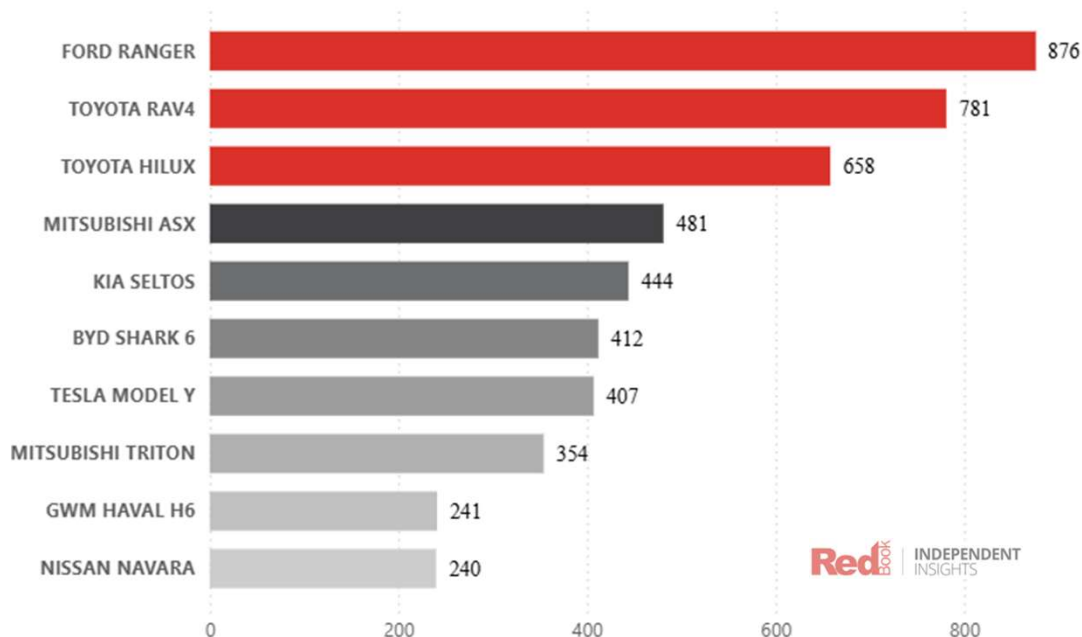


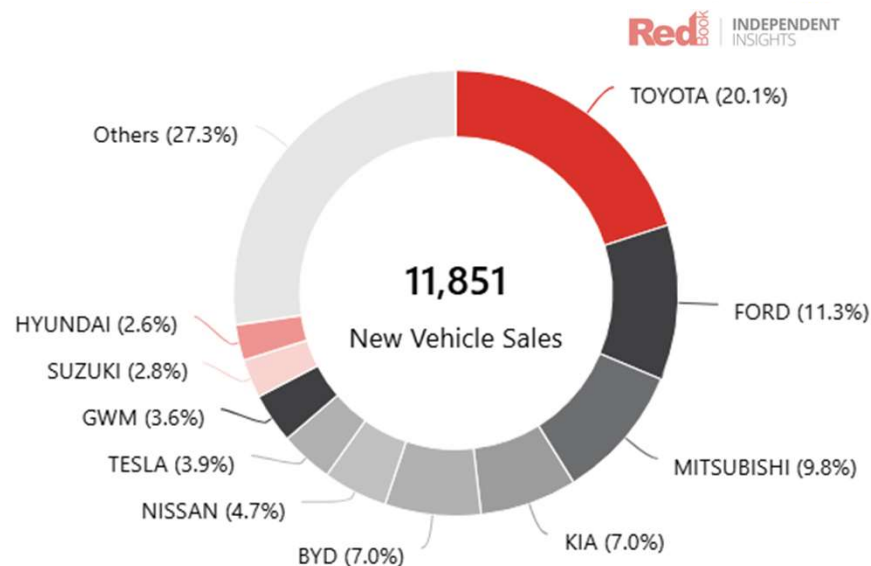
Jun 25

Top Sellers & Market Share

Top 10 Sellers - Jun 2025



Market Share by Brand (Top 10) - Jun 2025



Top Sellers

- 1.Ford Ranger Leads:** The Ford Ranger tops the chart with 876 units sold, leading the market.
- 2.Rentals Starting:** Nearly a quarter of the ASX registrations were into the rental market as stocks begin to ramp up.
- 3.BYD Shark 6 enters the Top 10** with 412 units sold.

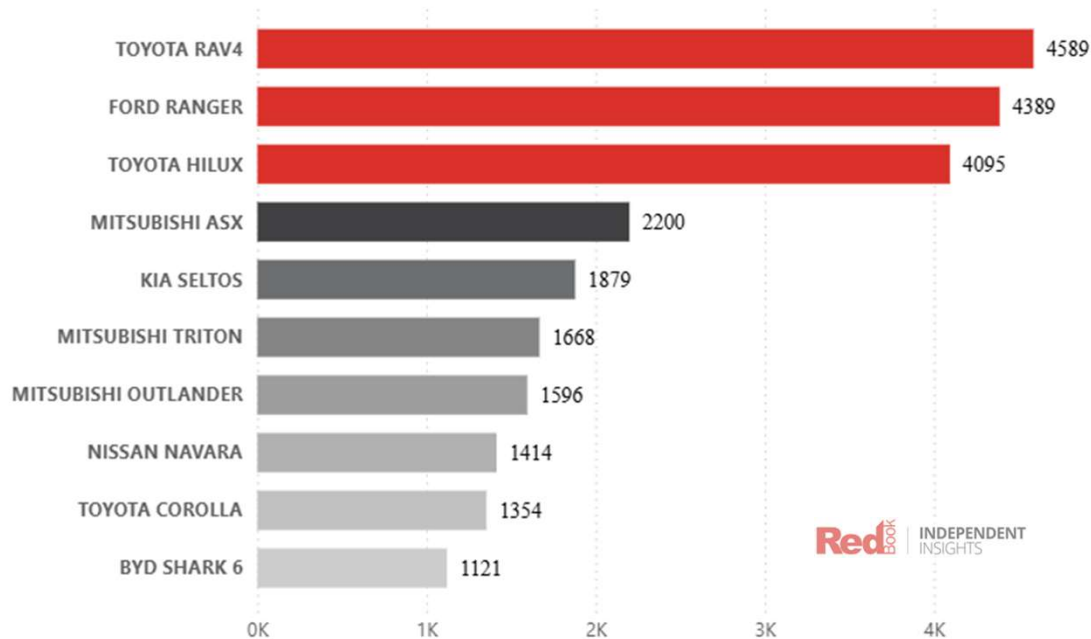
Market Share

- 1.Toyota Dominates:** Toyota continues to hold the largest market share at 20.1%.
- 2. Ford and Mitsubishi Compete:** Ford holds No.2 position with 11.3%, Mitsubishi follows with 9.8%.

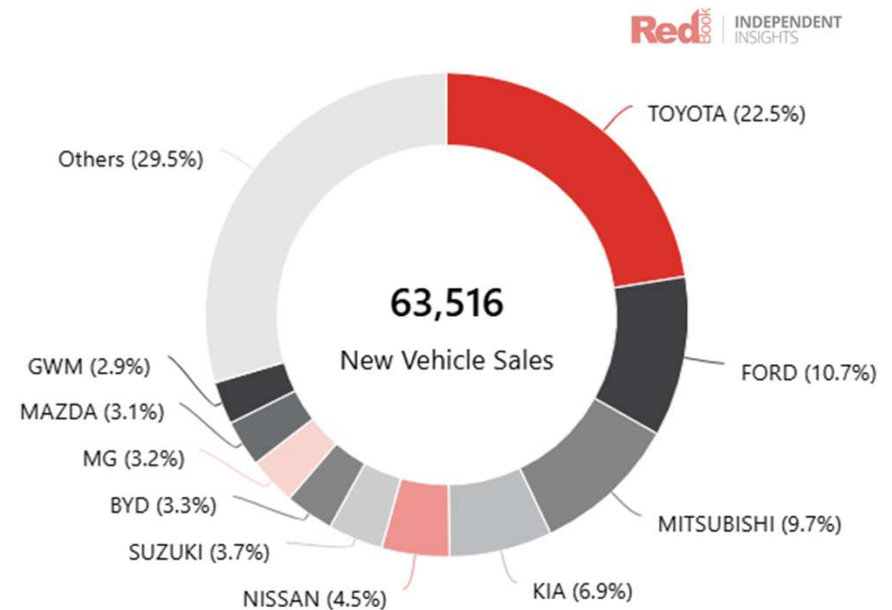
Jun 25

Top Sellers & Market Share

Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



Top Sellers

1.Utes Continue to Dominate: Five utes now in the top 10, with utes making up over 20% of new car registrations this year.

2.Toyota RAV4 Holds Strong: The Toyota RAV4 ranks No.1, showing strong performance.

Market Share

1.Toyota Dominates YTD: Toyota holds the largest market share at 22.5%, showing its continued dominance in the market.

2.Ford and Mitsubishi Compete: Ford has a 10.7% market share, while Mitsubishi holds 9.7%.

Jun 25

NZ New Car Sales Trend

Market Trend

1. Steady Growth from Previous Month

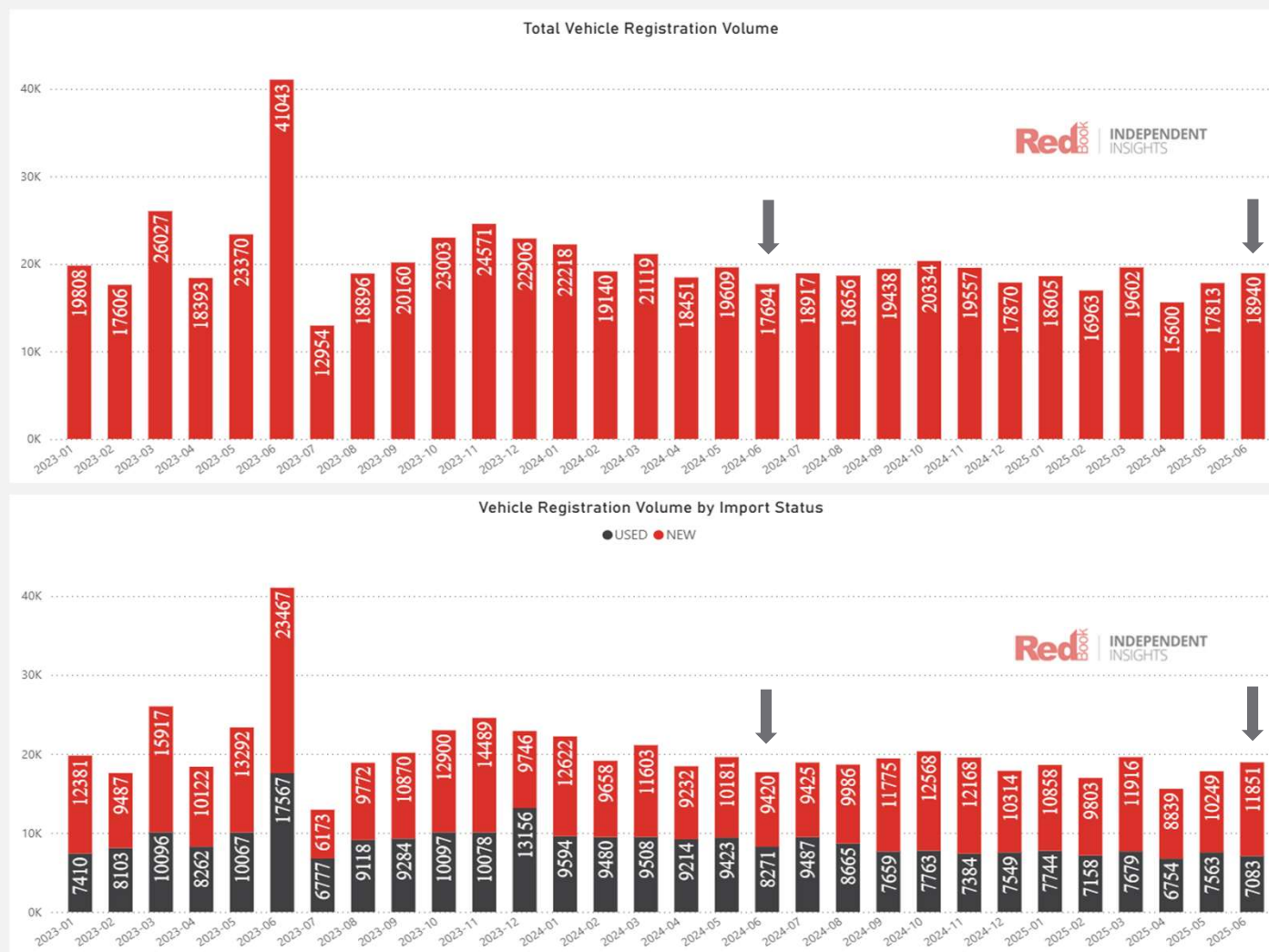
Total registrations rose by 6% compared to May 2025, with new registrations increasing by 16% and used registrations declining by 6%.

2. Significant YoY Growth in New Registrations –

New registrations increased by 26% compared to June 2024.

3. Used Registrations Down 14% YoY

Used registrations fell by 14% compared to June 2024, indicating a continued slowdown in the used vehicle market.

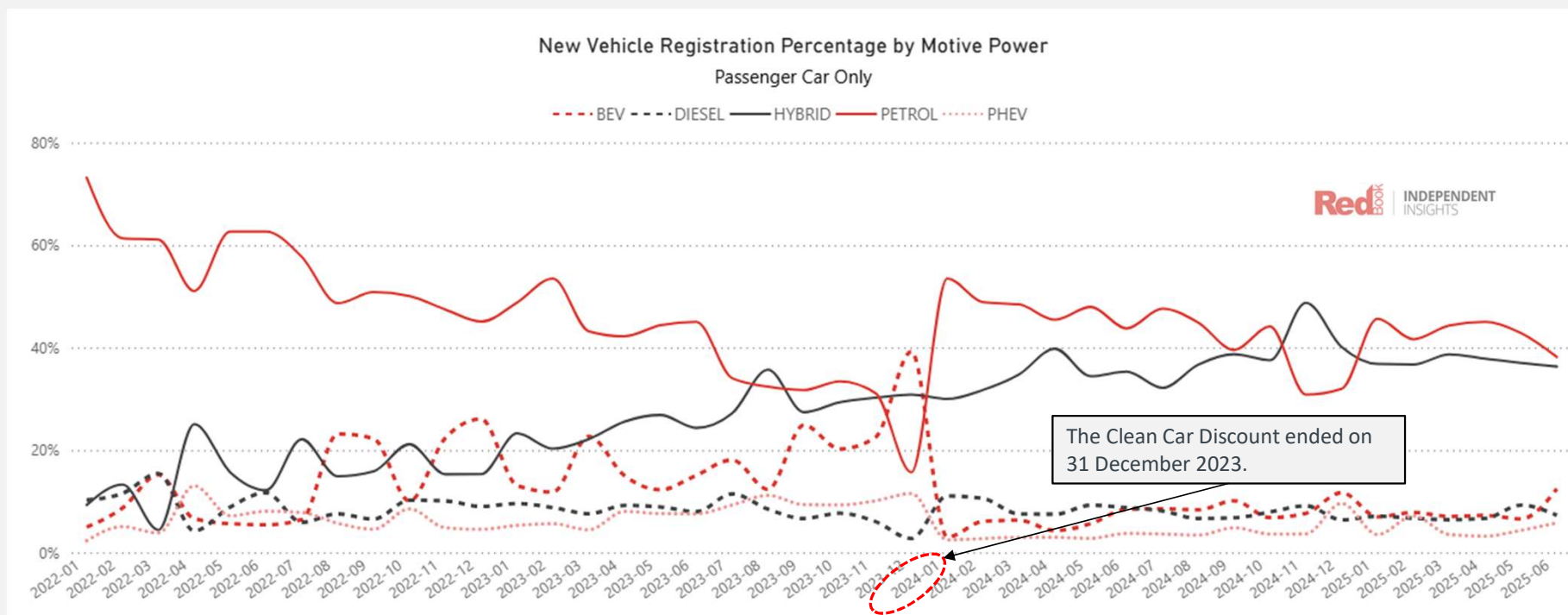


Jun 25

New Car Sales Trend by Motive Power

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Insights

1. Decline in Petrol and Hybrid Registrations Continues: The proportion of registrations for both petrol and hybrid vehicles continued to fall in June 2025.

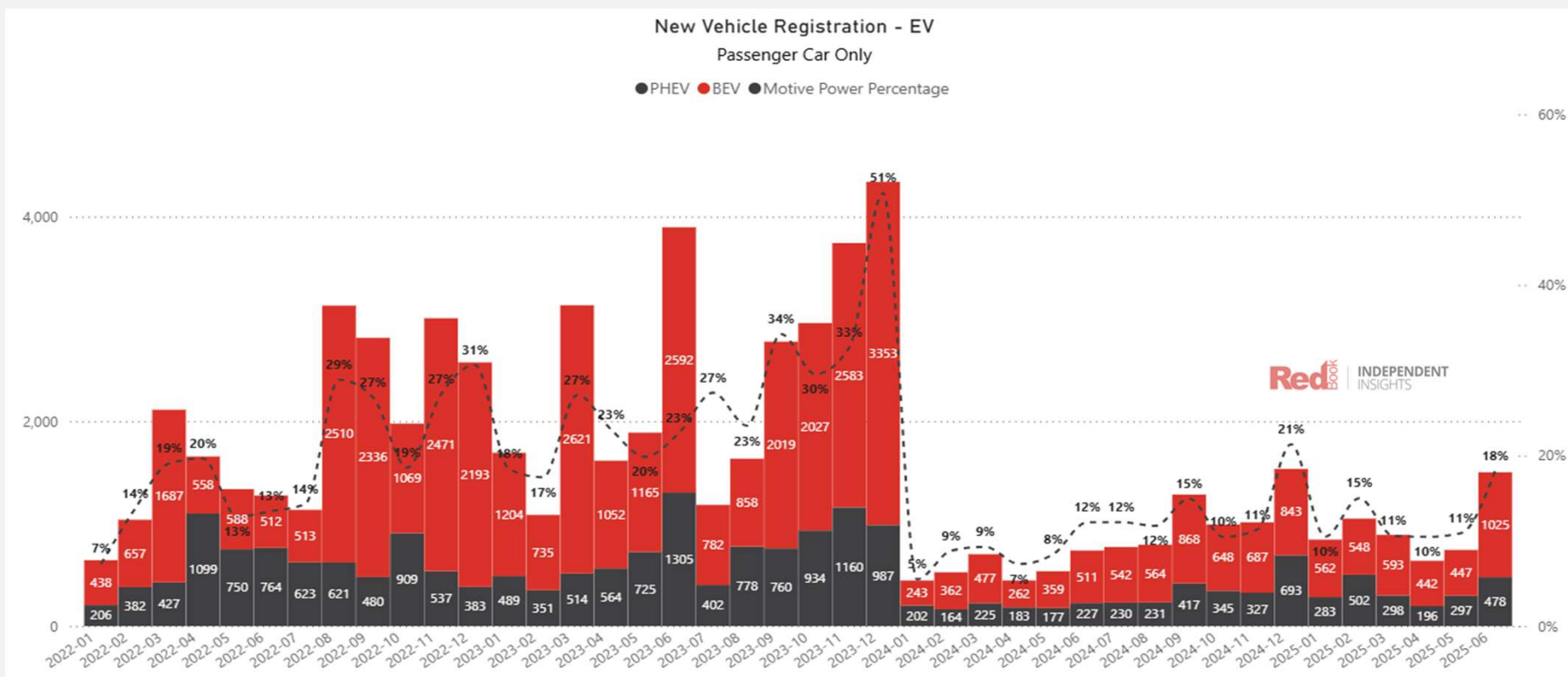
2. EV Registrations Continue to Rise: Both BEV and PHEV registrations increased in June, with overall EV volumes staying above the same period last year. The market continues to recover from the sharp decline following the end of the CCD in early 2024.

Jun 25

EV New Car Sales Percentage

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INSIGHTS



Insights

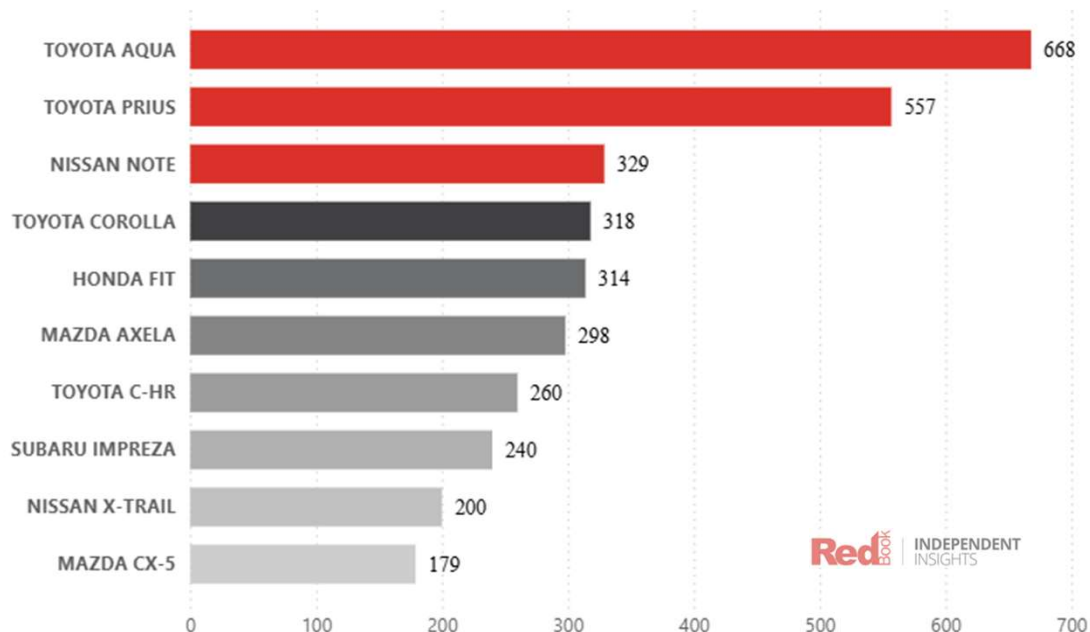
- EV Registrations Continue to Rise:** Both BEV and PHEV registrations increased in June, likely on the back of the release of the new Tesla Model Y. Overall EV volumes are above the same period last year.
- The Top-Selling Models** in June 2025 included the Tesla Model Y and Model 3, BYD Sealion 7, ATTO 3, and Dolphin, Kia EV5 and EV3, Toyota BZ4X, BMW i Series, Honda e:N1, the all-electric Mini Countryman, and the Polestar 2.

Jun 25

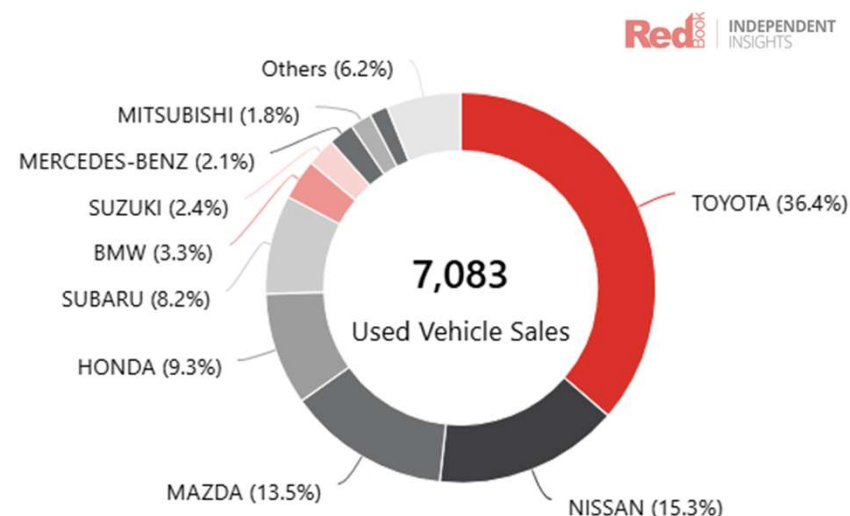
Used Car Top Sellers & Market Share

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INSIGHTS

Top 10 Sellers - Jun 2025



Market Share by Brand (Top 10) - Jun 2025



Top Sellers

- 1. Toyota's Prominence:** Toyota models, including the Aqua, Prius and Corolla, are among the most registered.
- 2. Hybrids Dominance:** Nearly half of the list above is made up of hybrids or low petrol usage vehicles.

Market Share

- 1. Hybrids Keep Ahead:** Toyota has a commanding lead over used car registrations due to their hybrid range of vehicles.
- 2. Leaders Remain:** Not a lot of change in the mix of cars coming in, just less of them.

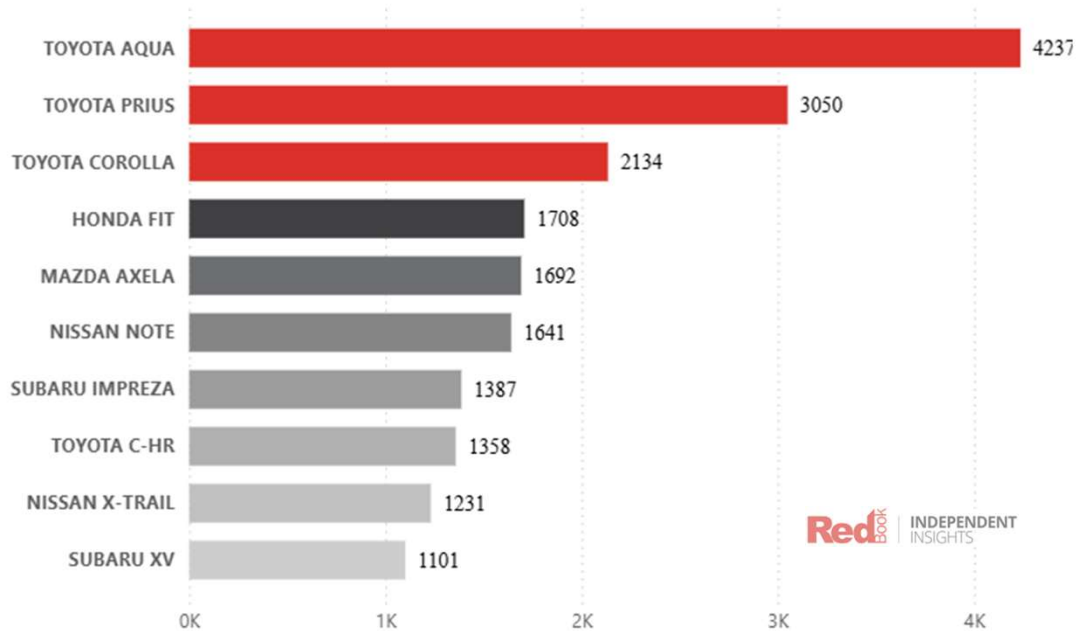
Jun 25

Used Car Top Sellers & Market Share

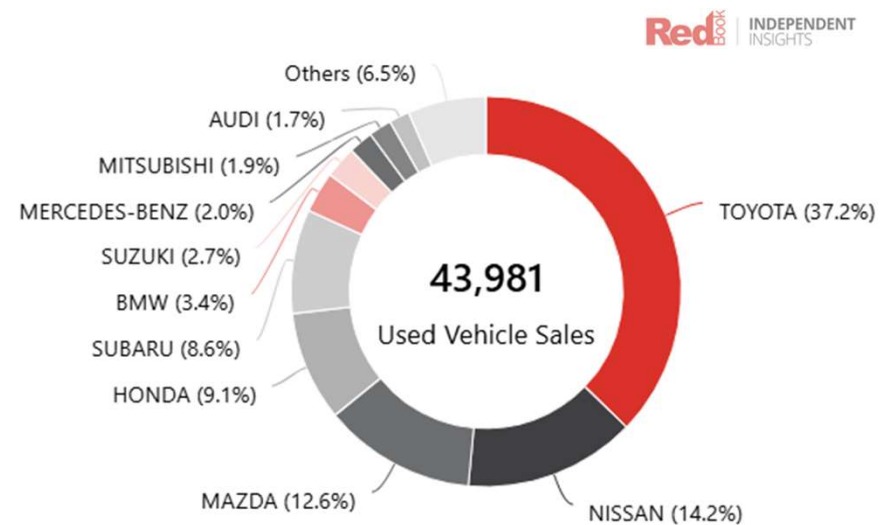
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Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



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Market Share

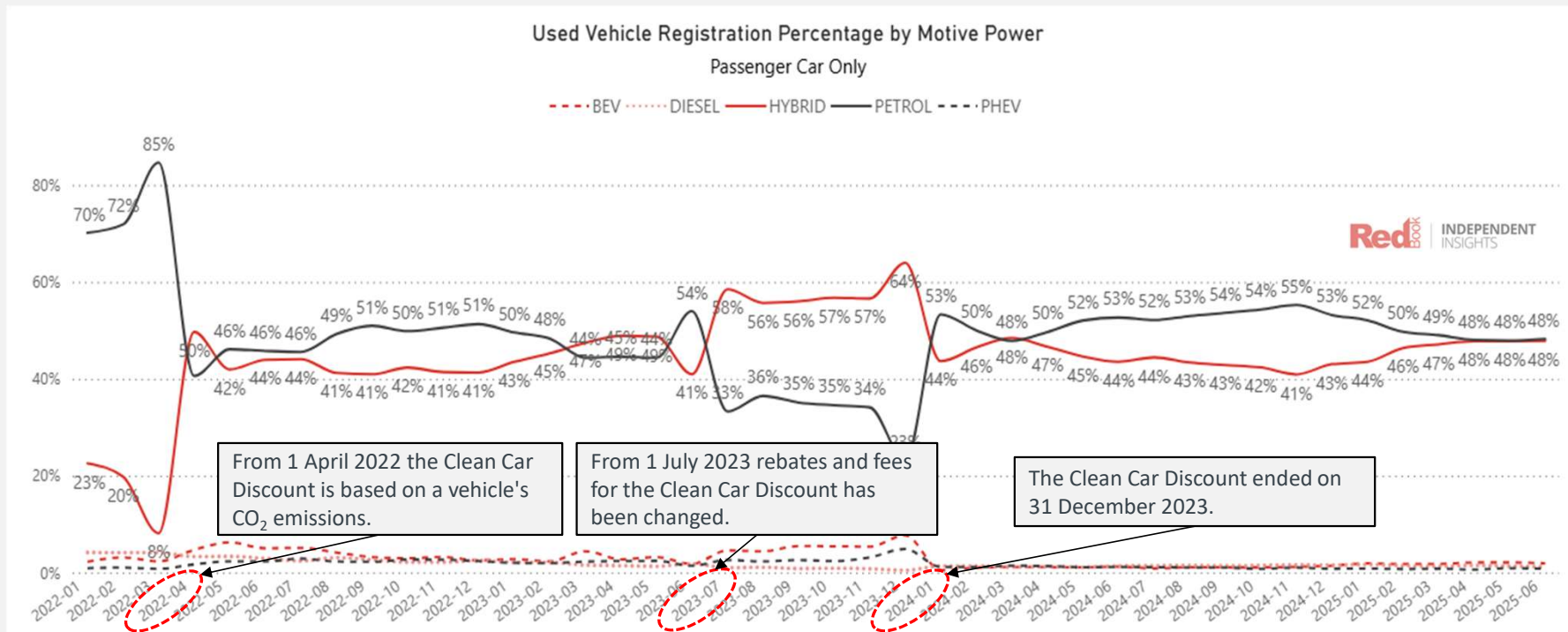
- 1. Toyota Dominates:** Toyota has a commanding lead with 37.2% of the used car registrations market.
- 2. Euro's small:** BMW, Mercedes-Benz, and Audi together account for just 7.1% of the market share, while Japanese brands dominate.

Jun 25

Used Car Sales Trend by Motive Power

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INSIGHTS



Insights

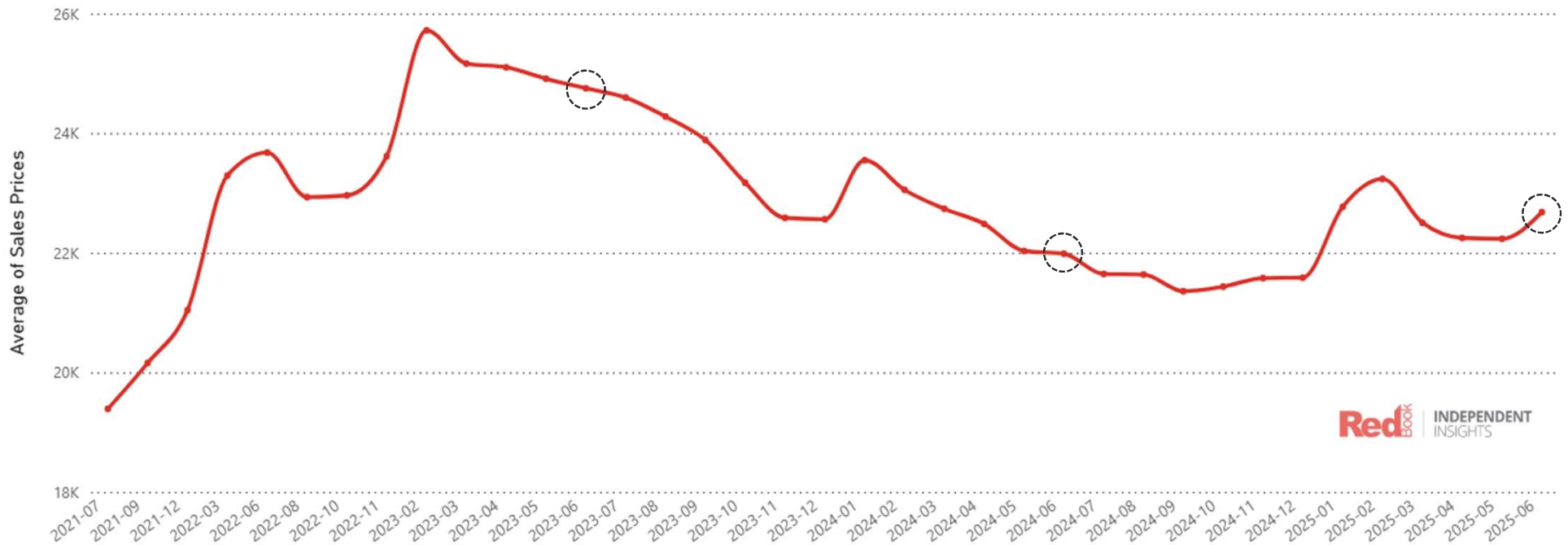
1. Petrol and Hybrid Registrations Reach Equal Share: As of June 2025, both petrol and hybrid vehicles each account for approximately 48% of total registrations. While the share of petrol vehicles has seen a slight decline compared to previous months, hybrid registrations have gradually recovered over the past five months.

2. BEV and PHEV Remain Limited: BEV and PHEV registrations continue to make up a small fraction of the total.

Jun 25

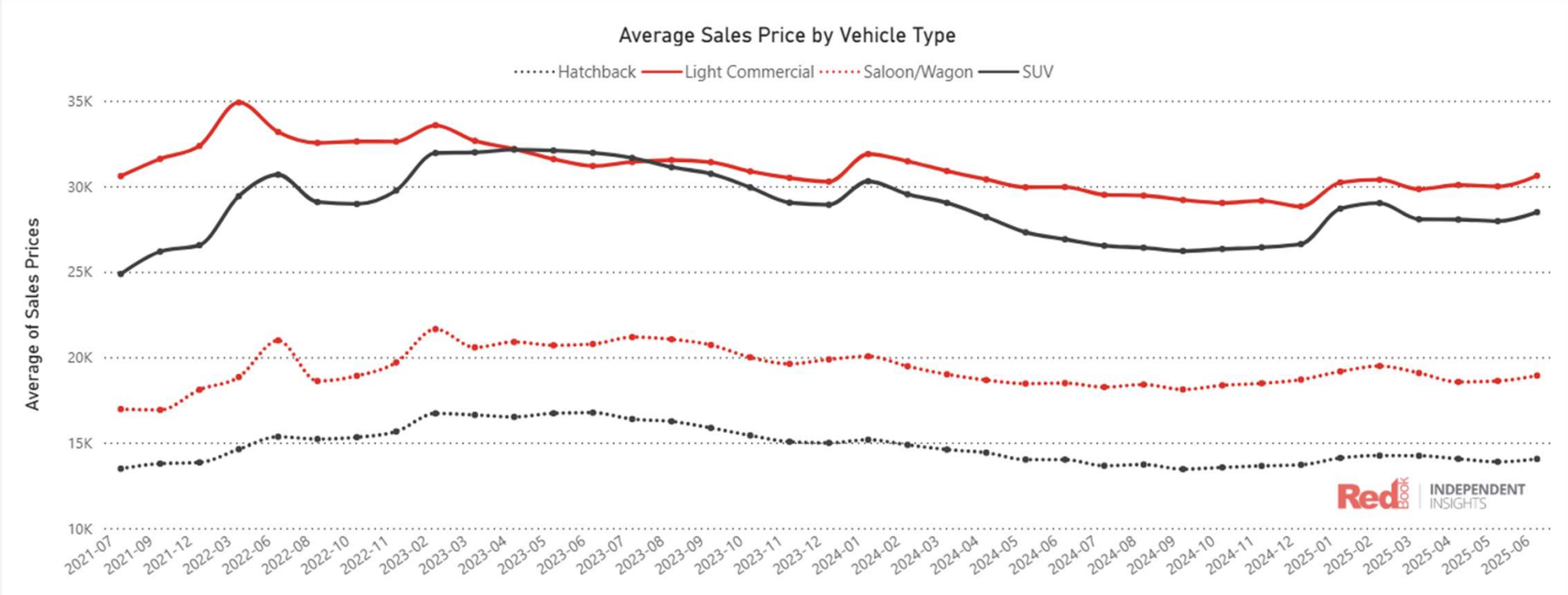
Used Vehicle Price Index

Average Sales Price



Price Index

1. Sale Prices Show Upward Shift: In June 2025, used car prices showed an increase compared to recent months. Prices were higher than the same period last year but remained significantly lower than in June 2023. This could be due to low supply with import numbers reducing.



Price Index

1. **Price Trends by Vehicle Type:** In June 2025, all vehicle prices showed an uptrend compared to recent months.