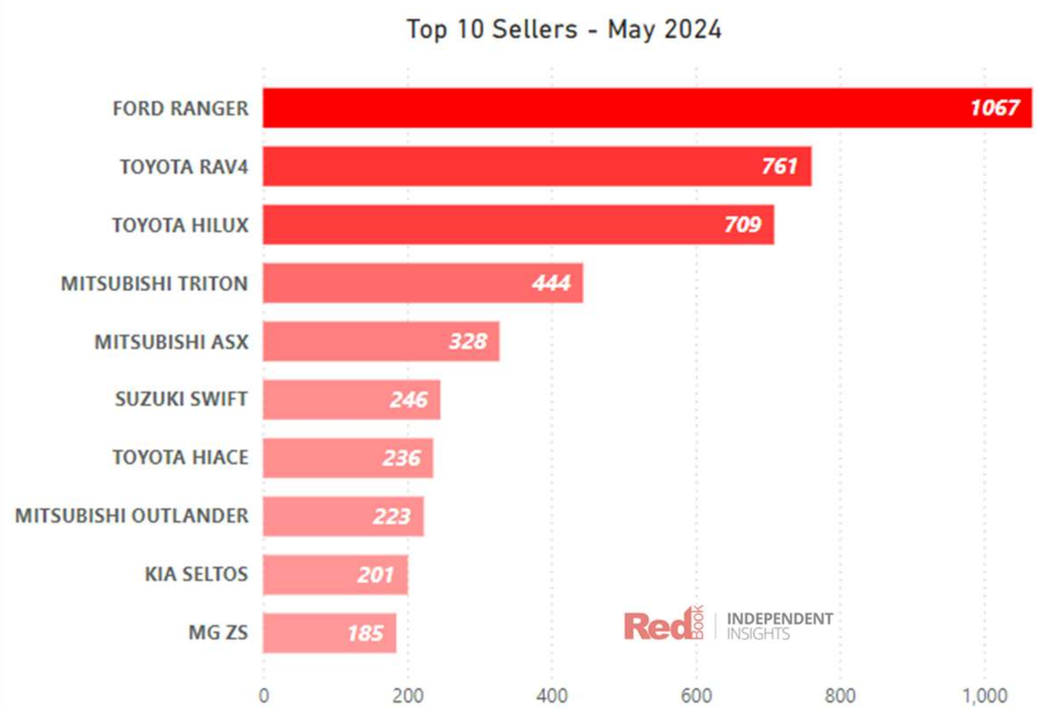
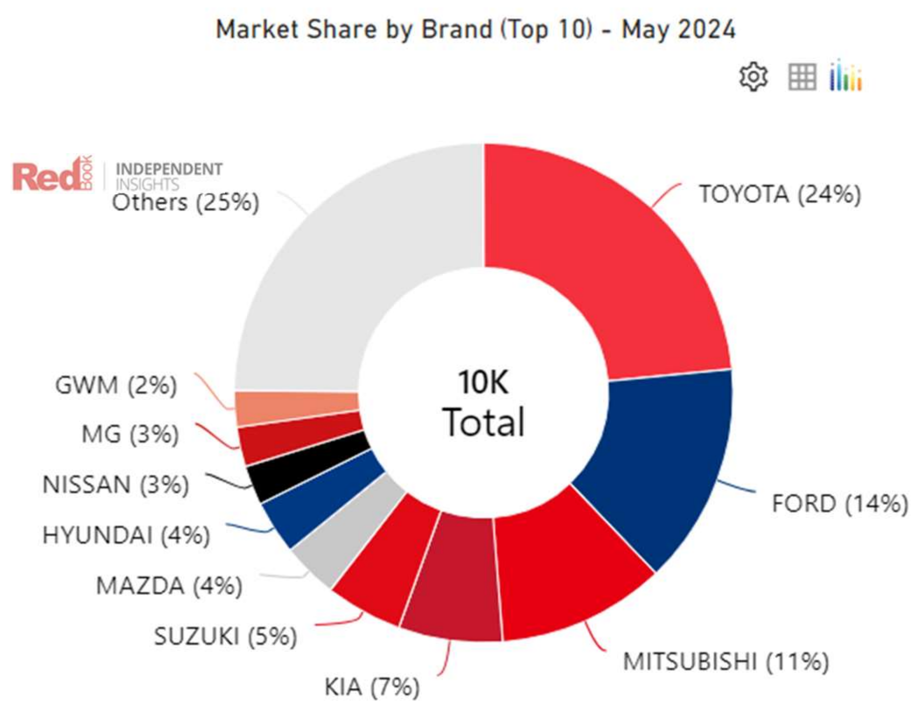
May 24 Top Sellers & Market Share

Red BOOK INDEPENDENT INSIGHTS





Top Sellers

1.Not much change at the top: Corolla and Everest drop out while Hiace and MG ZS come in.

2.Ute's market comes back: Registrations of utes have bounced back, as expected.

Market Share

1.Toyota market share lower: As Corolla drops out of the Top 10 and RAV4 drops 250 units compared to April.

2.Kia and MG increase: MG with ZS and Kia with Sportage, Seltos, Carnival and Stonic in the Top 20.

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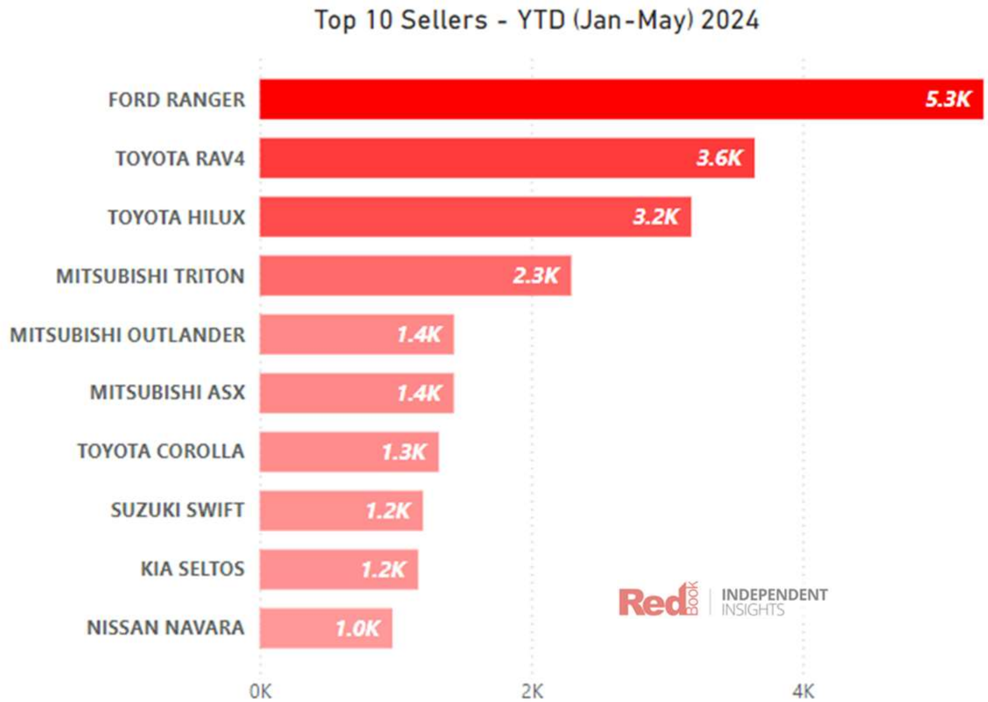

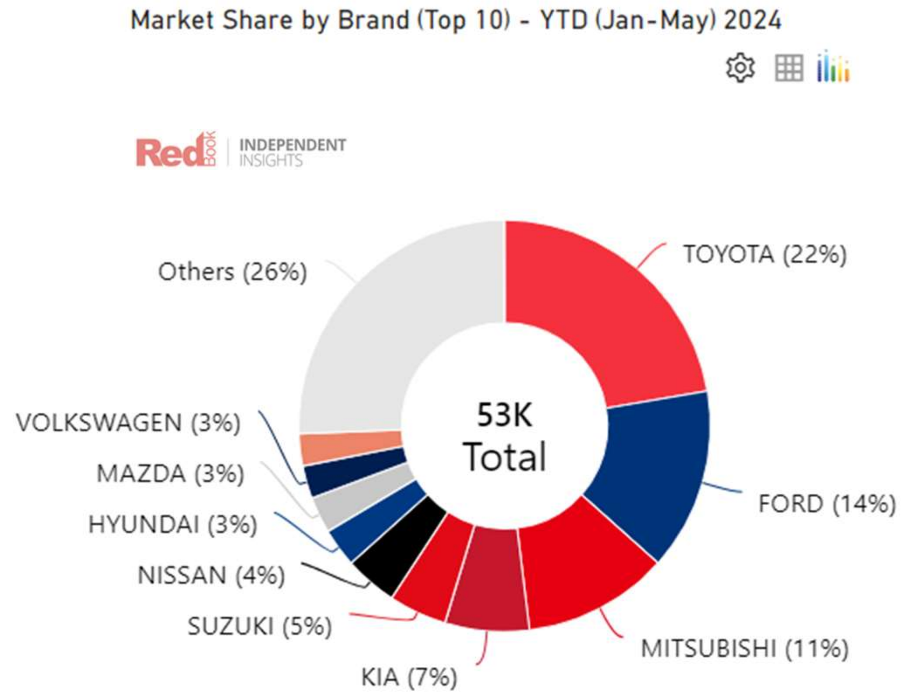

Top Sellers

1.Top 10 remain unchanged: Corolla slips a place as ASX takes over, but Corolla sales are diluted by the Corolla Cross, which is recorded separately.

2.Ute love continues: with nearly a quarter of all new sales in May 24 being utes.

Market Share

1.Very little change: Mitsubishi has dropped slightly while VW is up, on 3% market share.

2.Market is diverse: Three manufacturers over 10% but a good spread below that.

May 24

NZ New Car Sales Trend

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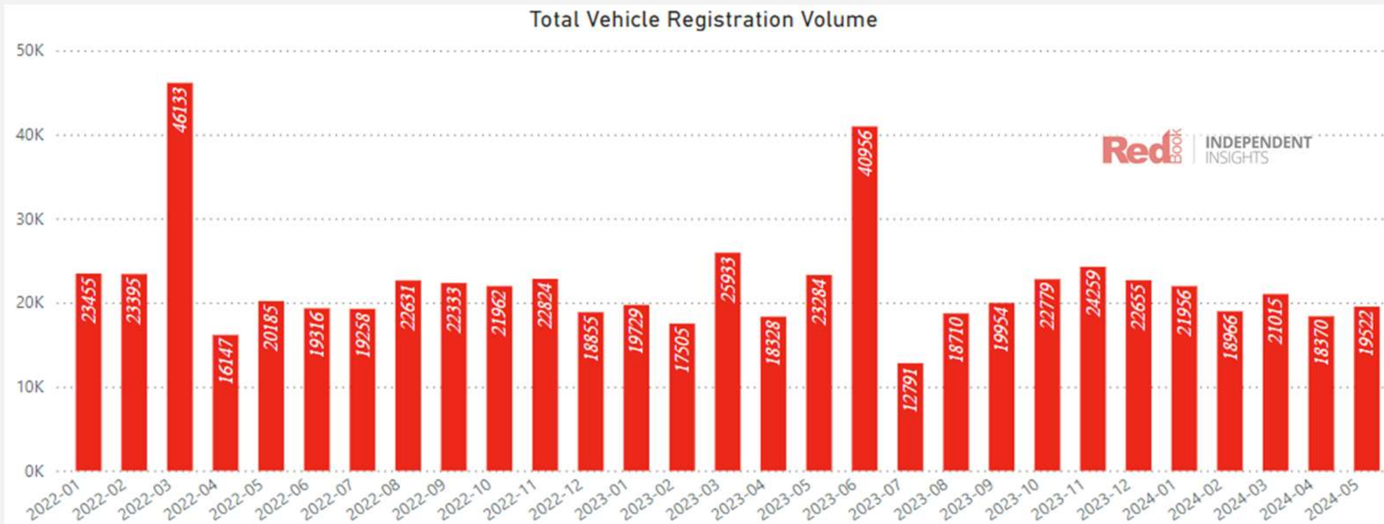
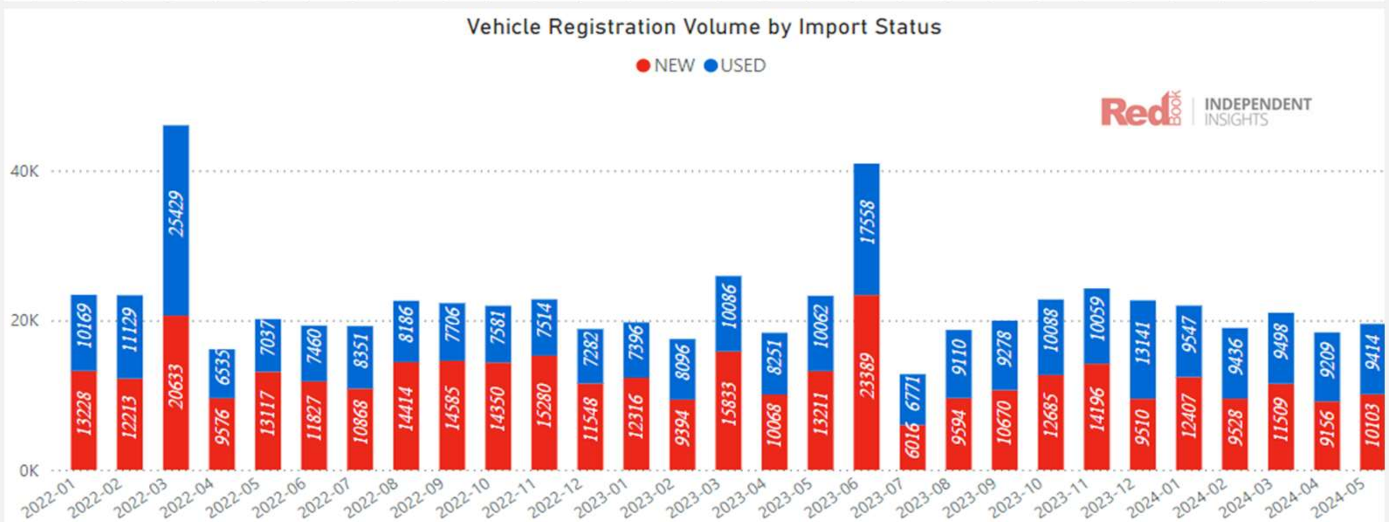
Market Trend

1. New car sales rebound slightly – Up 10% on April 24.

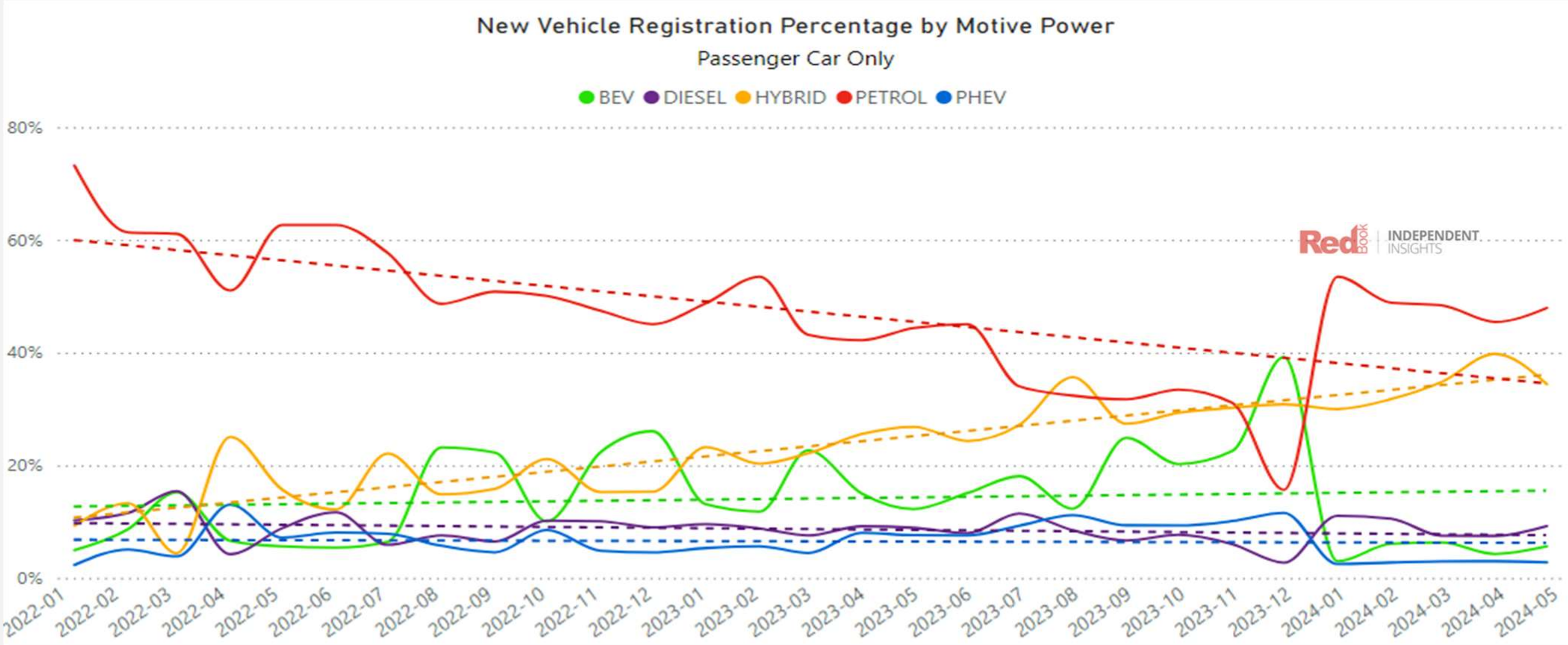
2. Still down YoY – Both May 23 and May 22 recorded new car registrations over 13,000 units. May 24 is closer to 10,000 units, down 23% on previous years.

3. Used registrations staying steady – Slightly up on April 24 and for the registrations YTD, up 7% at the same time in 2023.





May 24 New Car Sales Trend by Motive Power

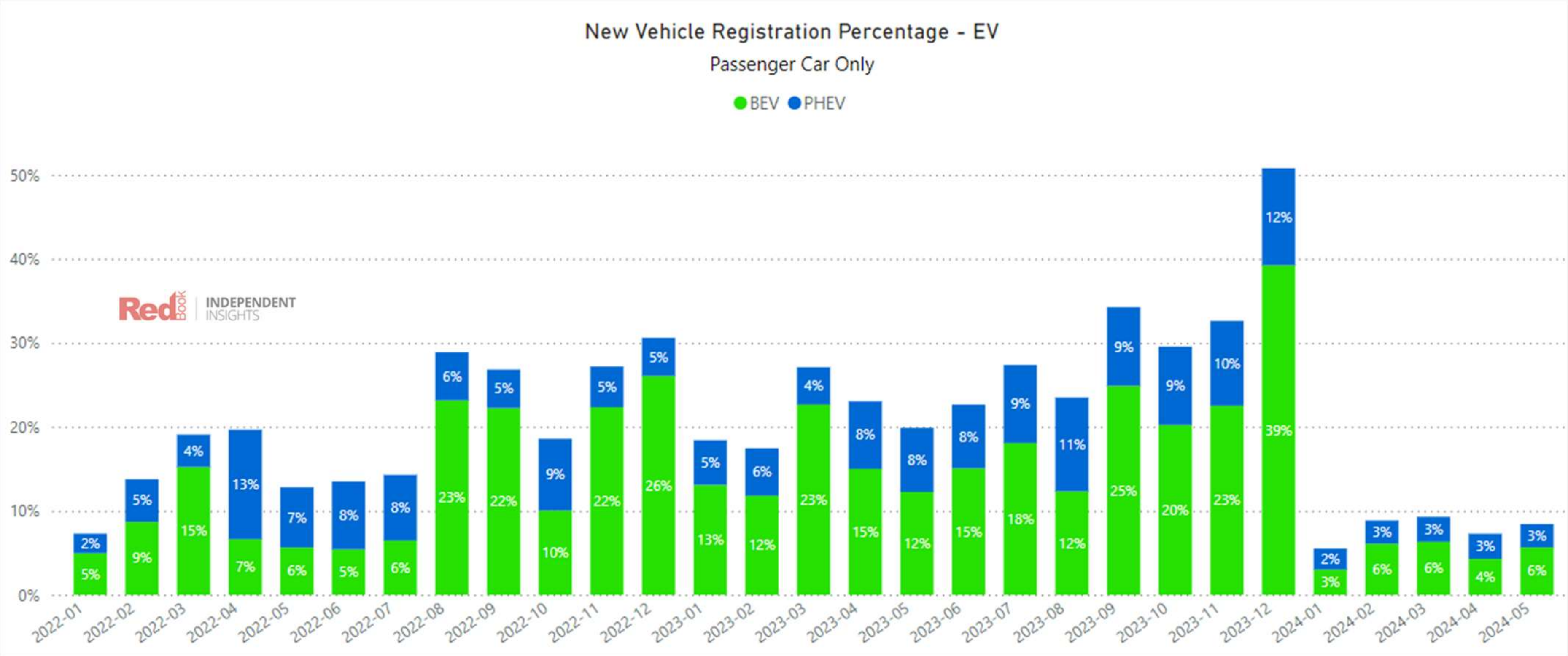


Insights

1.Petrol and diesel defy trend with an increase in May 24: The share of new petrol vehicle registrations shows a declining trend over the last two and half years (with the exception of the rebound in Jan 24 as utes came back). In May 24 petrol registrations have increased slightly.

2.Hybrids drop: Registrations of new hybrids have dropped in May 24, with the steepest drop for some time.

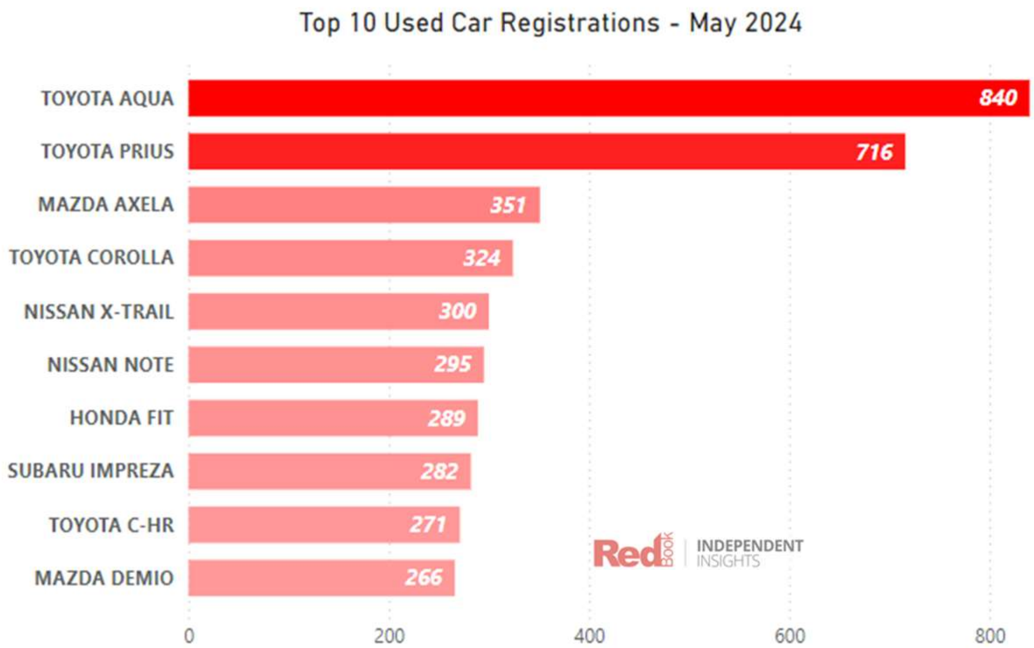
May 24 EV New Car Sales Percentage

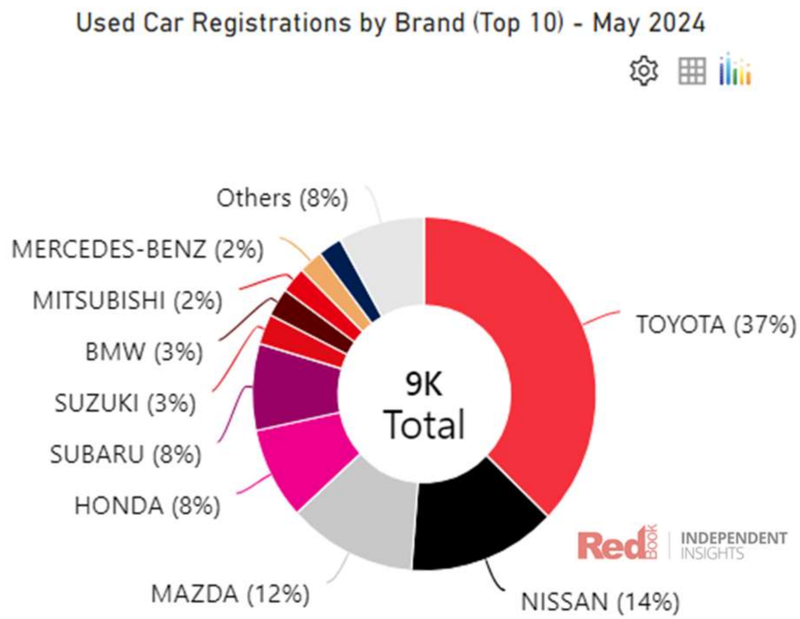


Insights

1. Are EV's coming back?: Since the end of the Clean Car Discounts (CCD) we have seen registrations of new EV's and PHEV's drop back to pre-CCD levels. May 24 has seen a small increase in EV sales, but it doesn't seem enough to call it a comeback.

May 24 Used Car Top Sellers & Market Share





Top Sellers

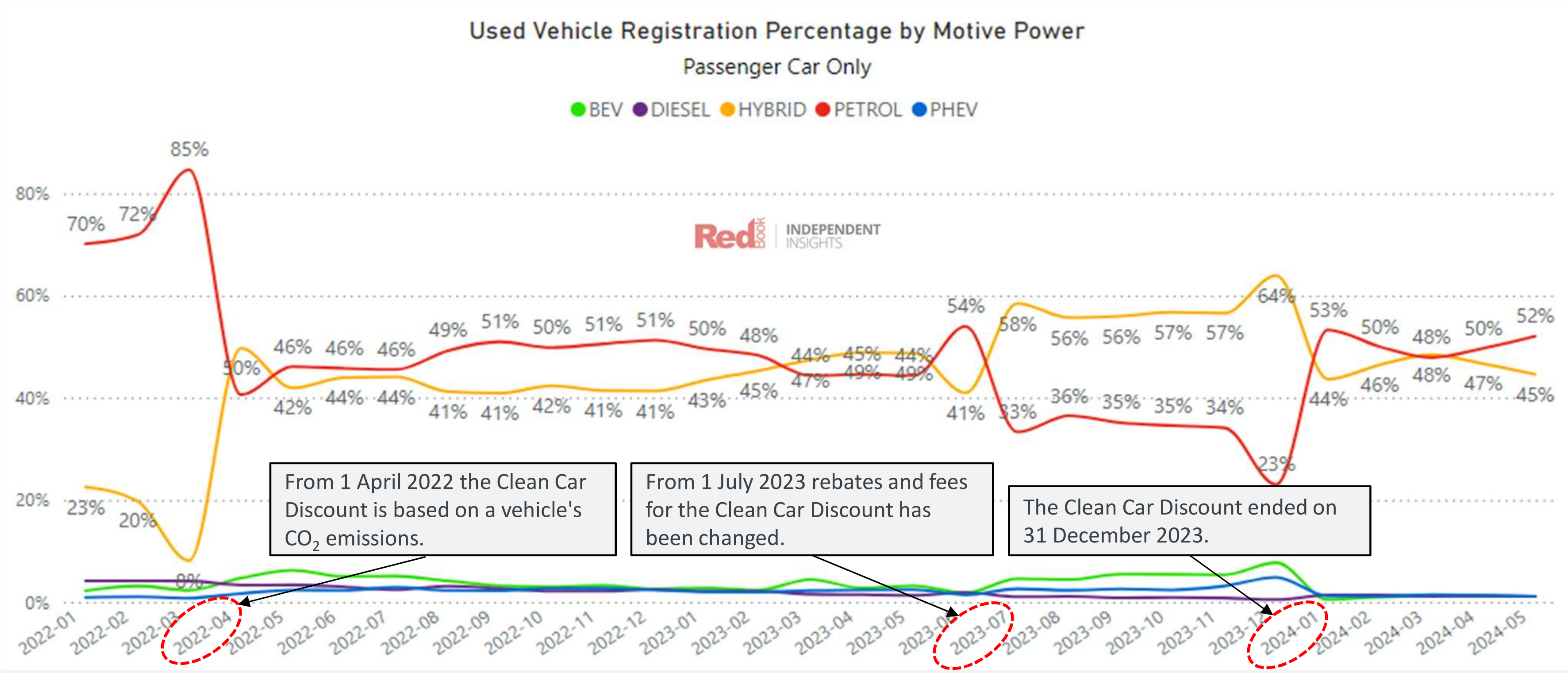
1. **Aqua, Prius and Axela remain dominant**: These three models have led the charge as the most imported used cars throughout 2023 and 2024.

2. **Hybrids Dominance**: Aqua and Prius are both hybrid, as are most of the recently imported Axela.

Market Share

1. **Mix mostly unchanged:** Toyota has dropped slightly, while Subaru and Nissan are up on last months shares.
2. **More Euro's creeping in:** Mercedes, VW and BMW are creeping up but are never likely to usurp the Japanese brands.

May 24 Used Car Sales Trend by Motive Power

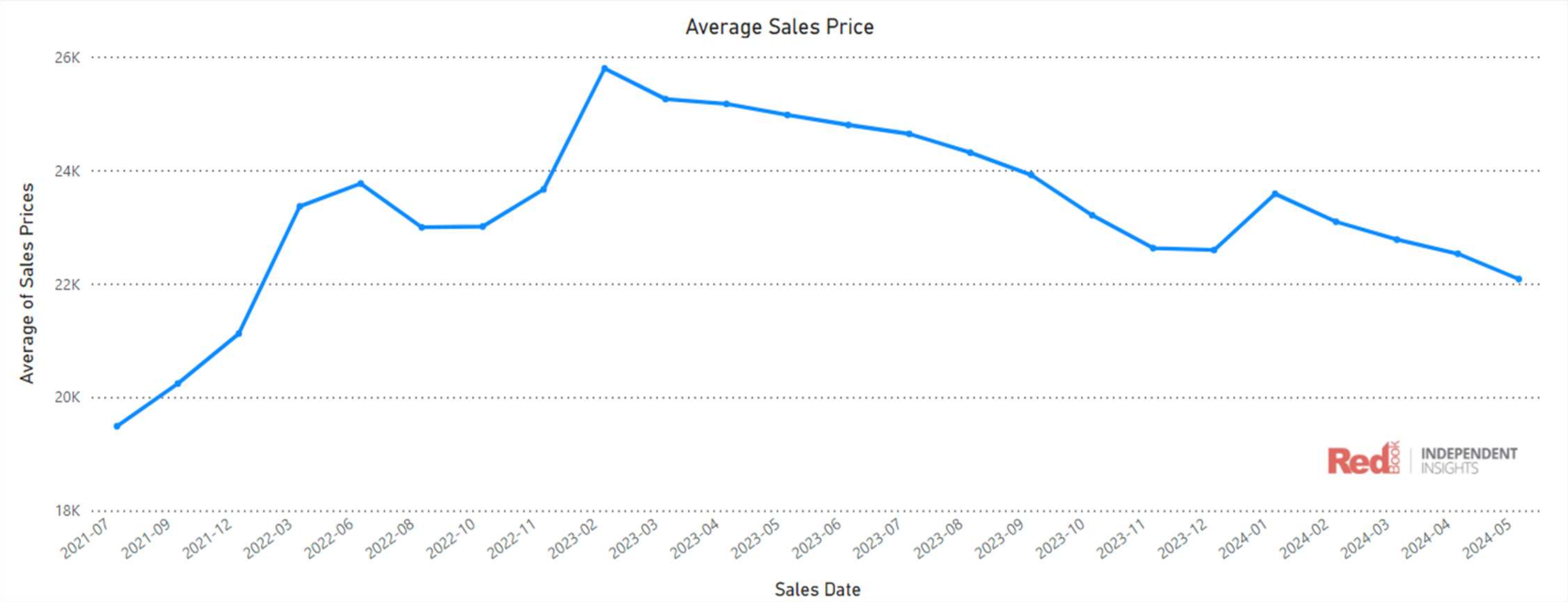


Insights

1.Petrol jumps ahead: The end of the Clean Car Discounts ("CCD") saw a dramatic rise in January as vehicles held over were registered. The increase in May 24 may reflect the lead times to have stock landed and processed.

2.Hybrid vehicles slip further down: Certainly nowhere near pre-CCD levels.

May 24 Used Vehicle Price Index

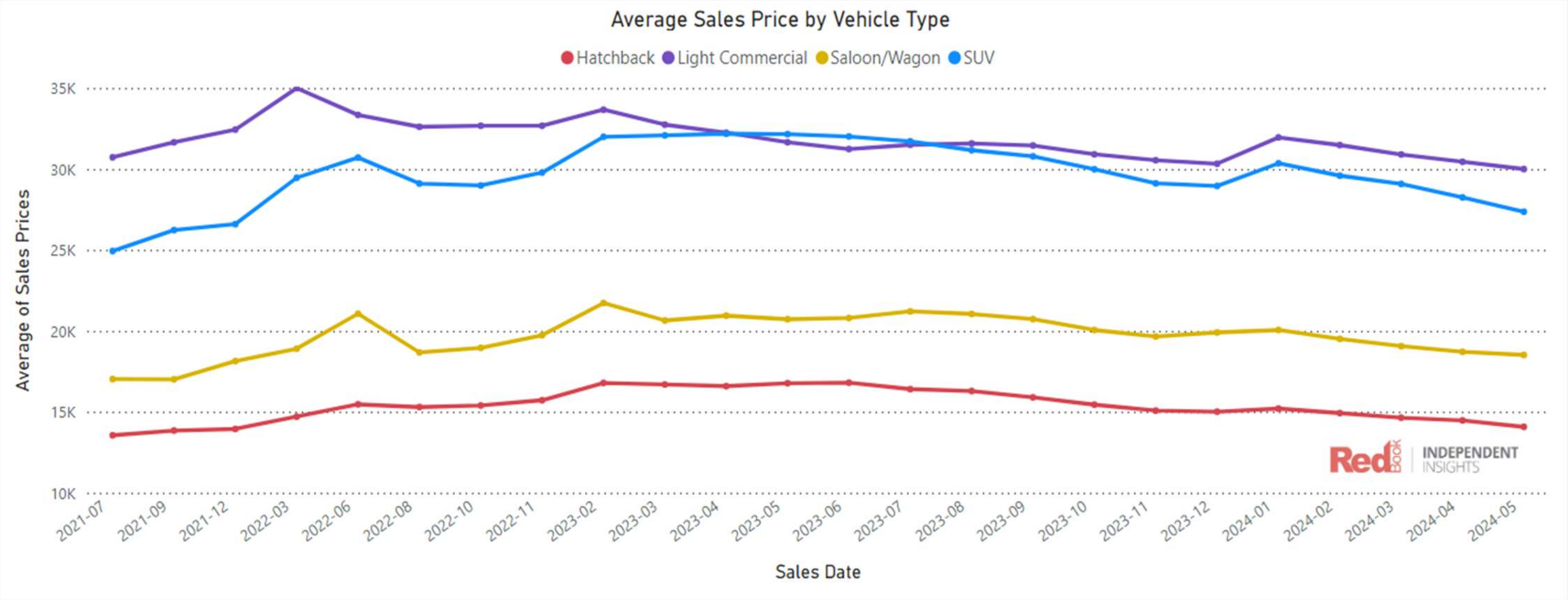


Price Index

1. Prices falling: The average selling prices of used vehicles are dropping month on month.

2. Covid bubble not burst: We saw car prices rise post-Covid lockdowns. The current prices still have some of that increase in them as we have not returned to the same average selling prices as were experienced pre Covid.

May 24 Average Sales Price by Type



Price Index

1.The most popular vehicles, Light Commercials (utes mostly) and SUV's are showing steady decreases as we see the premiums achieved post Covid are coming off.

2.Saloons and wagons seem to have slowed in their decline.