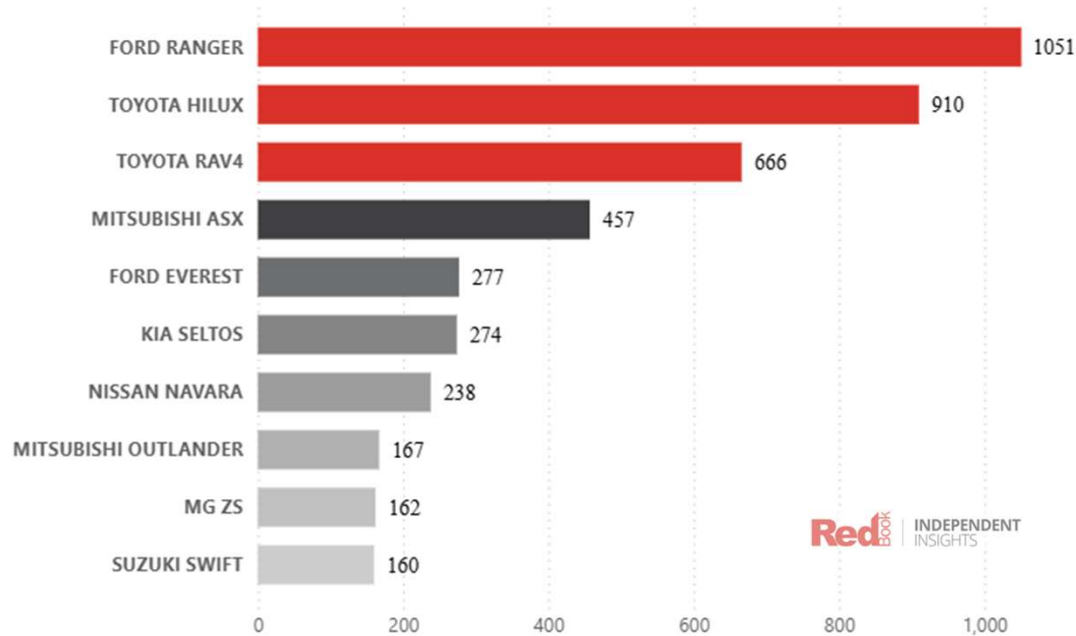


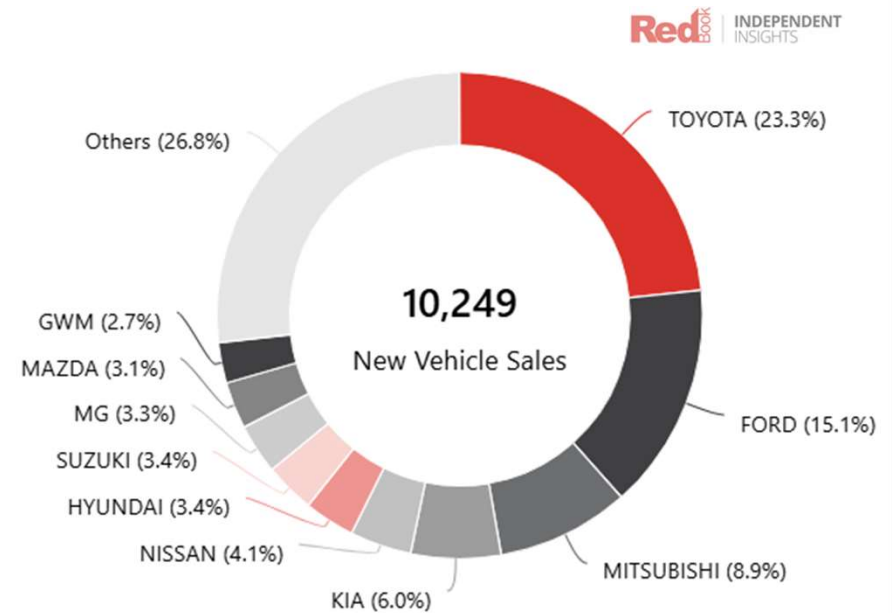
May 25

Top Sellers & Market Share

Top 10 Sellers - May 2025



Market Share by Brand (Top 10) - May 2025



Top Sellers

1.Ford Ranger Leads: The Ford Ranger has knocked the Rav4 off top spot and tops the chart with 1051 units sold, leading the market.

2.Toyota Hilux and Toyota RAV4 Follow: Toyota Hilux (910 units) and Toyota RAV4 (666 units) remain strong contenders.

Market Share

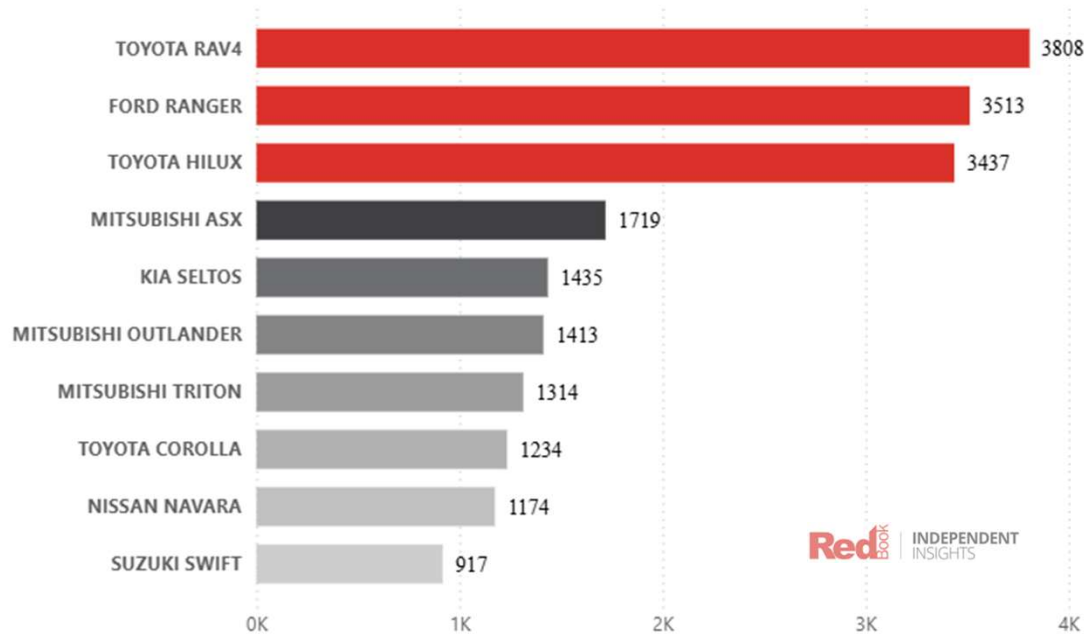
1.Toyota Dominates: Toyota continues to hold the largest market share at 23.3%.

2. Ford and Mitsubishi Compete: Ford holds No.2 position with 15.1%, Mitsubishi follows with 8.9%.

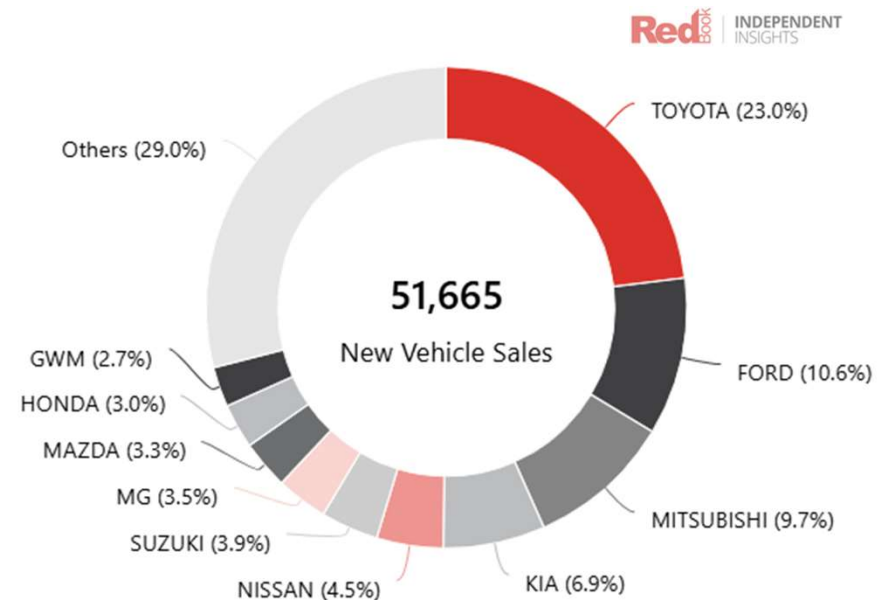
May 25

Top Sellers & Market Share

Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



Top Sellers

1.Utes Continue to dominate: Since removal of Clean Car Discounts (CCD) ute registrations have returned to pre-CCD levels.

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 23.0%, showing its continued dominance in the market.

2.Ford and Mitsubishi Compete: Ford has a 10.6% market share, while Mitsubishi holds 9.7%.

May 25

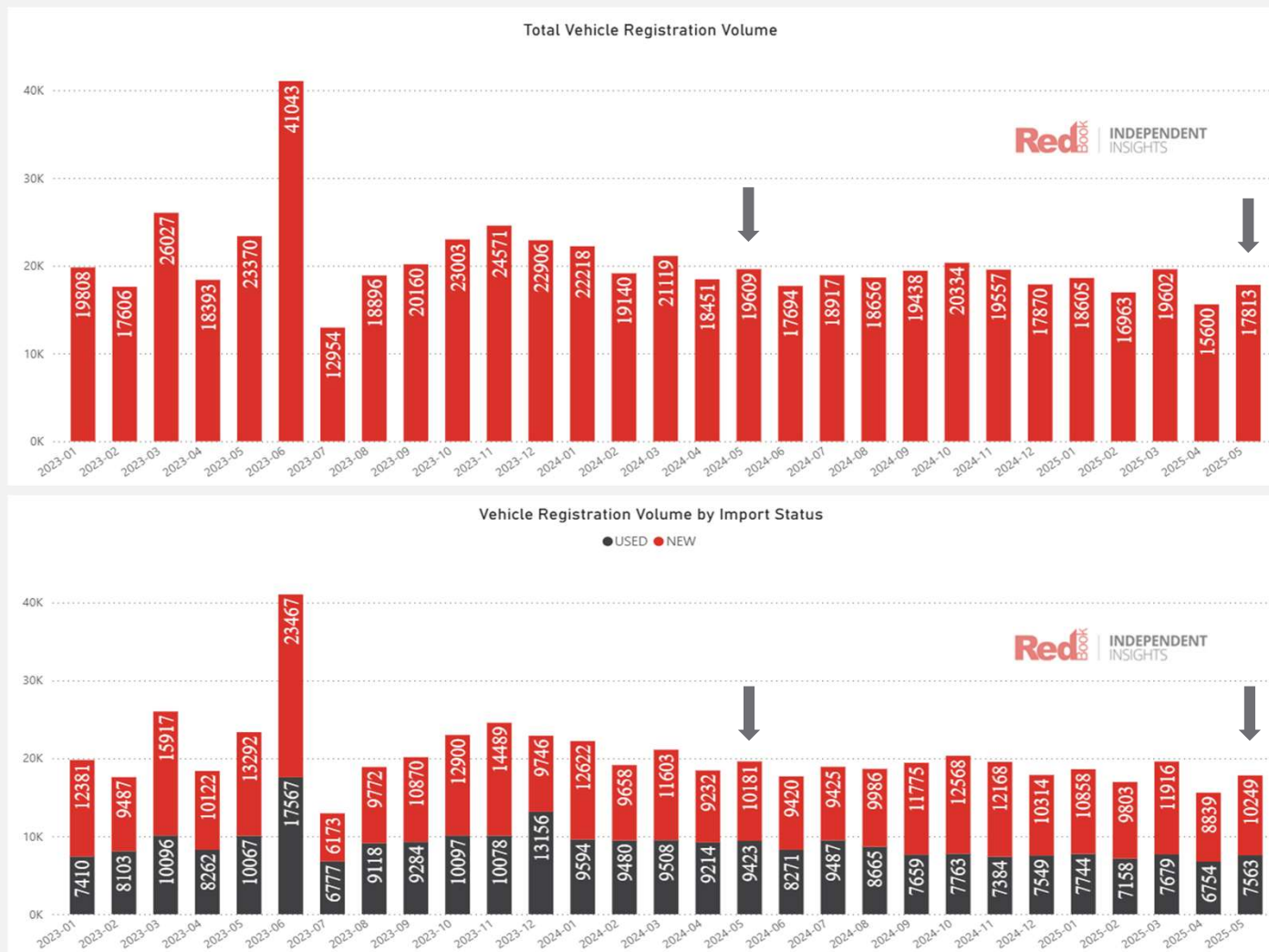
NZ New Car Sales Trend

Market Trend

1. Significant Increase from Previous Month – Total registrations rose by 14% compared to April 2025, with new registrations increasing by 16% and used registrations growing by 12%.

2. New Registrations at Same Level YoY – Compared to May 2024 however, new registrations remained flat.

3. Used Registrations Down 20% YoY – Compared to May 2024, used registrations declined by 20%, reflecting a continued slowdown in the used vehicle market.

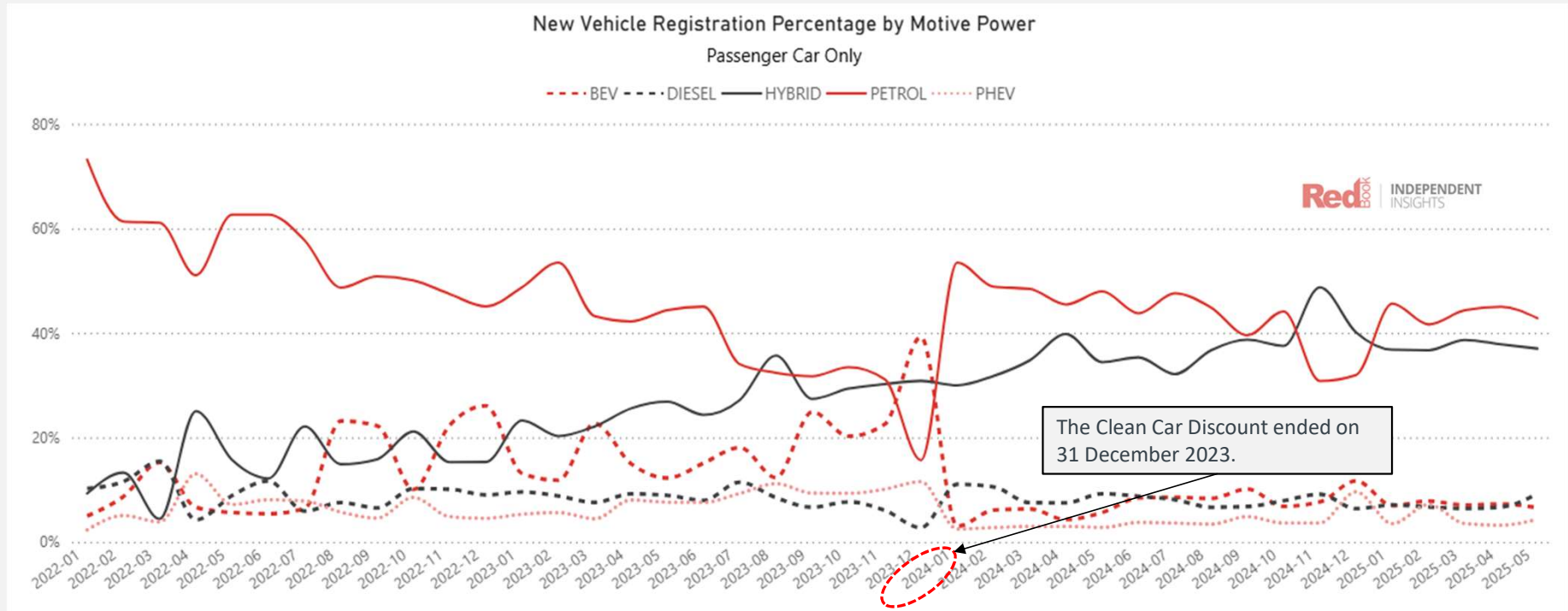


May 25

New Car Sales Trend by Motive Power

RedBook

INDEPENDENT
INSIGHTS



Insights

1. Decline in Petrol and Hybrid Registrations: The proportion of both petrol and hybrid vehicle registrations saw a modest decrease in May 2025.

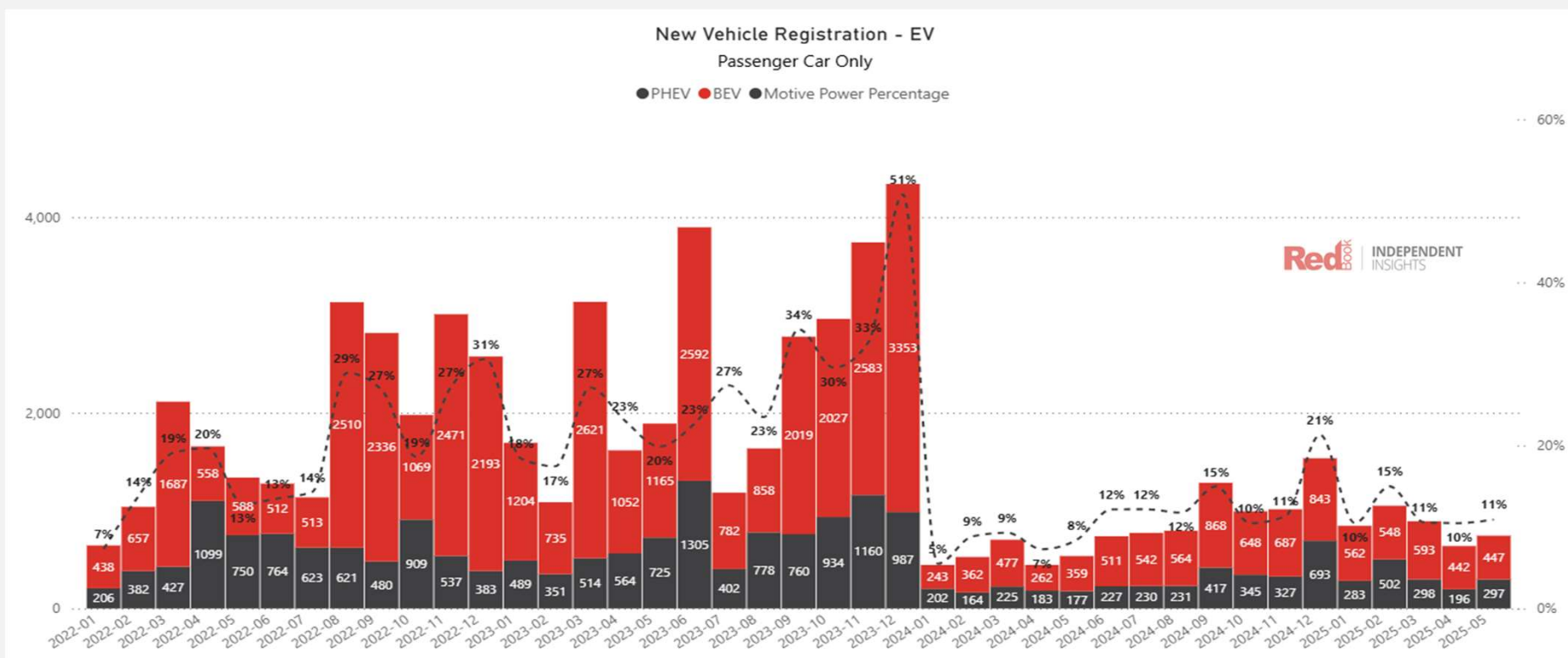
2. EV Registrations Increase: The proportion of BEV remained steady, while PHEV registrations saw a slight decrease in May. Overall EV registrations remained higher than the same period last year, continuing their recovery from the sharp decline at the beginning of 2024 caused by the end of the CCD.

May 25

EV New Car Sales Percentage

RedBook

INDEPENDENT
INSIGHTS



Insights

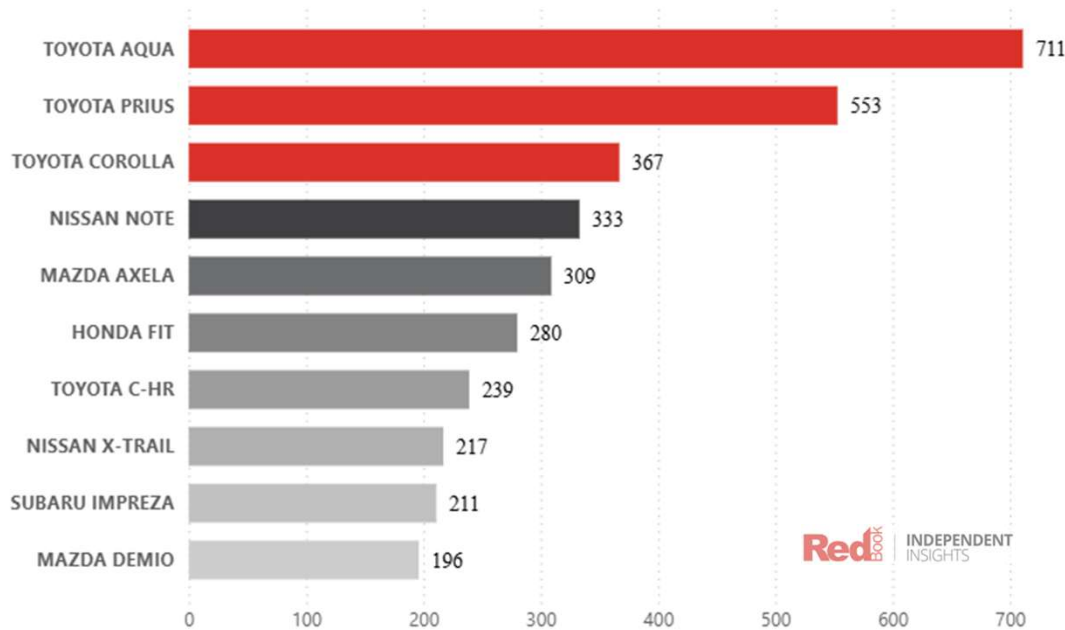
- EV's fight back continues:** The proportion of EV has increased slightly compared to the previous month. Overall EV registrations remained higher than the same period last year, continuing their recovery from the sharp decline at the beginning of 2024 caused by the termination of the CCD.
- The top-selling models** in May 2025 included the **Polestar 2**, **Tesla Model Y**, **BMW i Series**, **Kia EV5** and **EV3**, **Geely EX4**, **BYD Sealion 7** and **ATTO 3**, as well as the all-electric **Mini Aceman** and **Countryman**.

May 25

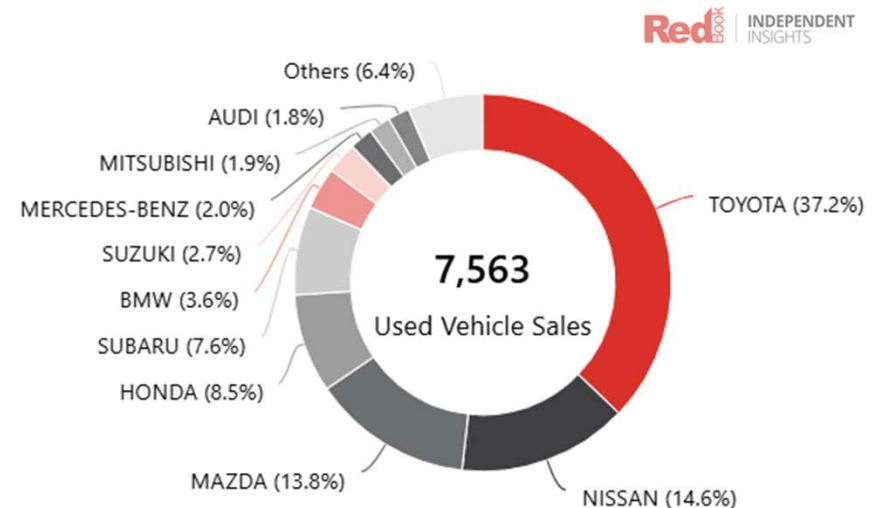
Used Car Top Sellers & Market Share

RedBook | INDEPENDENT
INSIGHTS

Top 10 Sellers - May 2025



Market Share by Brand (Top 10) - May 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.

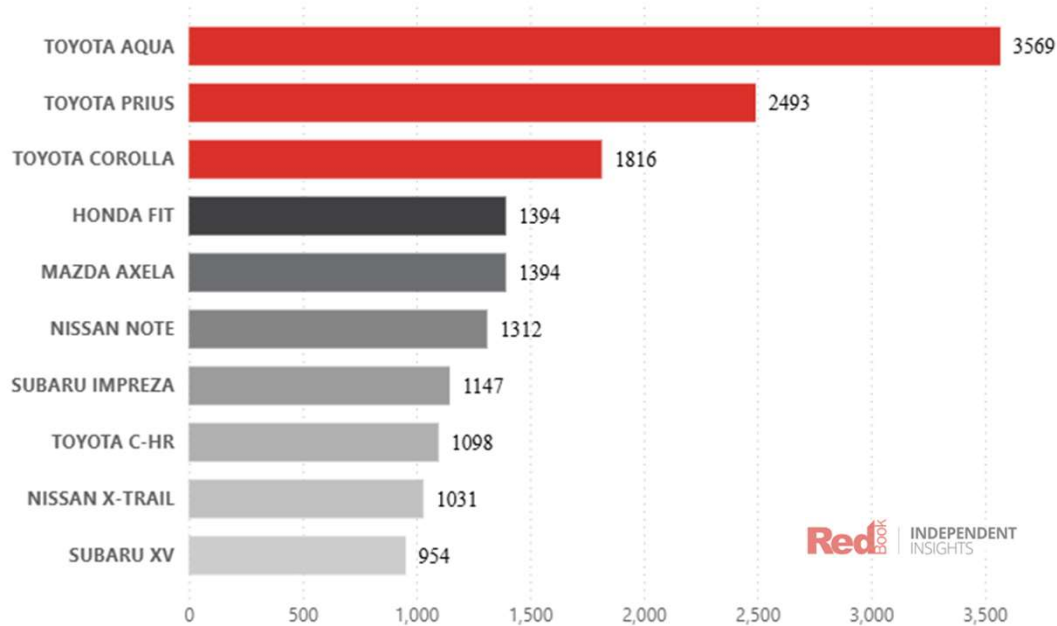
May 25

Used Car Top Sellers & Market Share

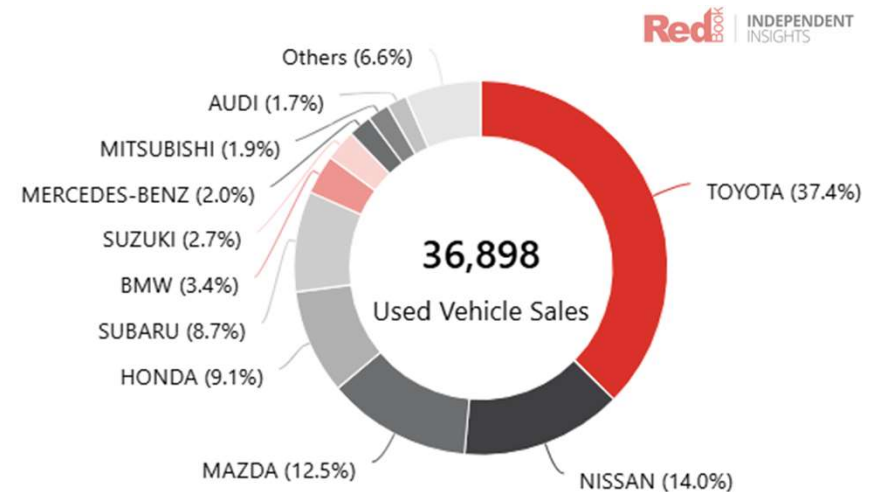
RedBook

INDEPENDENT
INSIGHTS

Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 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

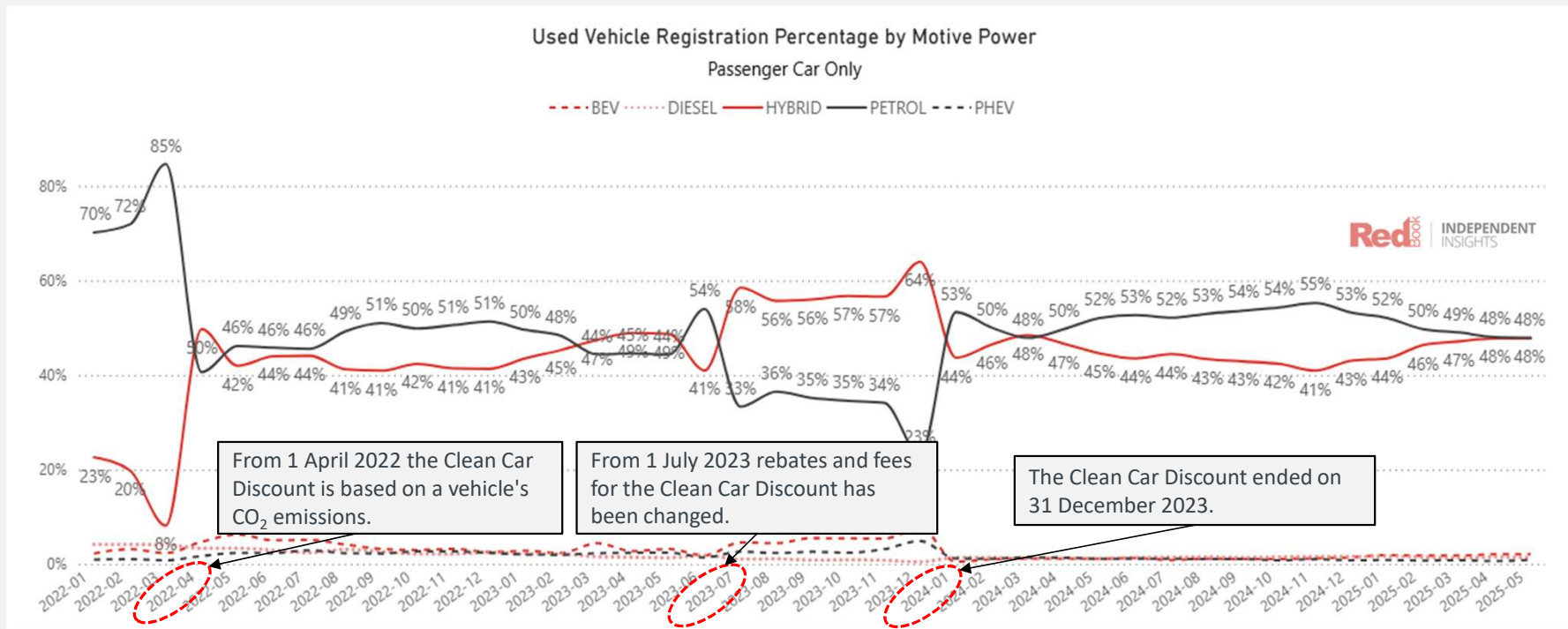
1. **Toyota Dominates:** Toyota has a commanding lead with 37.4% of the used car registrations market.
2. **Euro's small:** BMW, Mercedes-Benz, and Audi together account for just 7.1% of the market share, while Japanese brands dominate.

May 25

Used Car Sales Trend by Motive Power

Red Book

INDEPENDENT
INSIGHTS



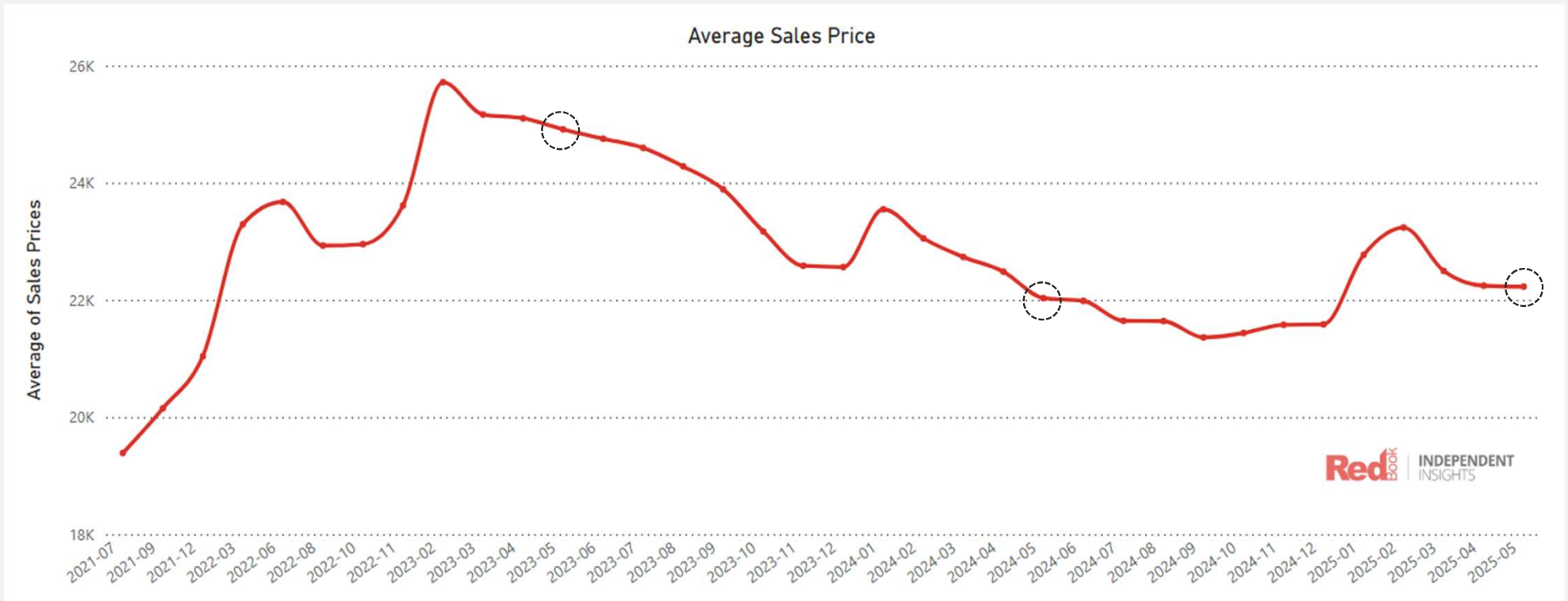
Insights

1. Petrol and Hybrid Registrations Reach Equal Share: As of May 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.

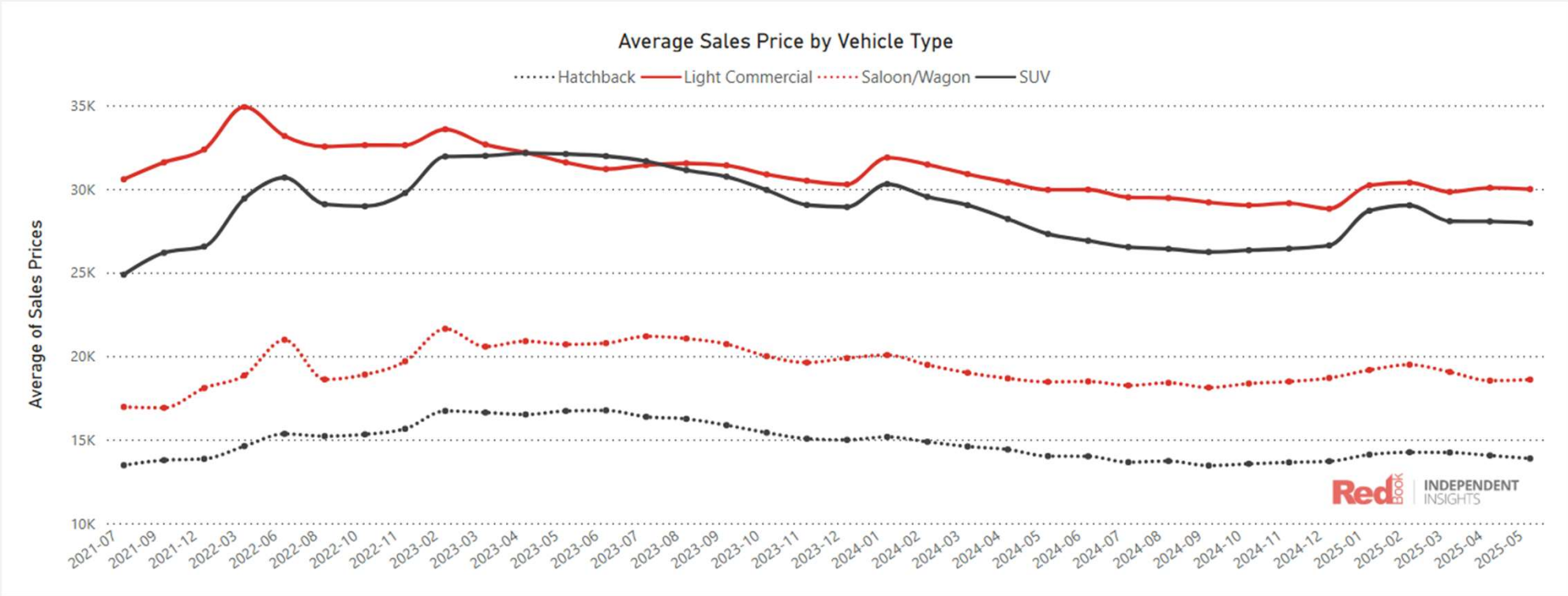
May 25

Used Vehicle Price Index



Price Index

1. Sales Prices Stay stable: In May 2025, used car prices remained relatively stable compared to recent months. Prices were slightly higher than the same period last year but remained significantly lower than in May 2023 when the COVID bubble was close to its peak.



Price Index

1. Price Trends by Vehicle Type: In May 2025, most vehicle prices remained stable compared to the previous month, while prices for hatchback models showed a downward trend.