

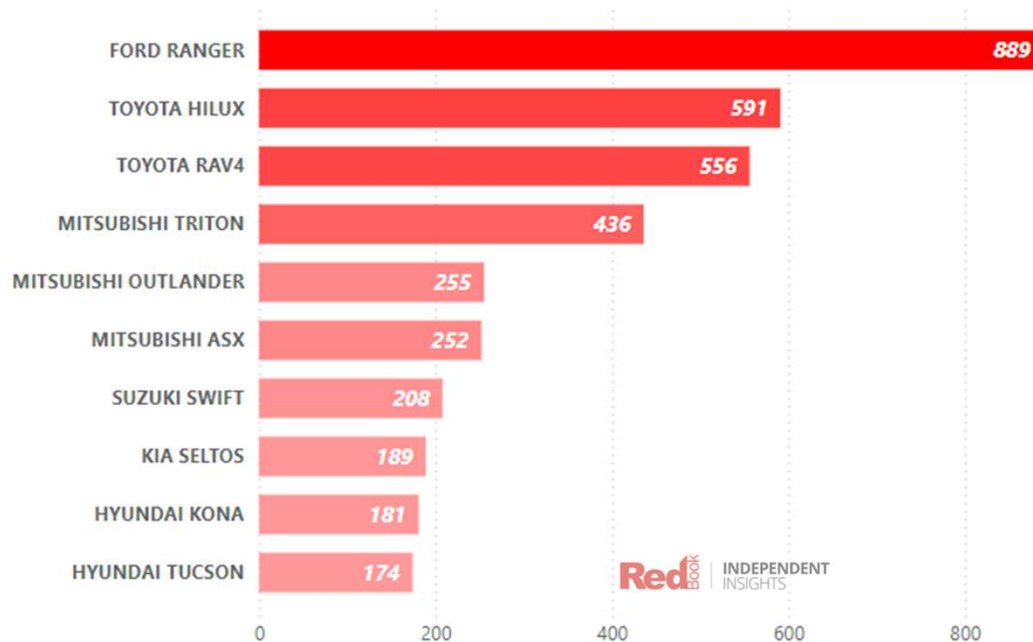
Jun 24

New Car Top Sellers & Market Share – Jun 24

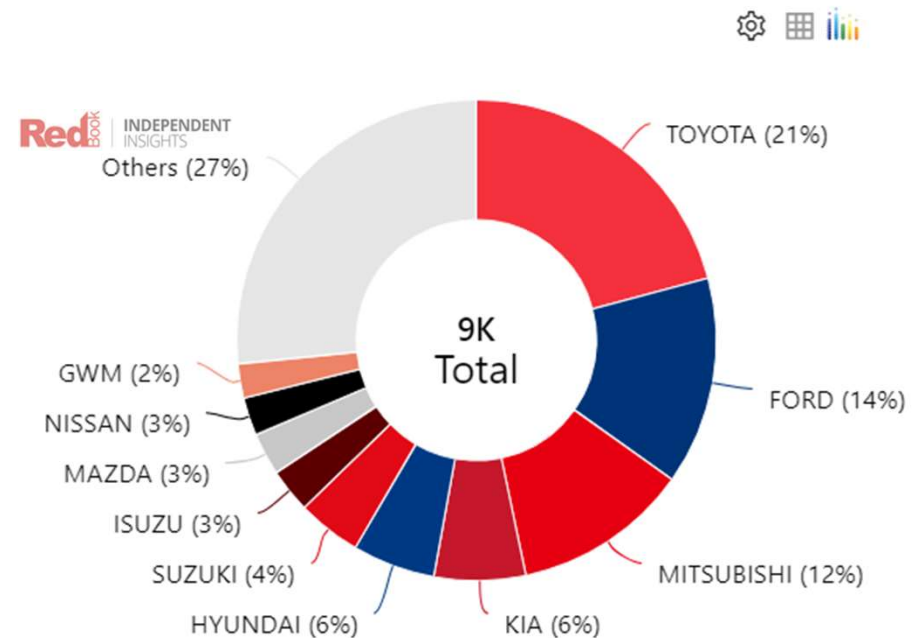
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Top 10 Sellers - Jun 2024



Market Share by Brand (Top 10) - Jun 2024



Top Sellers

- 1. Ranger dominates:** The Ford Ranger tops new vehicle registration stats.
- 2. Hyundai moves in:** to the Top 10 with Kona and Tucson while Hiace and MG ZS have moved out.

Market Share

- 1. Toyota drops again:** A 3% drop in market share over May 24, with dilution coming in from smaller, and newer brands.
- 2. Diverse competition:** Mitsubishi, Ford and Kia follow with 14%, 12%, and 6% respectively.

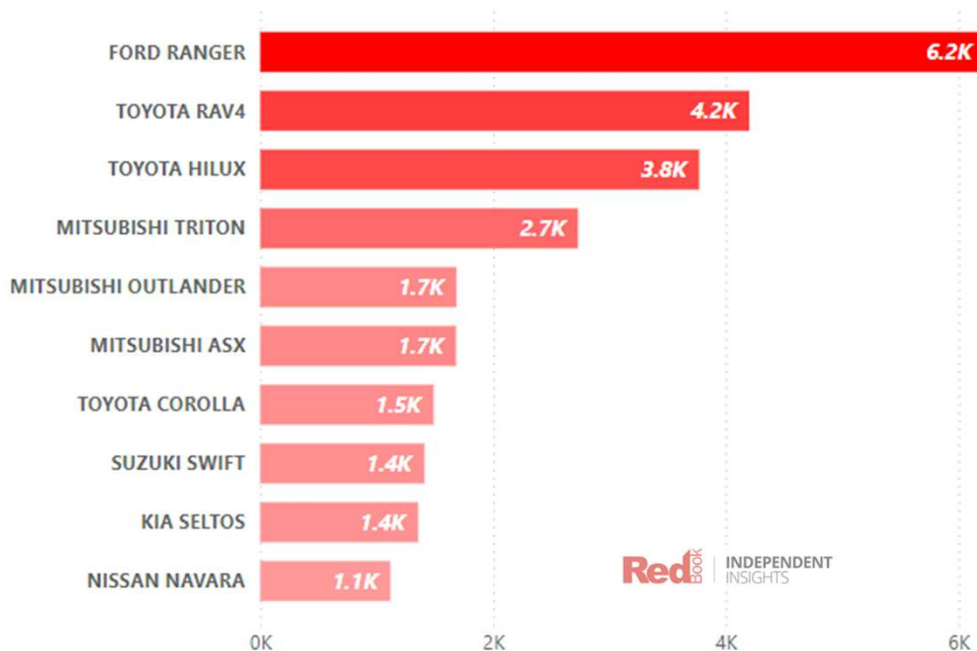
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New Car Top Sellers & Market Share – YTD

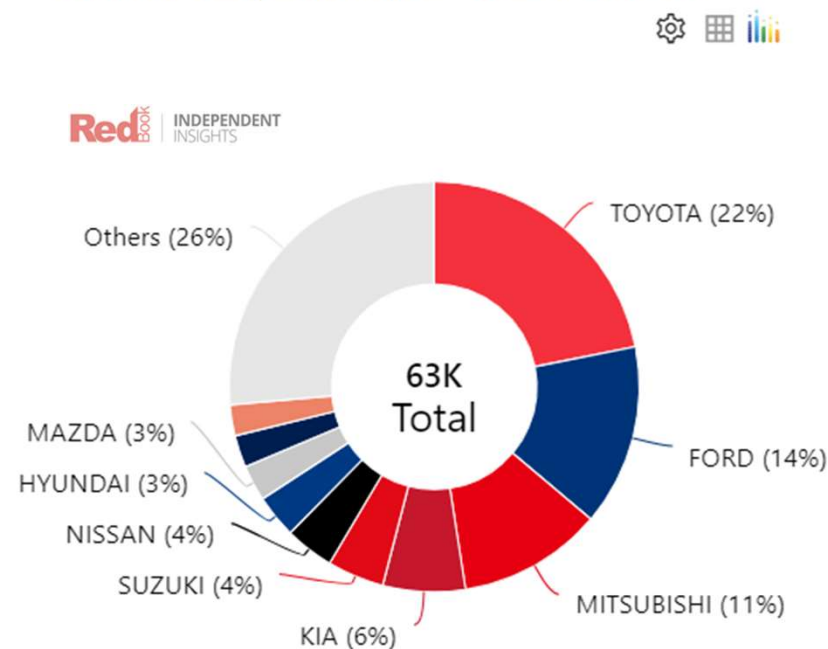
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Top 10 Sellers - YTD (Jan-Jun) 2024



Market Share by Brand (Top 10) - YTD (Jan-Jun) 2024



Top Sellers

1. Utes Continue to dominate: Since removal of Clean Car Discounts (CCD) ute registrations are in line with pre-CCD.

Market Share

1. Toyota and Ford: Supported by Rav4, Hilux and Ranger, lead the market share stats.

2. New Marques increasing: Omoda is in the 50's and Jaecoo registered 11 units in June 24.

Jun 24

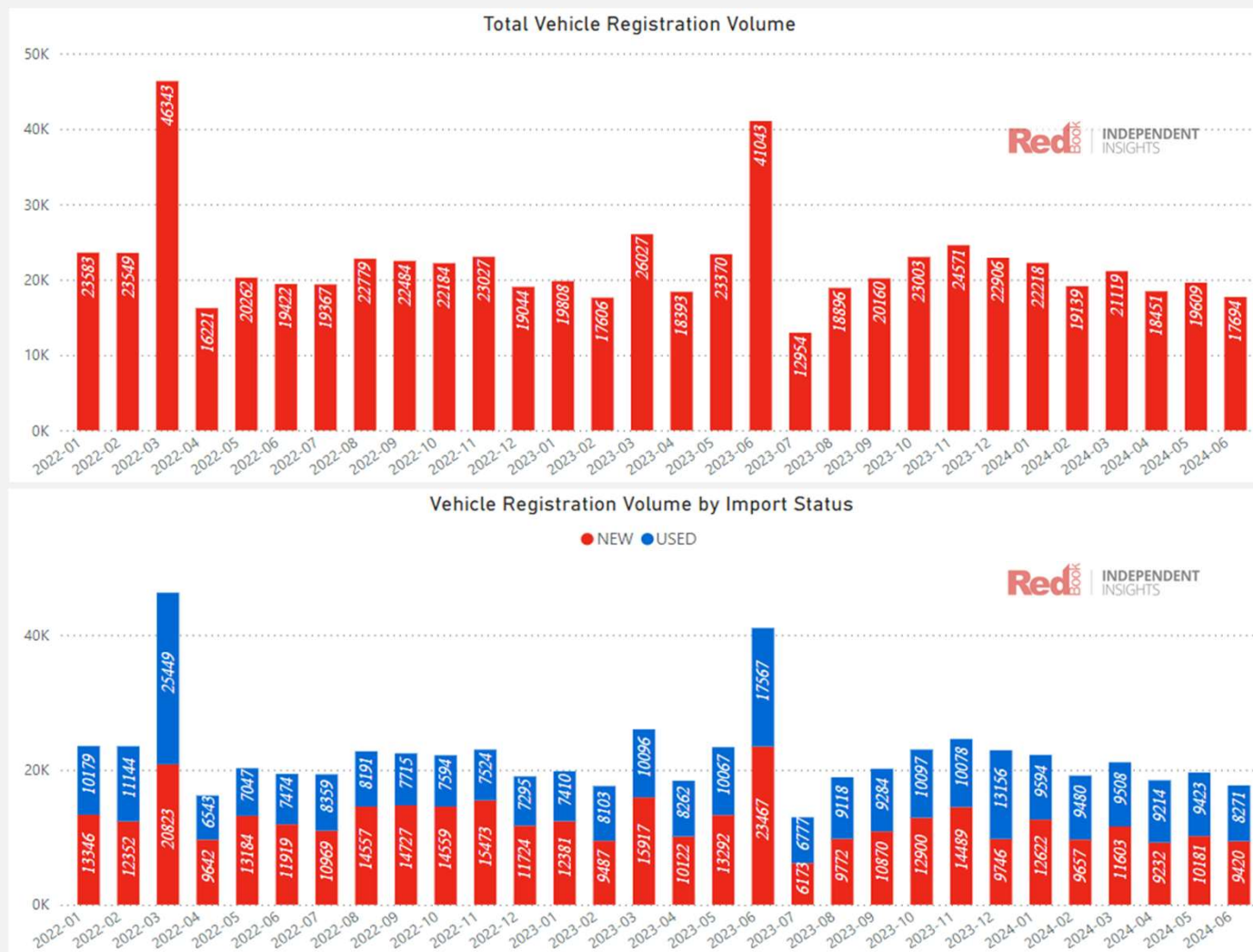
NZ New Car Sales Trend

Market Trend

1. Down again – New registrations down 7% on May 24 and used registrations down 12% on May 24.

2. YTD New registrations down 26% on 2023 – Although a large spike in June 23 due to Clean Car changes.

3. Average monthly new registrations YTD down 20% – Against the average per month of 2023.

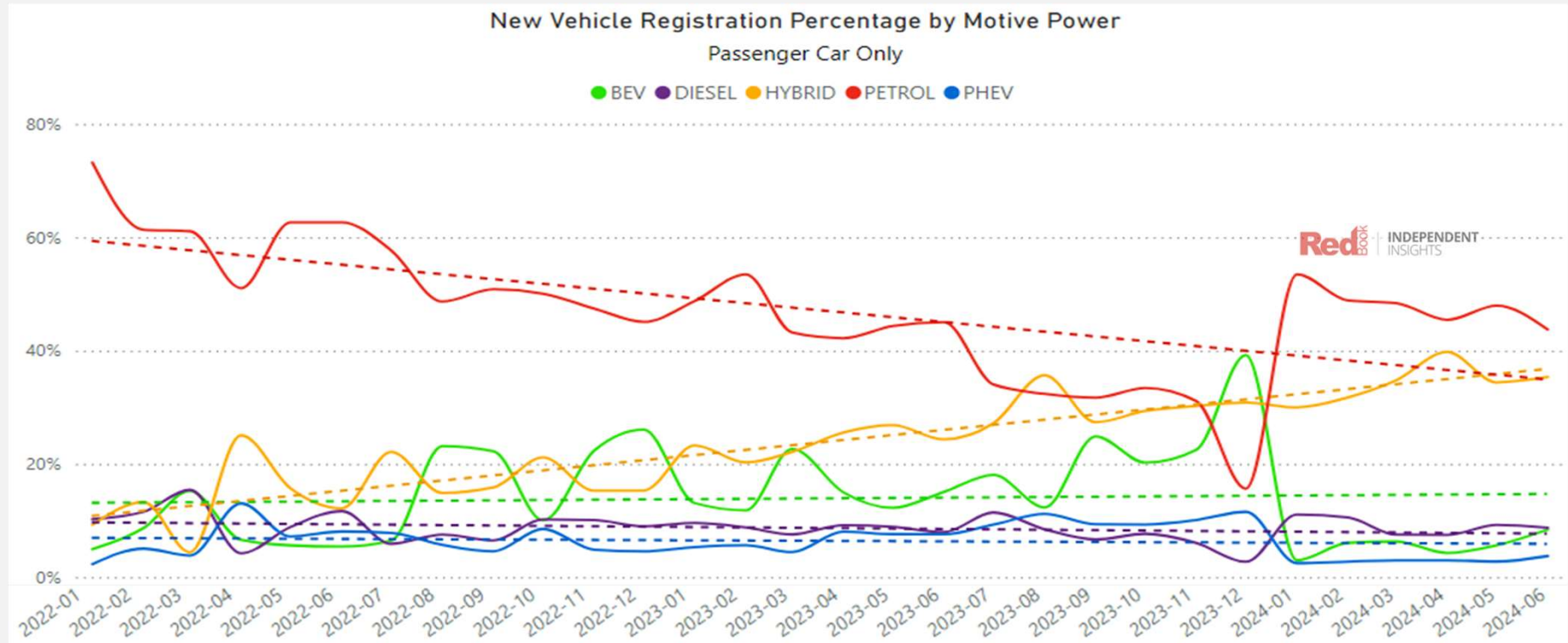


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New Car Sales Trend by Motive Power

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Insights

1. Petrol drops, while hybrids stay strong: June has seen petrol registrations drop slightly, while hybrids have crept up slightly.

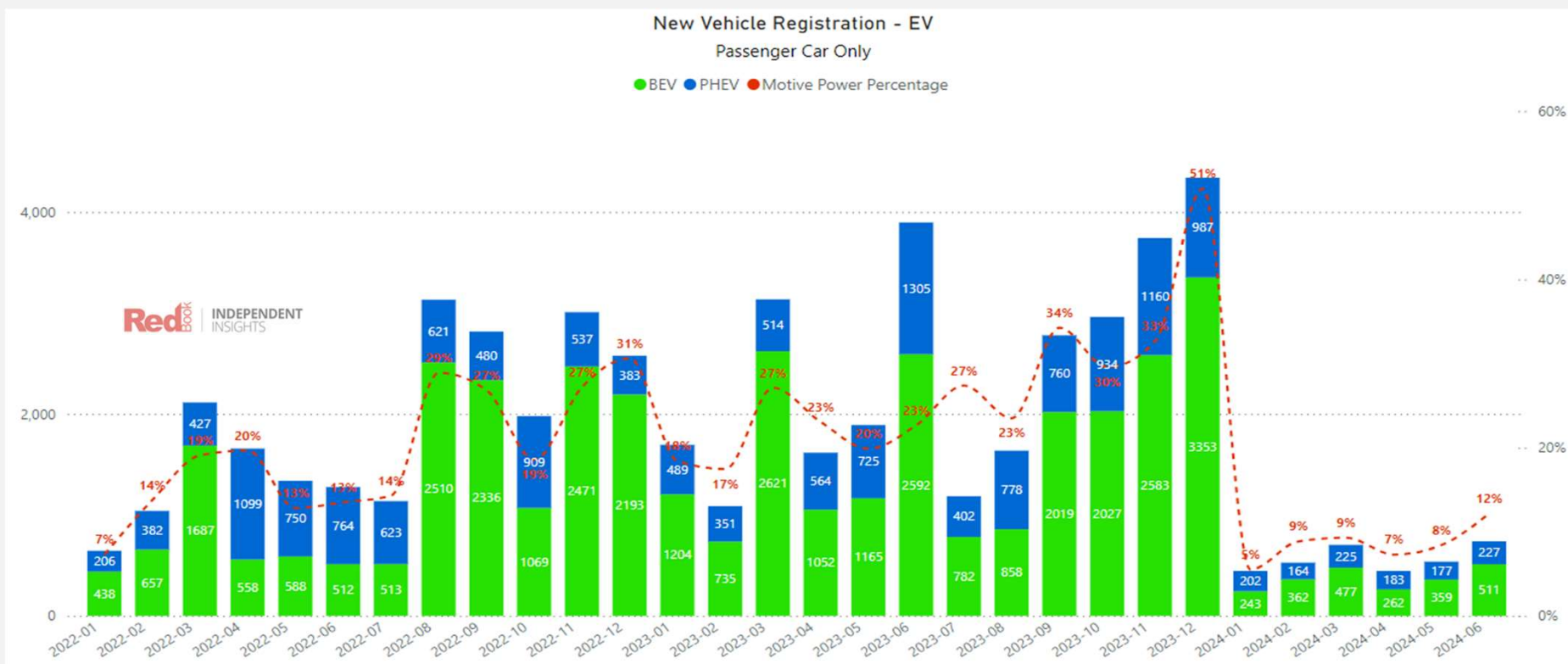
2. EV and PHEV increase: Both EV and PHEV's have increased but are still less than half the numbers they were while the CCD was active.

Jun 24

EV New Car Sales Percentage

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Insights

1. EV's fight back: Market share of BEV's and PHEV's has increased to 12% with registrations higher in June on BYD Atto 3 and Dolphin, Hyundai Kona and IONIQ's, and Tesla Model 3.

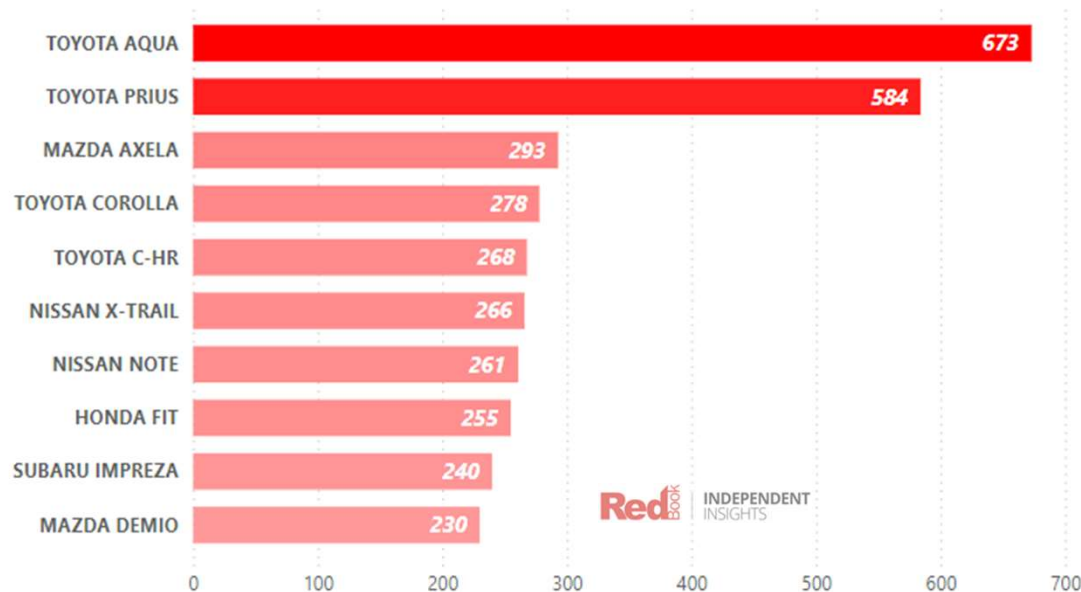
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Used Car Top Sellers & Market Share – Jun 24

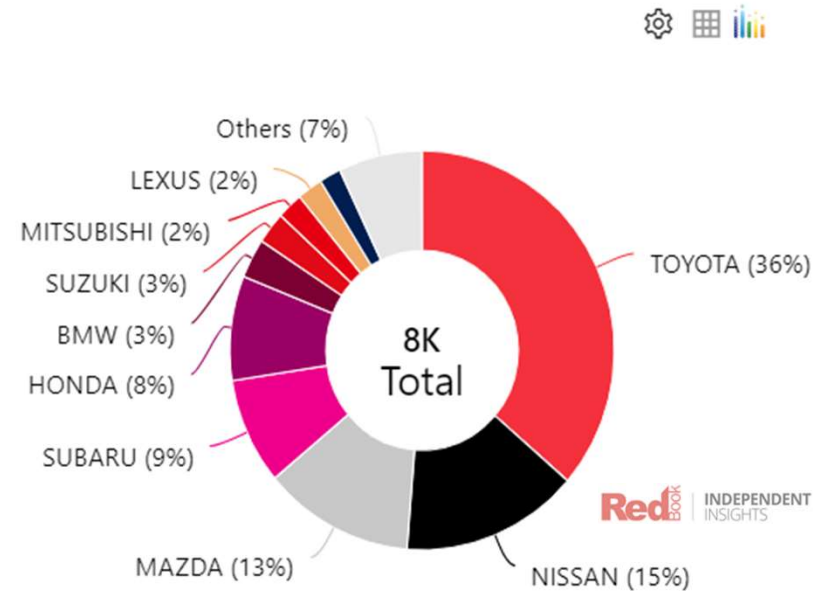
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Top 10 Used Car Registrations - Jun 2024



Used Car Registrations by Brand (Top 10) - Jun 2024



Top Sellers

- 1. Used Registrations Falling:** Used vehicle registrations have dropped from 9,423 in May 24 to 8,271 in June 24.
- 2. Hybrids Dominance:** Hybrids continue to make up nearly half of used vehicle.

Market Share

- 1. Hybrids 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.

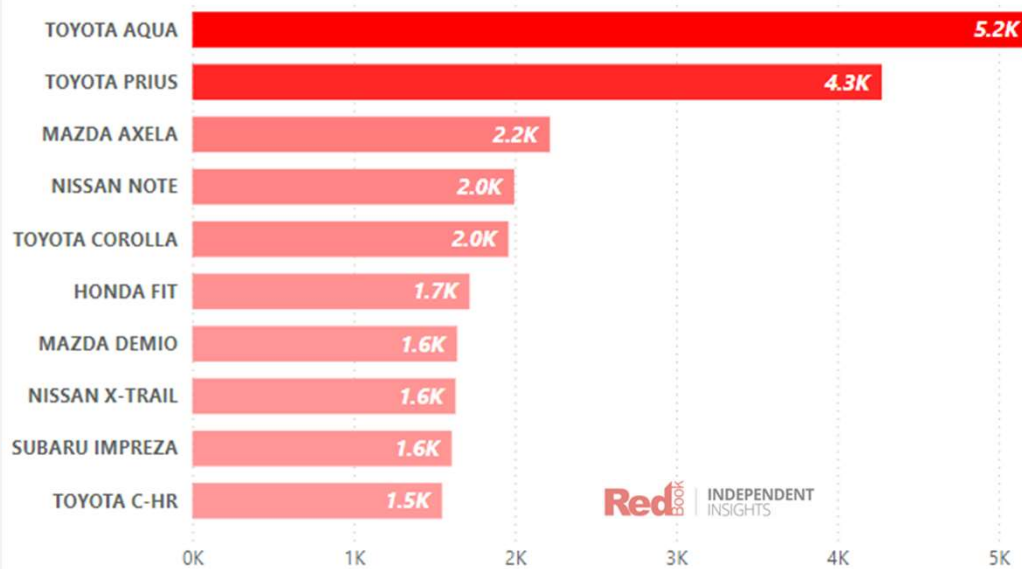
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Used Car Top Sellers & Market Share - YTD

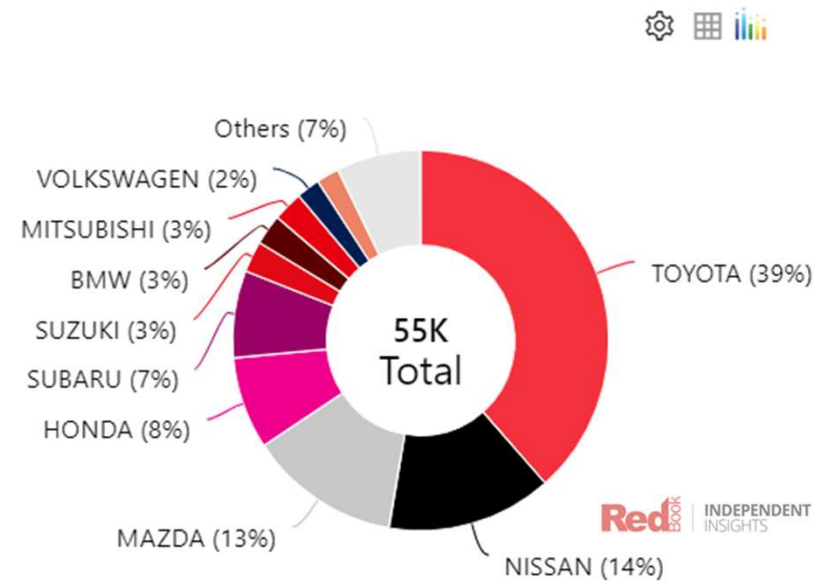
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Top 10 Used Car Registrations - YTD (Jan-Jun) 2024



Used Car Registrations by Brand (Top 10) - YTD (Jan-Jun) 2024



Top Sellers

- 1. Used Registrations Drop:** YTD used vehicle registrations are down 13% on the average of the previous 4 years.
- 2. Record Low Year:** Used vehicle registrations are the lowest they have been for over 5 years.

Market Share

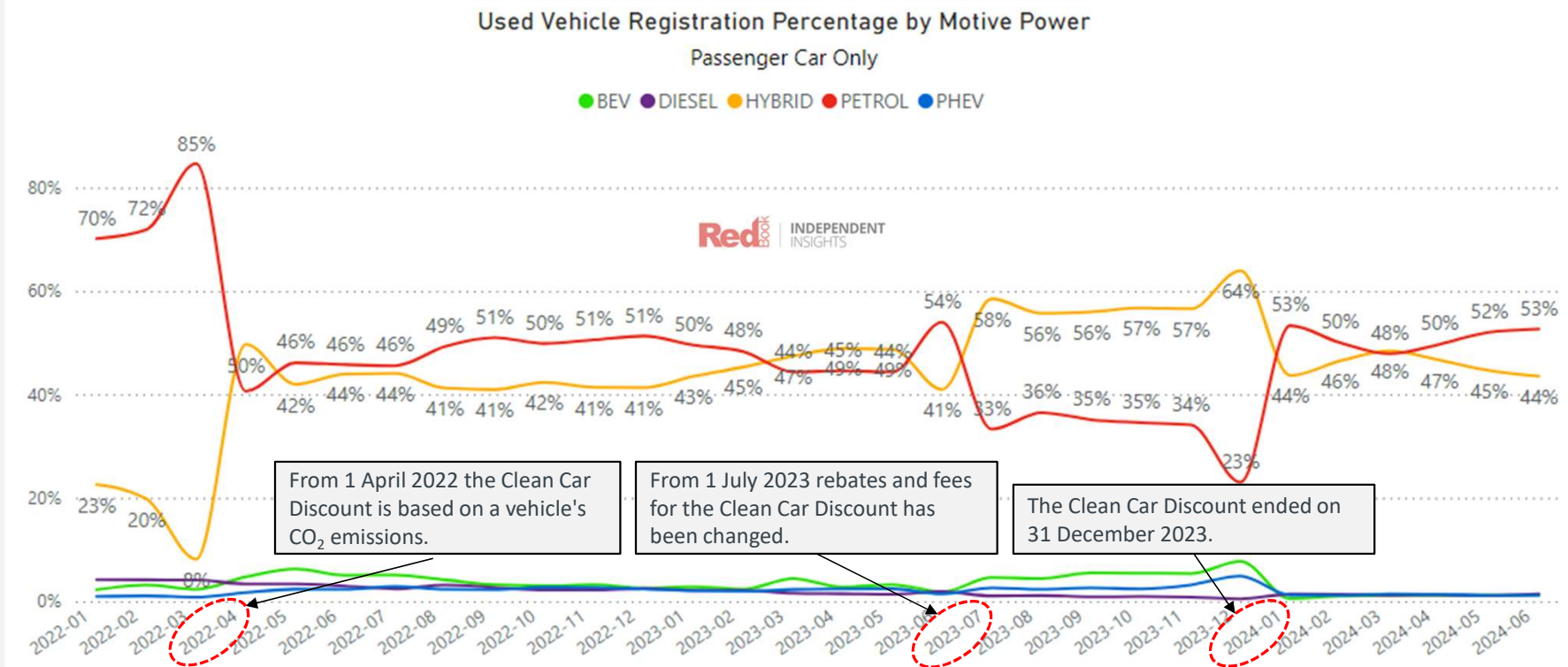
- 1. Toyota Dominates:** Toyota has a commanding lead with 39 % of the used car registrations market, but volumes are 12% down on prior year also.
- 2. Euro's small:** BMW and VW make up 5% market share while Japanese brands still dominate.

Jun 24

Used Car Sales Trend by Motive Power

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Insights

- Petrol grows slightly:** Up 1% on May 23.
- Hybrid vehicles continue to fall:** With no incentives under the rebate scheme hybrid registrations have consistently fallen.
- BEV and PHEV Remain Marginal:** BEV and PHEV registrations continue to make up a small fraction of the total.

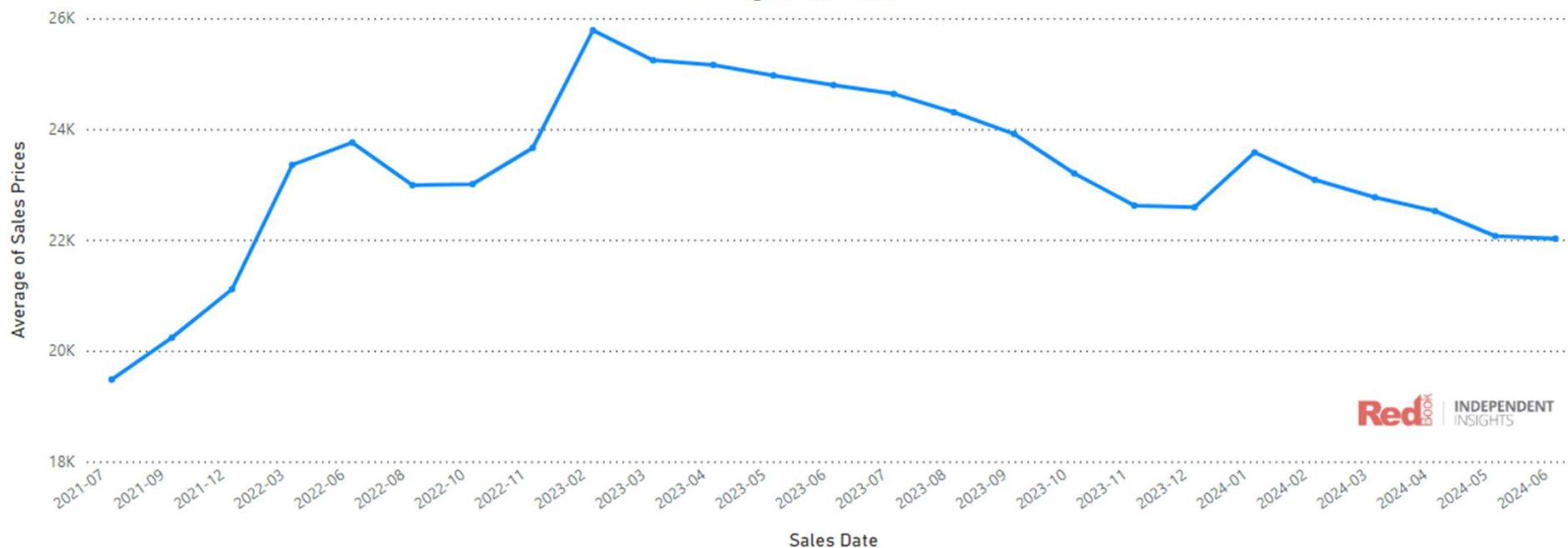
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Used Vehicle Price Index

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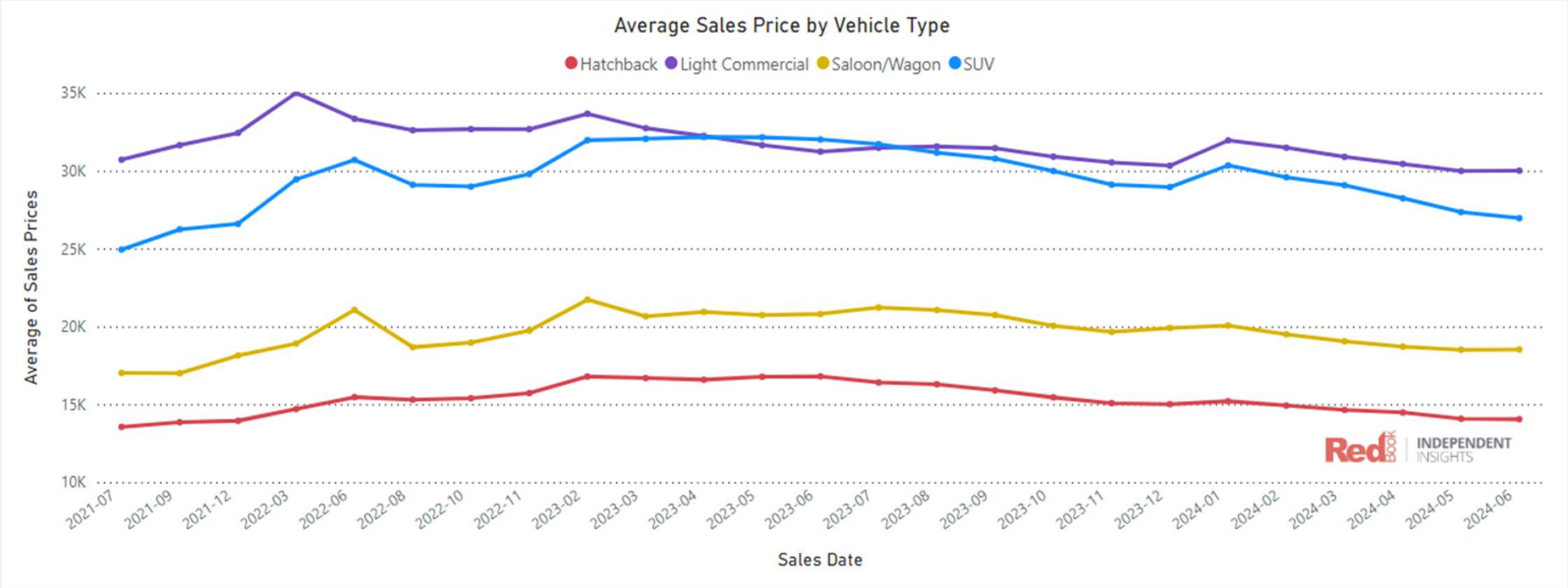
Average Sales Price



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Price Index

1. Sales prices have flattened out: With the volumes of used imports decreasing, the drop in used car values has eased off, remaining nearly the same as in May 24.



Price Index

1. SUV's have taken the biggest drop in June 24, while most everything else is unchanged from May 24. .