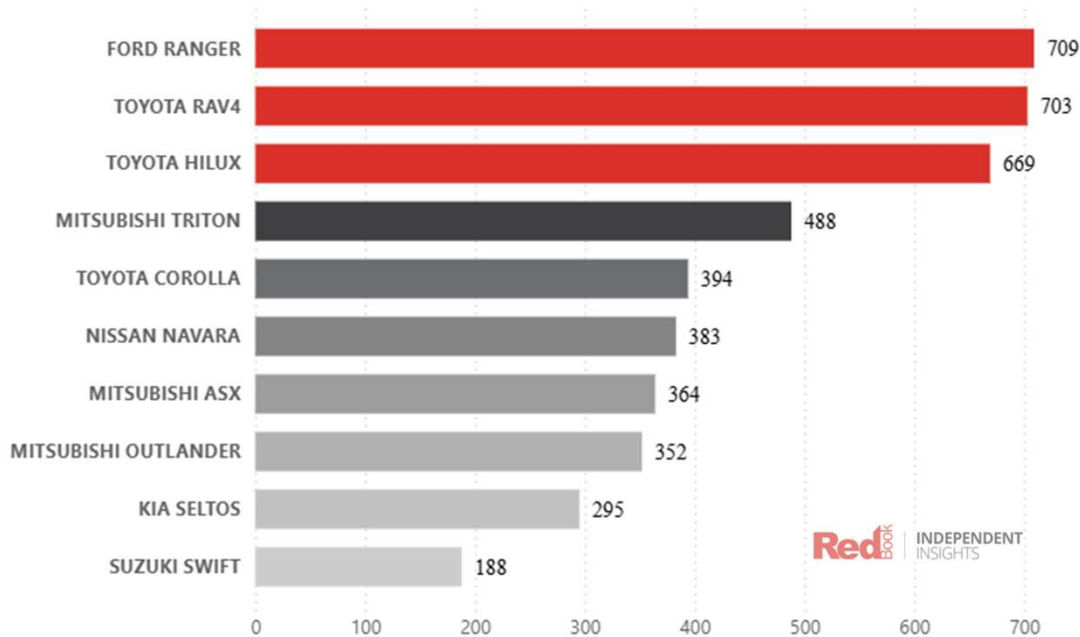


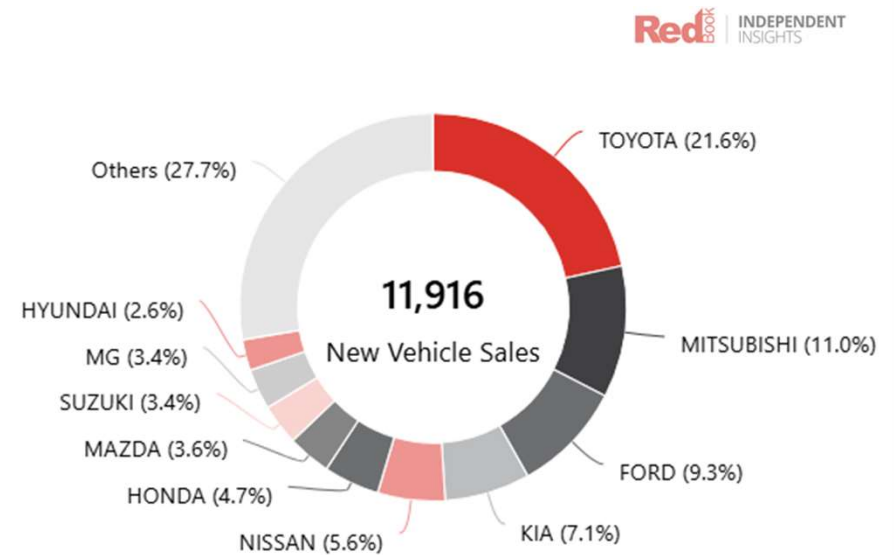
Mar 25

Top Sellers & Market Share

Top 10 Sellers - Mar 2025



Market Share by Brand (Top 10) - Mar 2025



Top Sellers

1. Ford Ranger Leads: The Ford Ranger tops the chart with 709 units sold, leading the market.

2. Toyota RAV4 and Toyota Hilux Follow: Toyota RAV4 (703 units) and Toyota Hilux (669 units) remain strong contenders.

Market Share

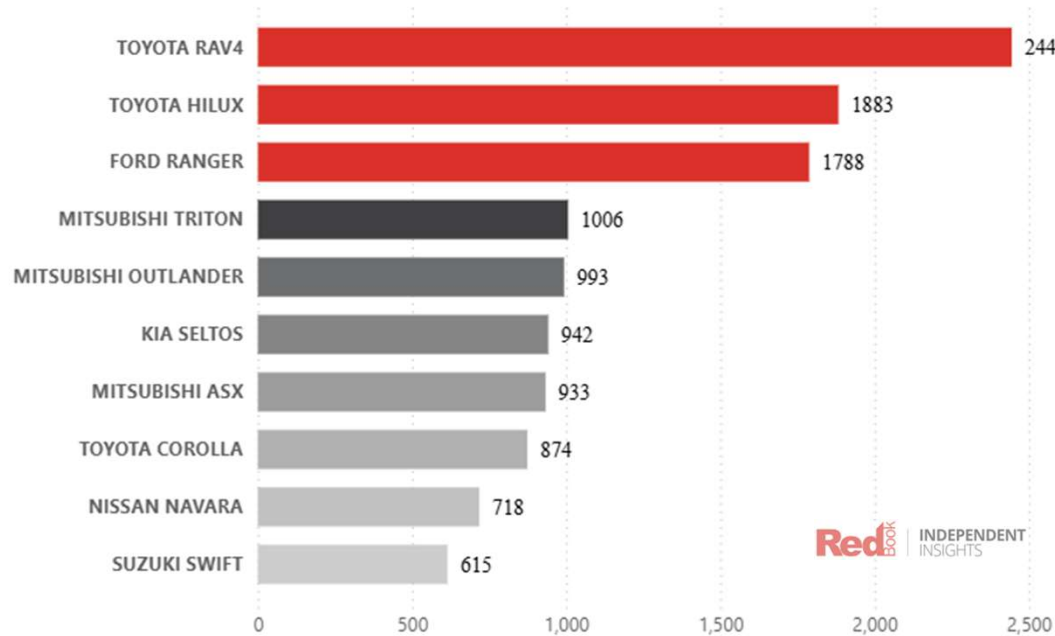
1. Toyota Dominates: Toyota continues to hold the largest market share at 21.6%.

2. Mitsubishi and Ford Compete: Mitsubishi holds No.2 position with 11.0%, Ford follows with 9.3%.

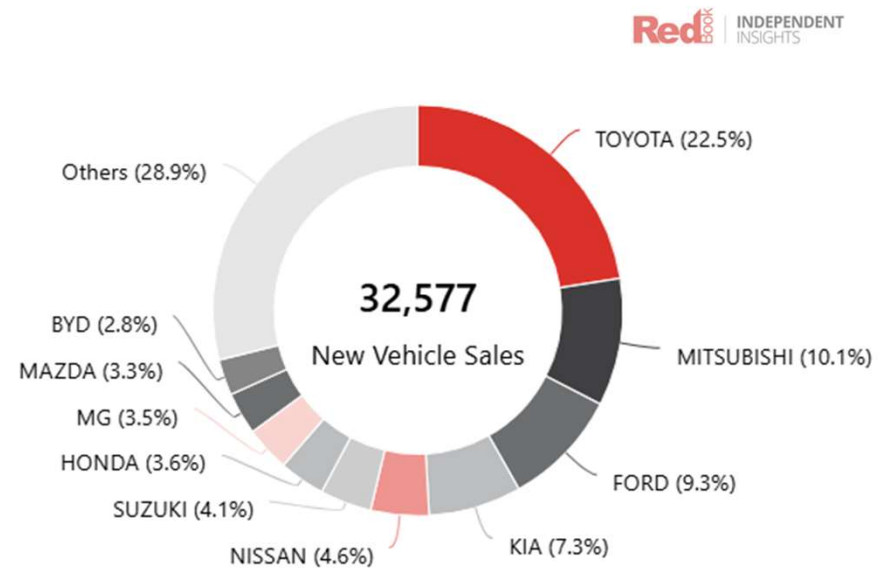
Mar 25

Top Sellers & Market Share

Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



Top Sellers

1.Utes Continue to dominate: Four of the Top10 sellers this year are utes.

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: Mitsubishi has a 10.1% market share, while Ford holds 9.3%.

Mar 25

NZ New Car Sales Trend

Market Trend

1. Significant Increase vs Previous Month

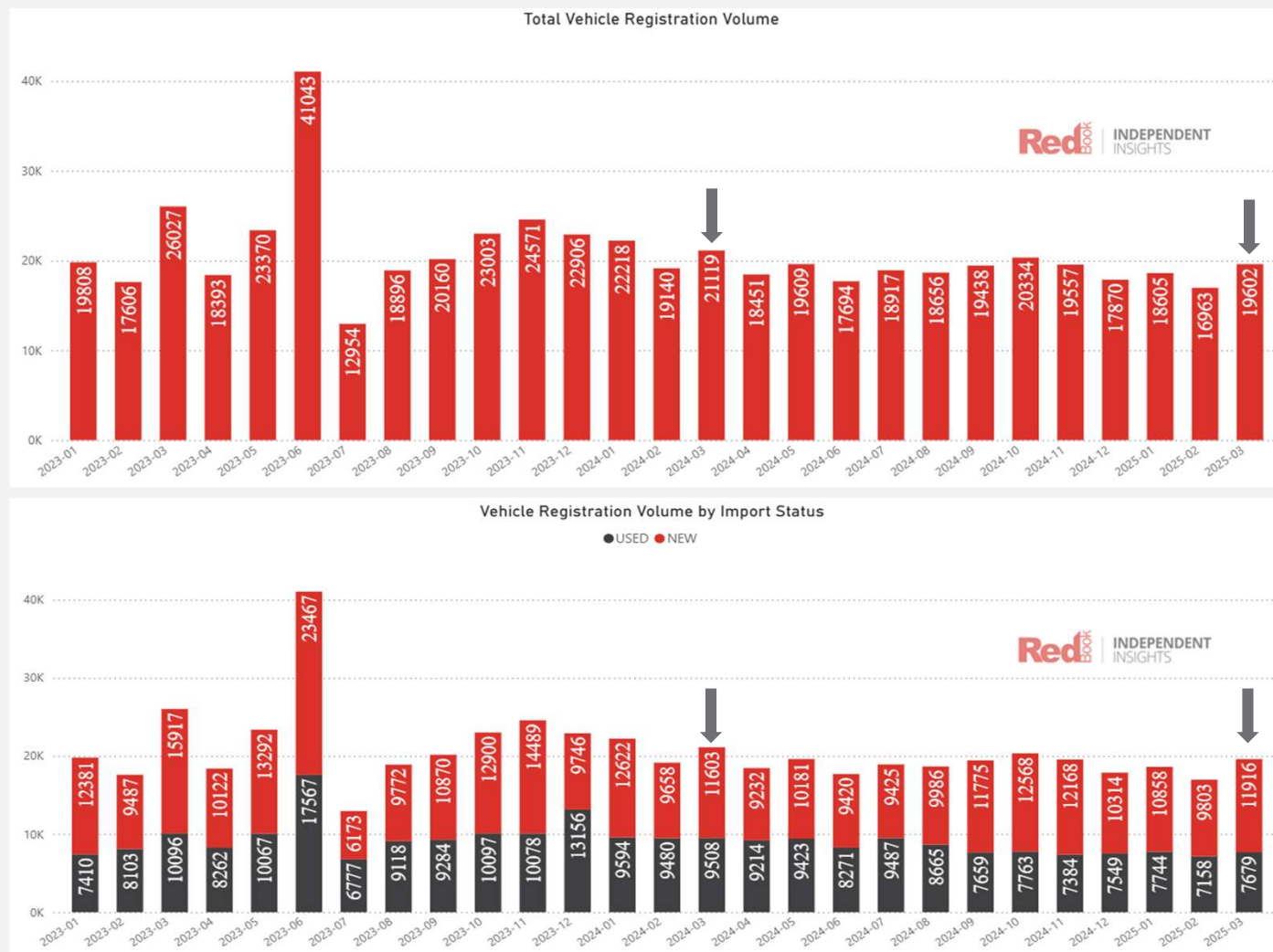
– Compared to February 2025, total rose by 16%, with new registrations increasing by 22% and used registrations up by 7%.

2. New registrations slightly up YoY –

Compared to March 2024, new registrations increased by 3%, indicating stability in demand for new vehicles.

3. Used Registrations Down 19% YoY –

Compared to March 2024, used registrations declined by 19%, reflecting a continued downturn in the used vehicle market. The result is however up on a dismal February result.

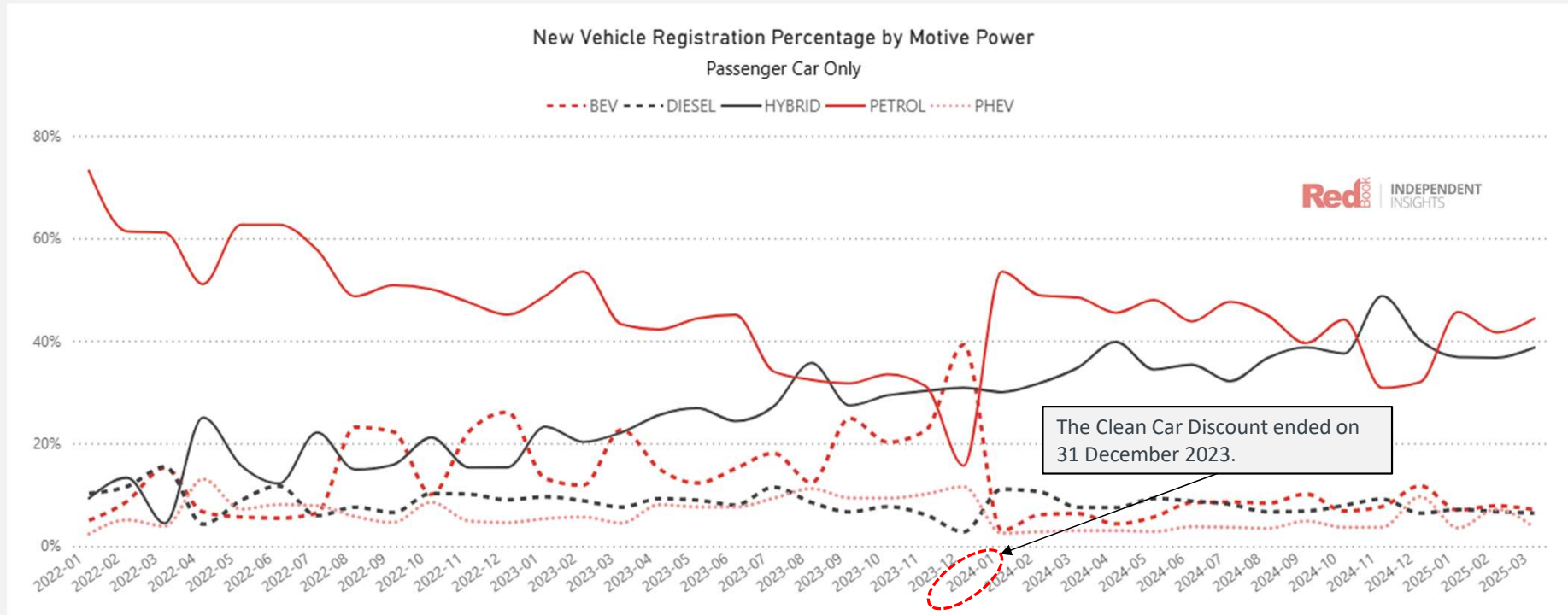


Mar 25

New Car Sales Trend by Motive Power

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INSIGHTS



Insights

1. Hybrid and Petrol Registrations See Slight Increase: In March 2025, the proportion of both hybrid and petrol registrations experienced a slight increase.

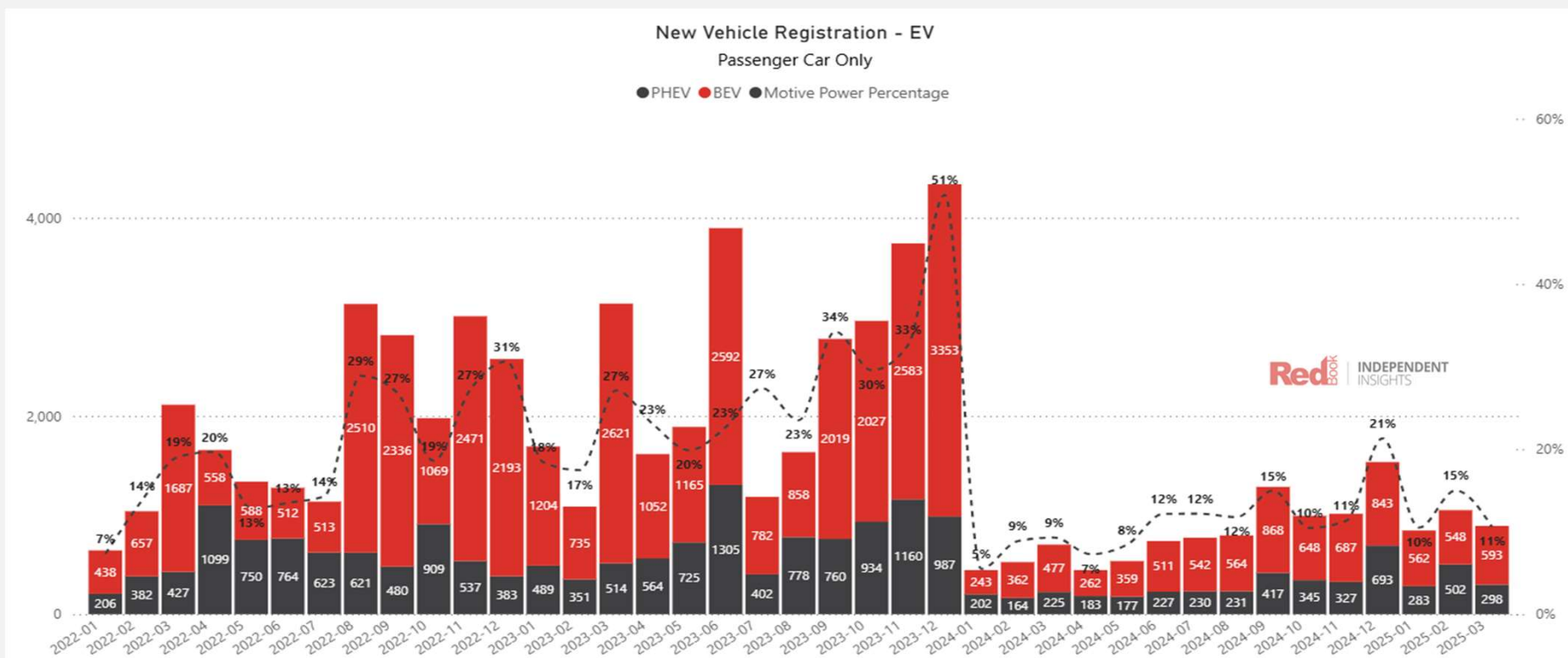
2. EV Registrations Decline: BEV remained steady, while PHEV saw a decrease compared to the previous month. Despite the month-on-month drop, overall EV registrations remained higher than the same period last year, continuing their recovery from the sharp decline at the beginning of 2024 caused by the termination of the CCD.

Mar 25

EV New Car Sales Percentage

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Insights

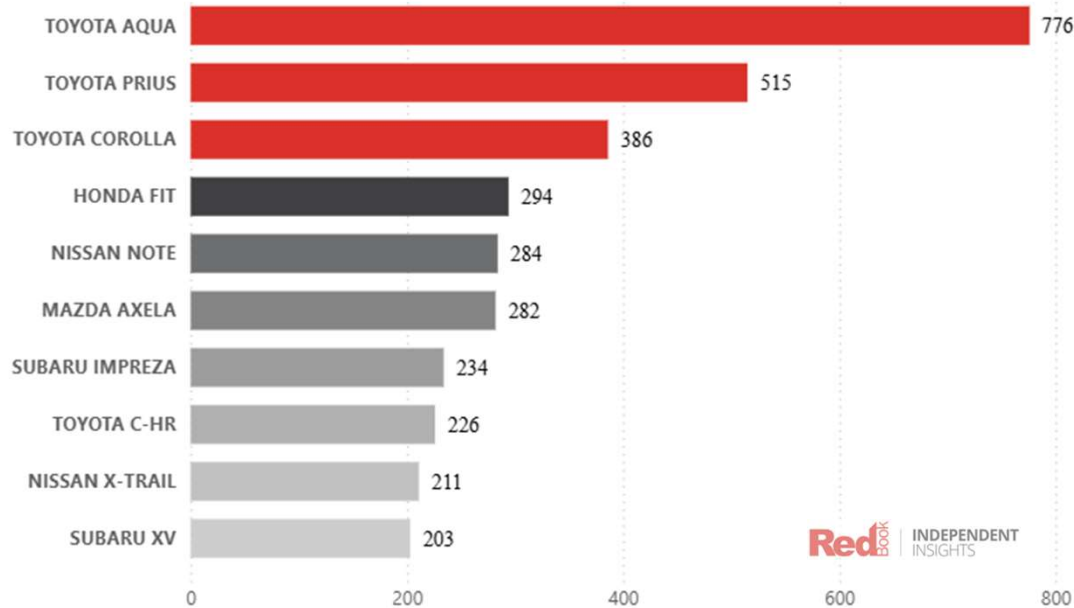
- EV's fight back continues** : BEV remained steady, while PHEV saw a decrease compared to the previous month. Despite the month-on-month drop, overall EV registrations remained higher than the same period last year, continuing their recovery from the sharp decline at the beginning of 2024 caused by the termination of the CCD.
- The top-selling models** in March 2025 included the **Tesla Model 3 and Model Y, Polestar 2, BYD Dolphin and ATTO 3, and Kia EV5, EV3, and EV6.**

Mar 25

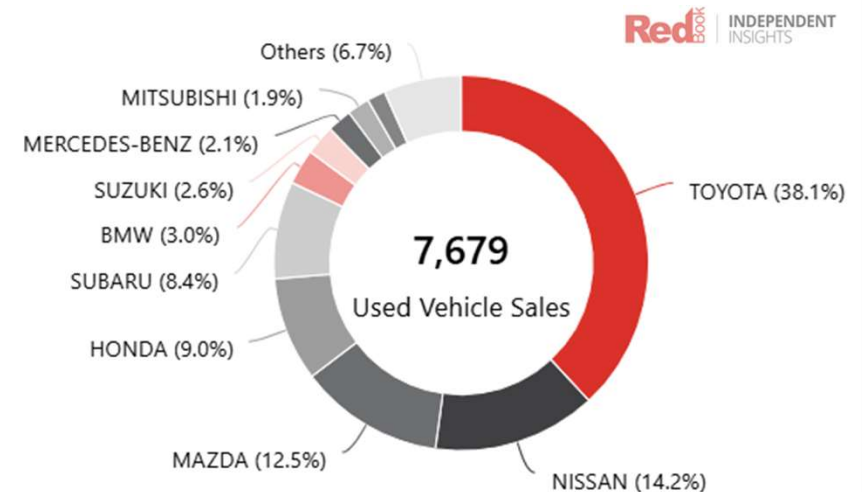
Used Car Top Sellers & Market Share

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Top 10 Sellers - Mar 2025



Market Share by Brand (Top 10) - Mar 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.

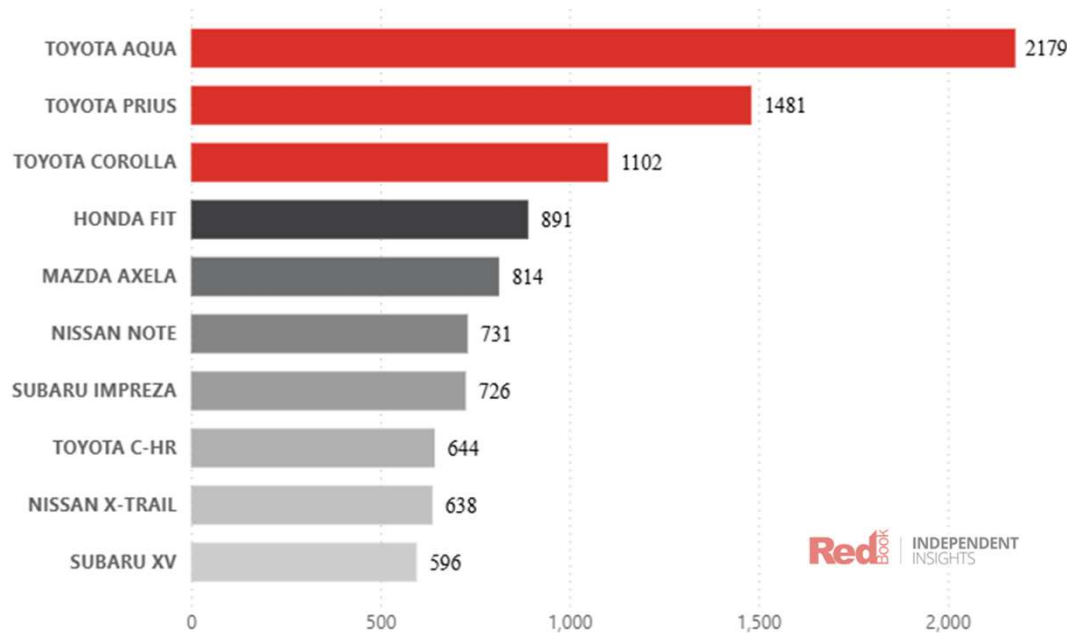
Market Share

- 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.

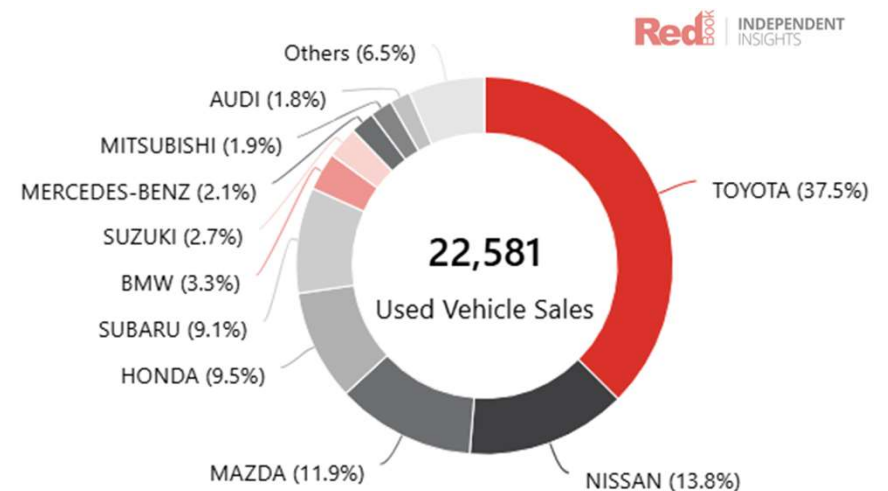
Mar 25

Used Car Top Sellers & Market Share

Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



Top Sellers

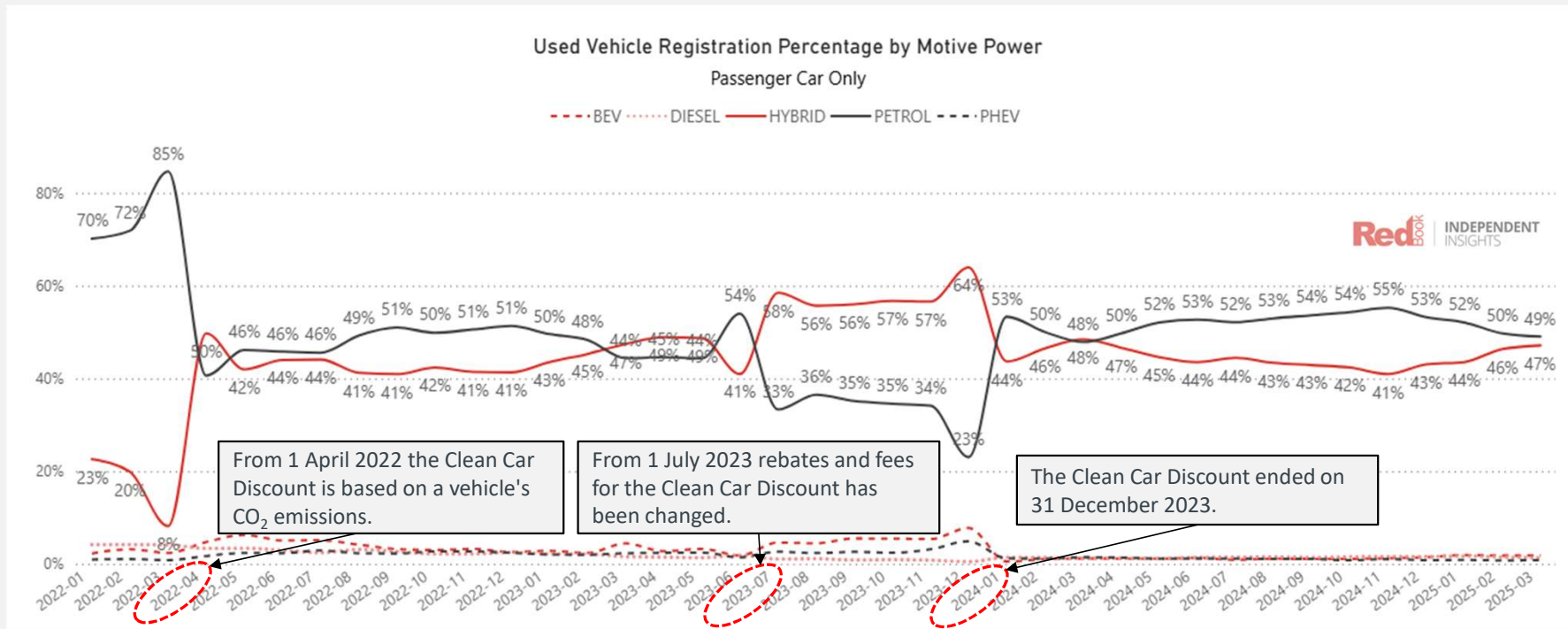
- 1. Toyota's Prominence:** Toyota models, including the Aqua, Prius and Corolla, are among the most registered.
- 2. Hybrids Dominance:** Nearly half of the list above is made up of hybrids or low petrol usage vehicles.

Market Share

- 1. Toyota Dominates:** Toyota has a commanding lead with 37.5% of the used car registrations market.
- 2. Euro's small:** BMW, Mercedes-Benz, and Audi together account for just 7.2% of the market share, while Japanese brands dominate.

Mar 25

Used Car Sales Trend by Motive Power



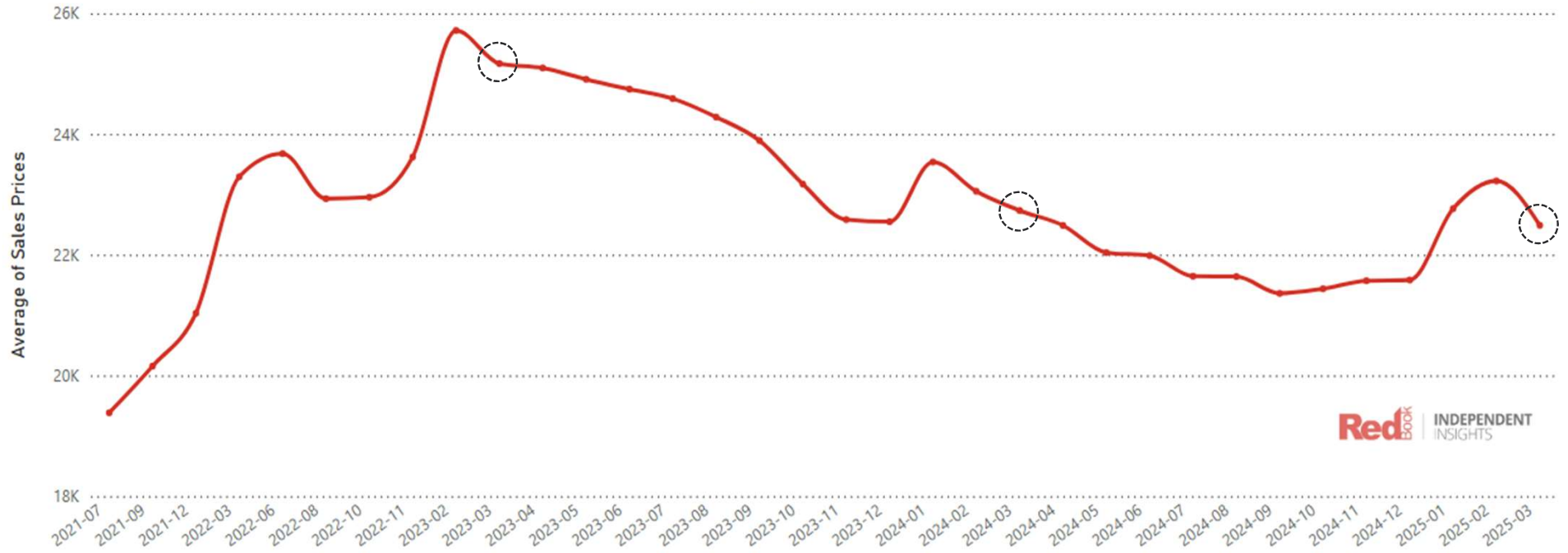
Insights

- 1. Petrol Holds at Half of Registrations:** Petrol vehicles continue to account for around 49% of total registrations, though their share has slightly declined compared to previous months.
- 2. Hybrid Vehicles See a Modest Increase to 47%:** Due to the absence of incentives under the rebate scheme, hybrid registrations had been steadily declining. However, the past four months have shown a slight recovery.
- 3. BEV and PHEV Remain Limited:** BEV and PHEV registrations continue to make up a small fraction of the total.

Mar 25

Used Vehicle Price Index

Average Sales Price

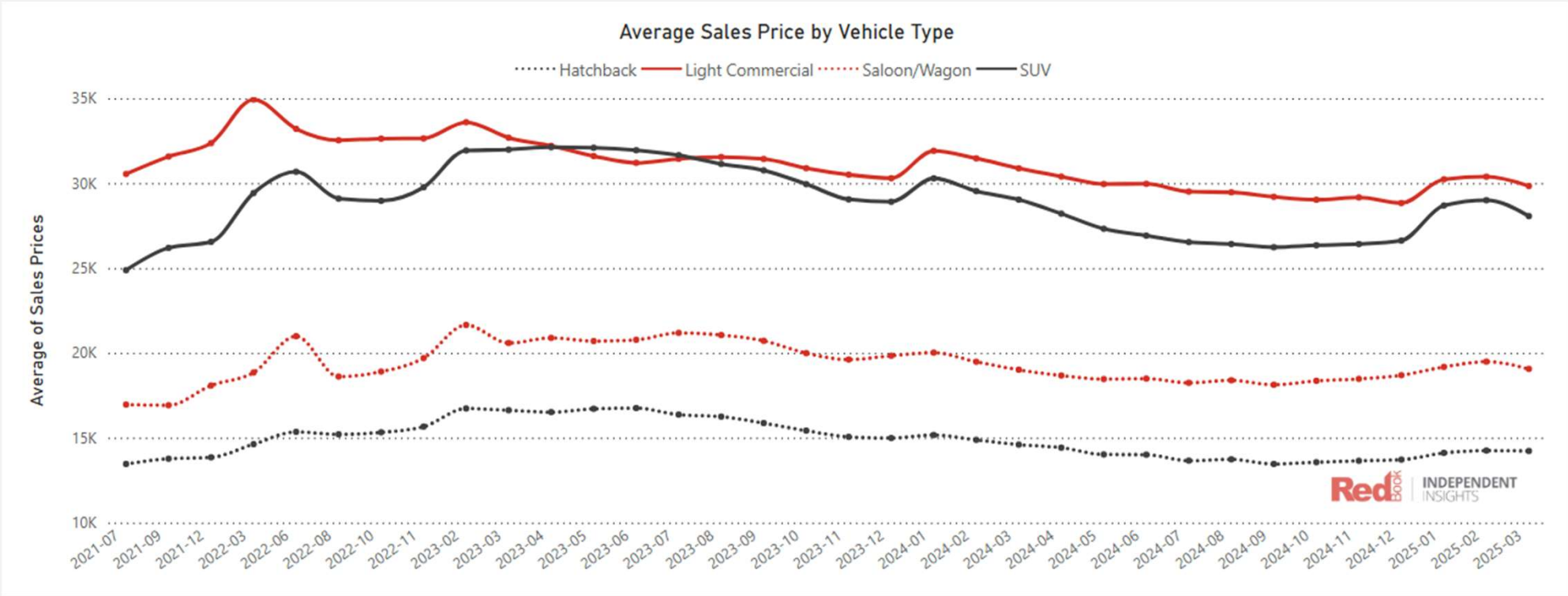


Price Index

- Sales Prices Decline Noticeably:** In March 2025, as more inventory entered the market, used car prices saw a noticeable drop compared to the previous month and fell below the levels of the same period last year.

Mar 25

Used Vehicle Price Index by Type



Price
Index

1. In March 2025, hatchback prices remained stable compared to the previous month, while prices for other car types showed a declining trend.