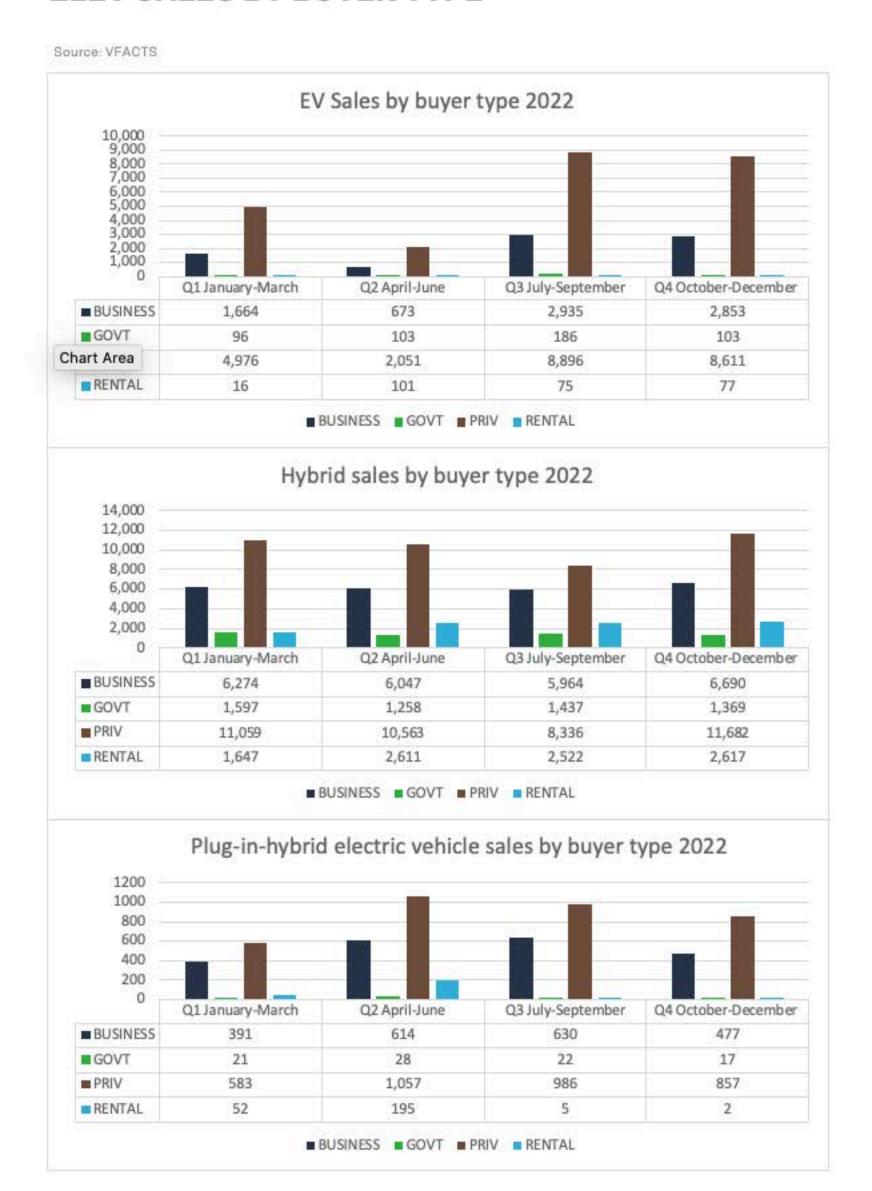




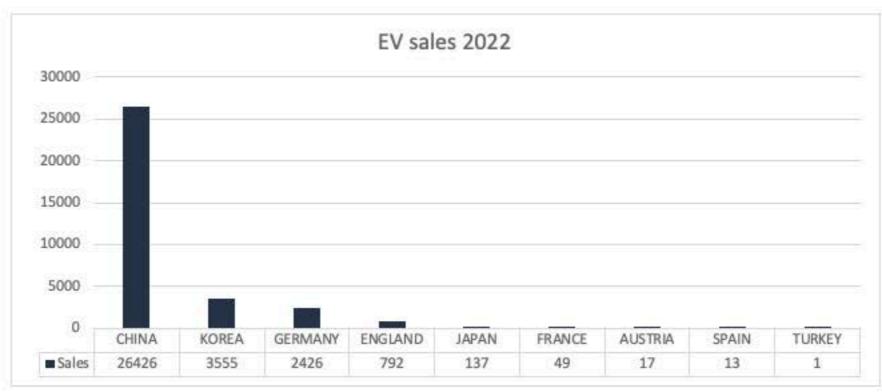


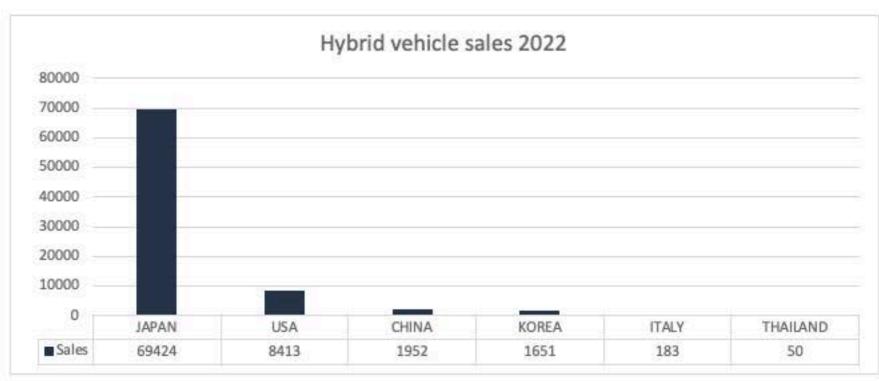


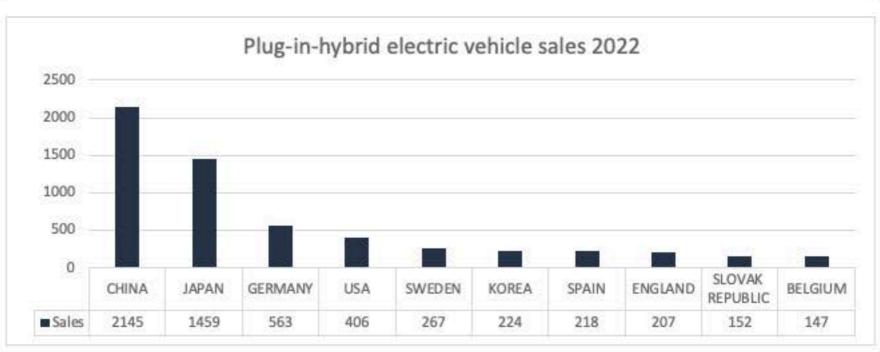
ZLEV SALES BY BUYER TYPE



COUNTRY OF ORIGIN





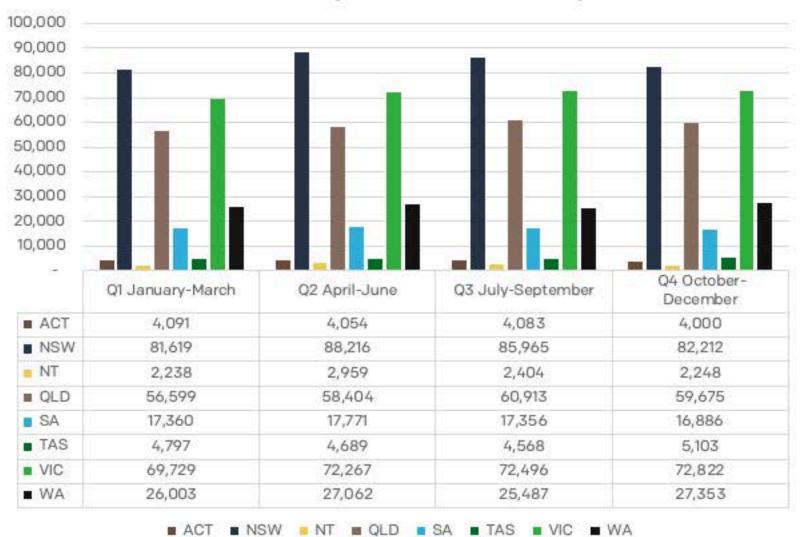




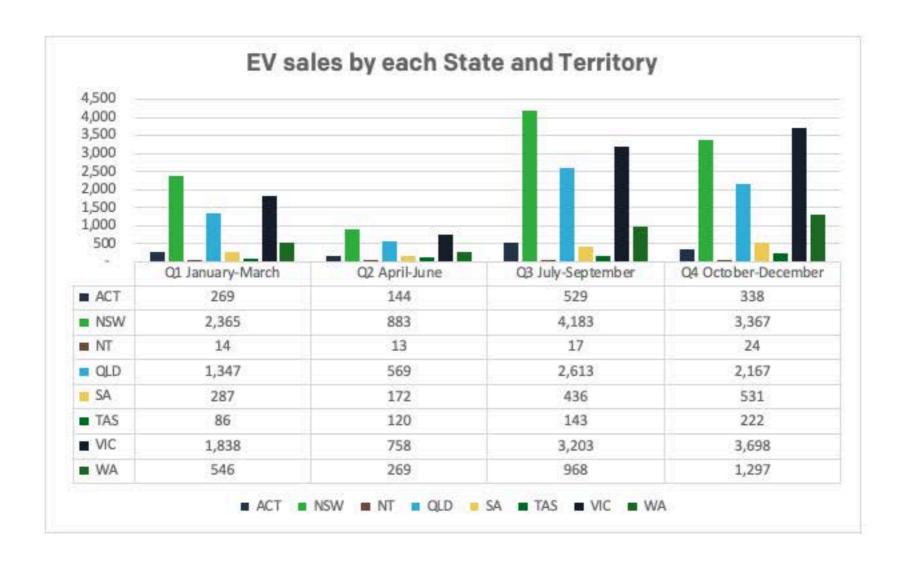
STATE & TERRITORY OVERVIEW

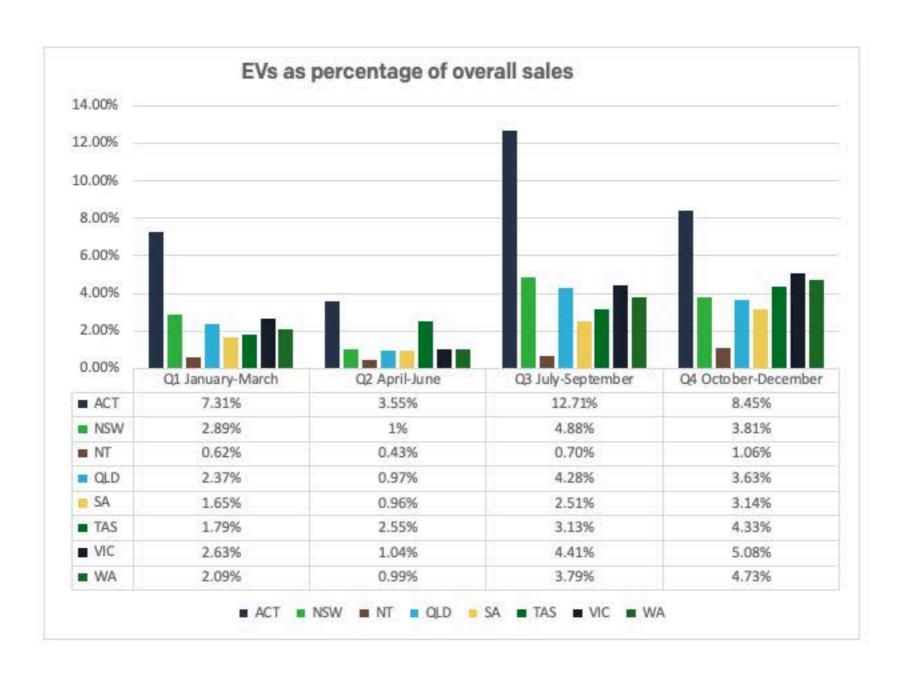
Source: VFACT

Total sales by each State and Territory



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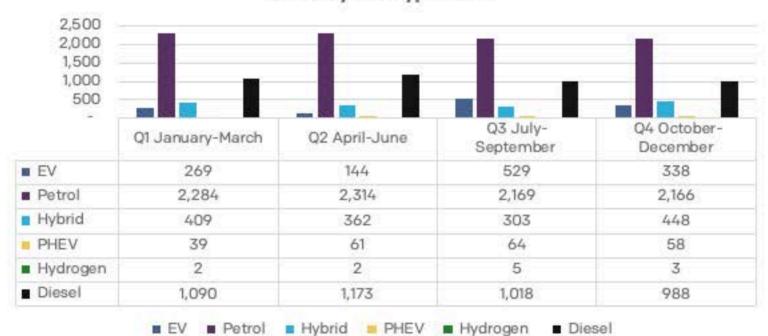
AUSTRALIAN CAPITAL TERRITORY SALES

Source: VFACTS

Sales by segment 2022



Sales by fuel type 2022



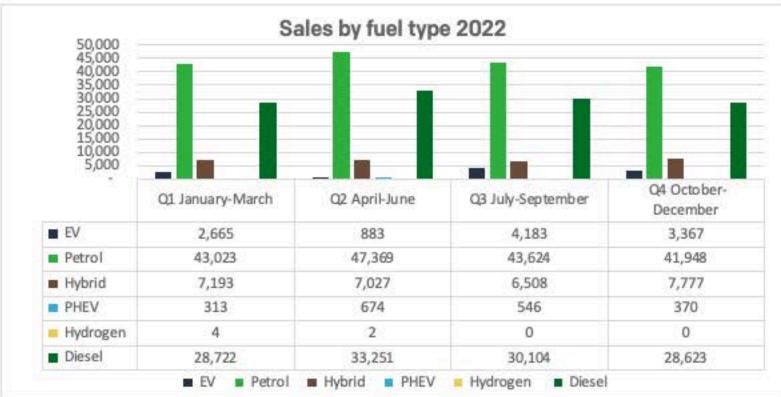
EV sales by segment



■ Passenger ■ SUV ■ Light Commercial ■ Heavy Commercial

NEW SOUTH WALES SALES

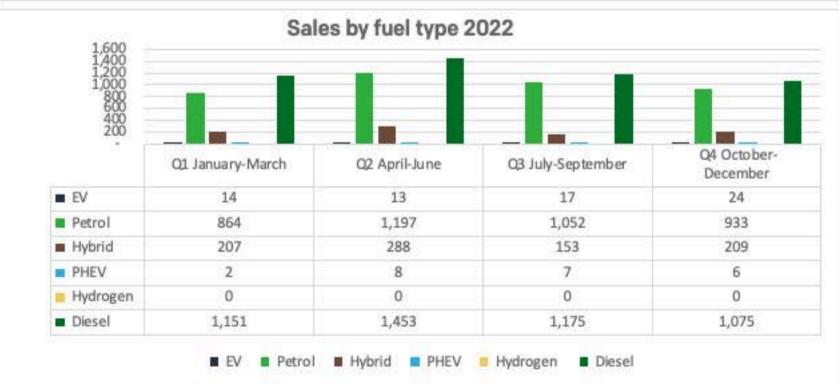






NORTHERN TERRITORY SALES

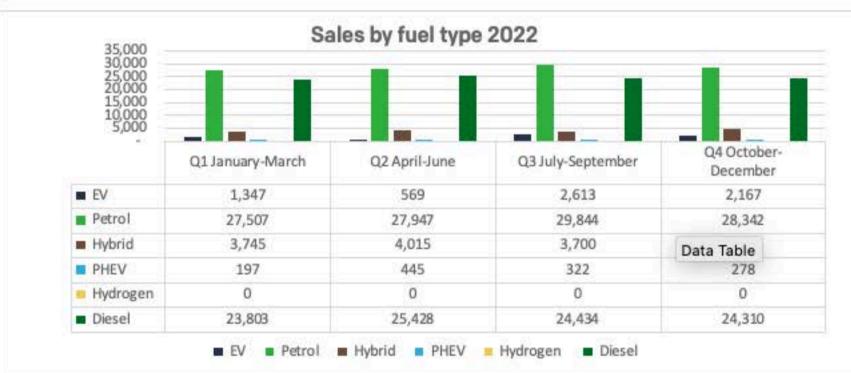






QUEENSLAND SALES

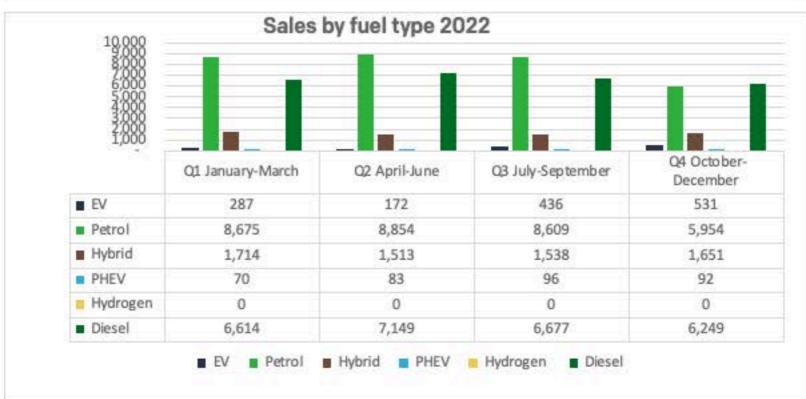






SOUTH AUSTRALIA SALES

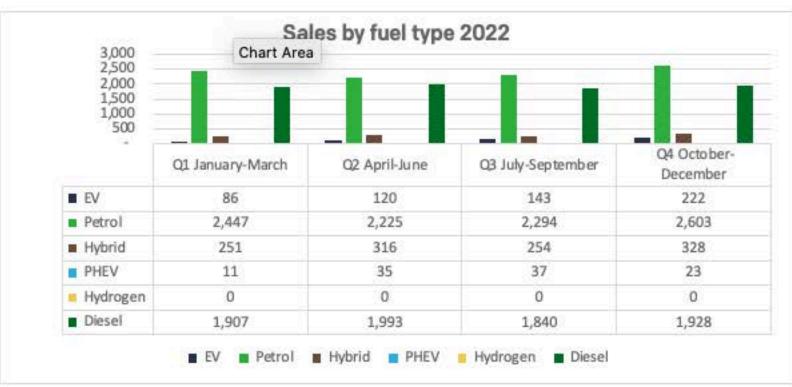






TASMANIA SALES

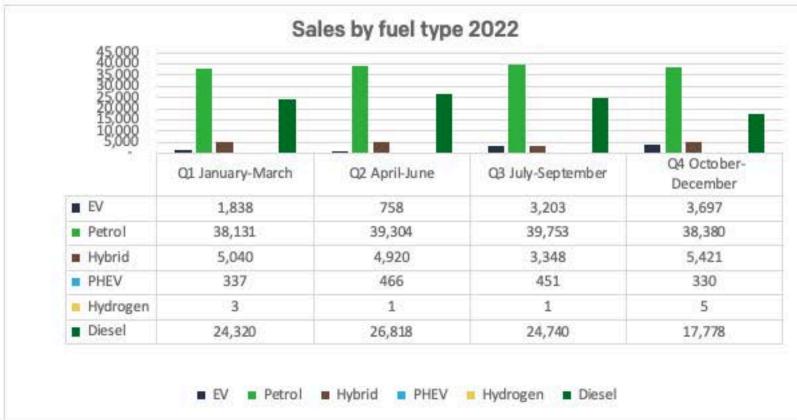






VICTORIAN SALES

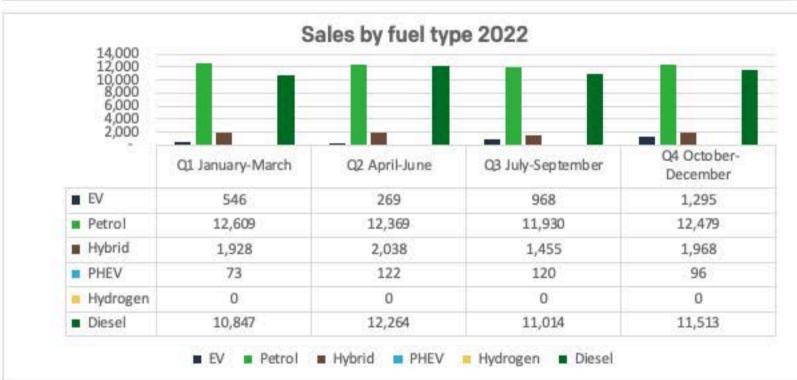






WESTERN AUSTRALIA SALES







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