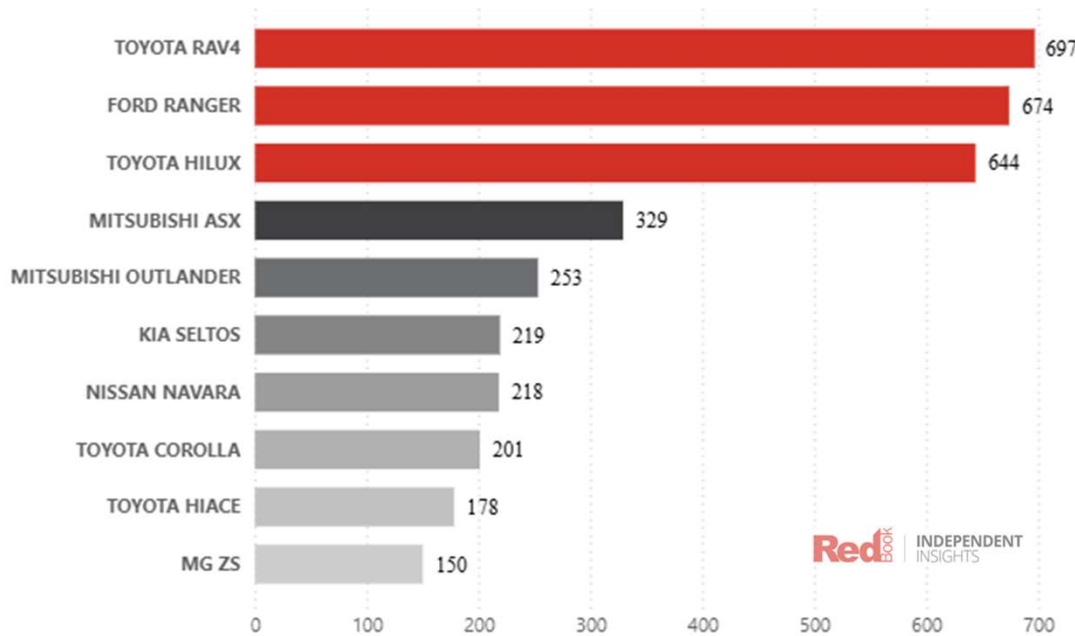


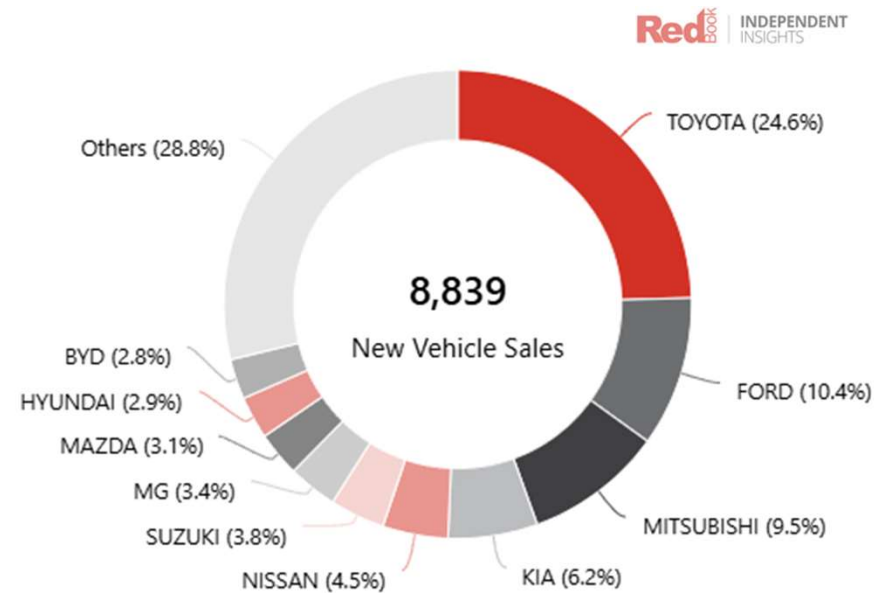
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Top Sellers & Market Share

Top 10 Sellers - Apr 2025



Market Share by Brand (Top 10) - Apr 2025



Top Sellers

1. Toyota RAV4 Leads: The Toyota RAV4 tops the chart with 697 units sold, leading the market.

2. Ford Ranger and Toyota Hilux Follow: Ford Ranger (674 units) and Toyota Hilux (644 units) keep utes up there in NZ's favorites.

Market Share

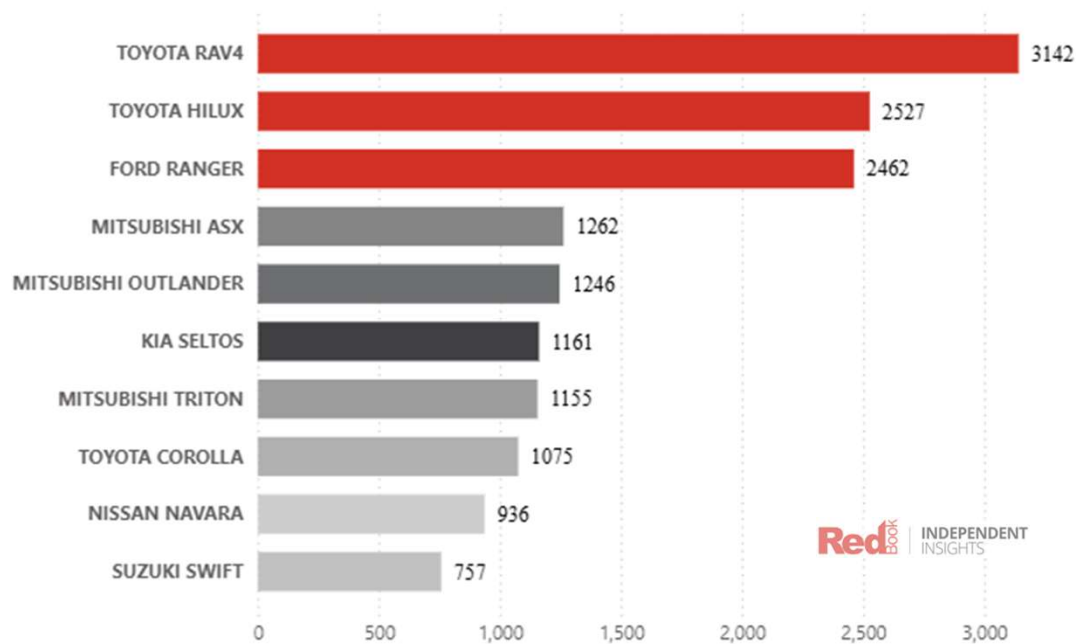
1. Toyota Dominates: Toyota continues to hold the largest market share at 24.6%.

2. Ford and Mitsubishi Compete: Ford holds No.2 position with 10.4%, Mitsubishi follows with 9.5%.

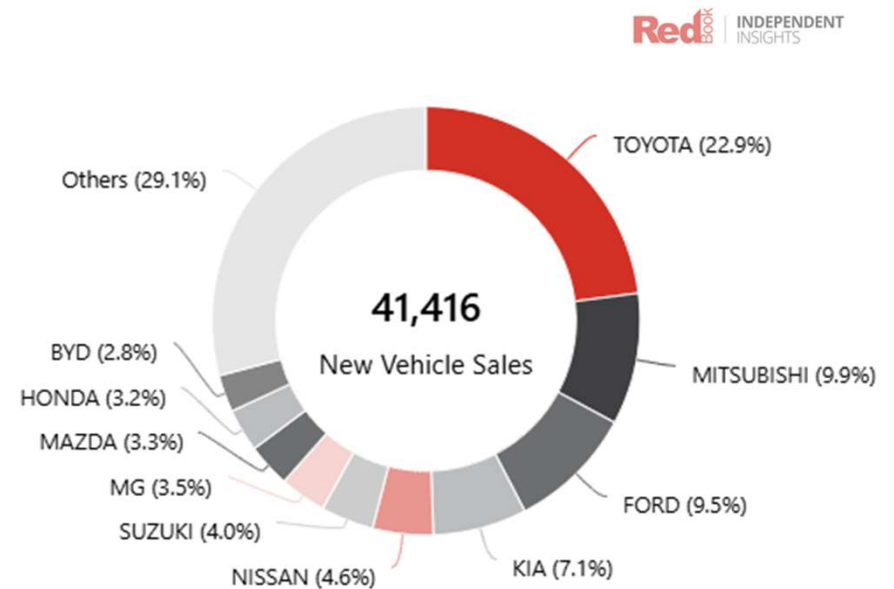
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Top Sellers & Market Share

Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



Top Sellers

1.Utes Continue to Dominate: Ranger, Hilux, Triton and Navara in Top 10 YTD.

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 22.9%, showing its continued dominance in the market.

2.Ford and Mitsubishi Compete: Mitsubishi has a 9.9% market share, while Ford holds 9.5%.

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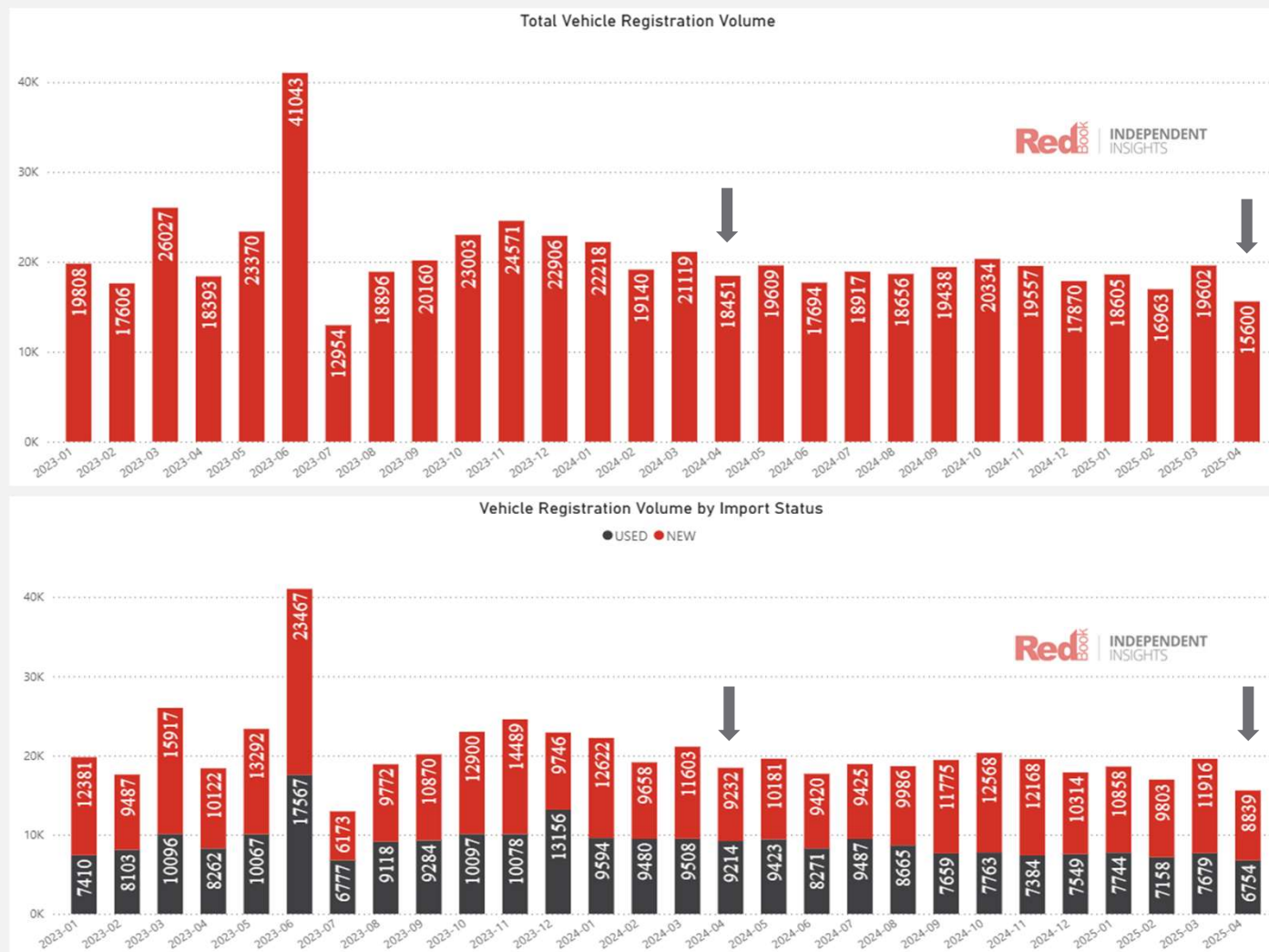
NZ New Car Sales Trend

Market Trend

1. Significant drop vs Previous Month –
Compared to March 2025, total registrations decreased by 20%, with new registrations dropping by 26% and used registrations down by 12%.

2. New registrations slightly down YoY –
Compared to April 2024, new registrations decreased by 4%.

3. Used Registrations Down 27% YoY –
Compared to April 2024, used registrations declined by 27%, reflecting a continued downturn in the used vehicle market.

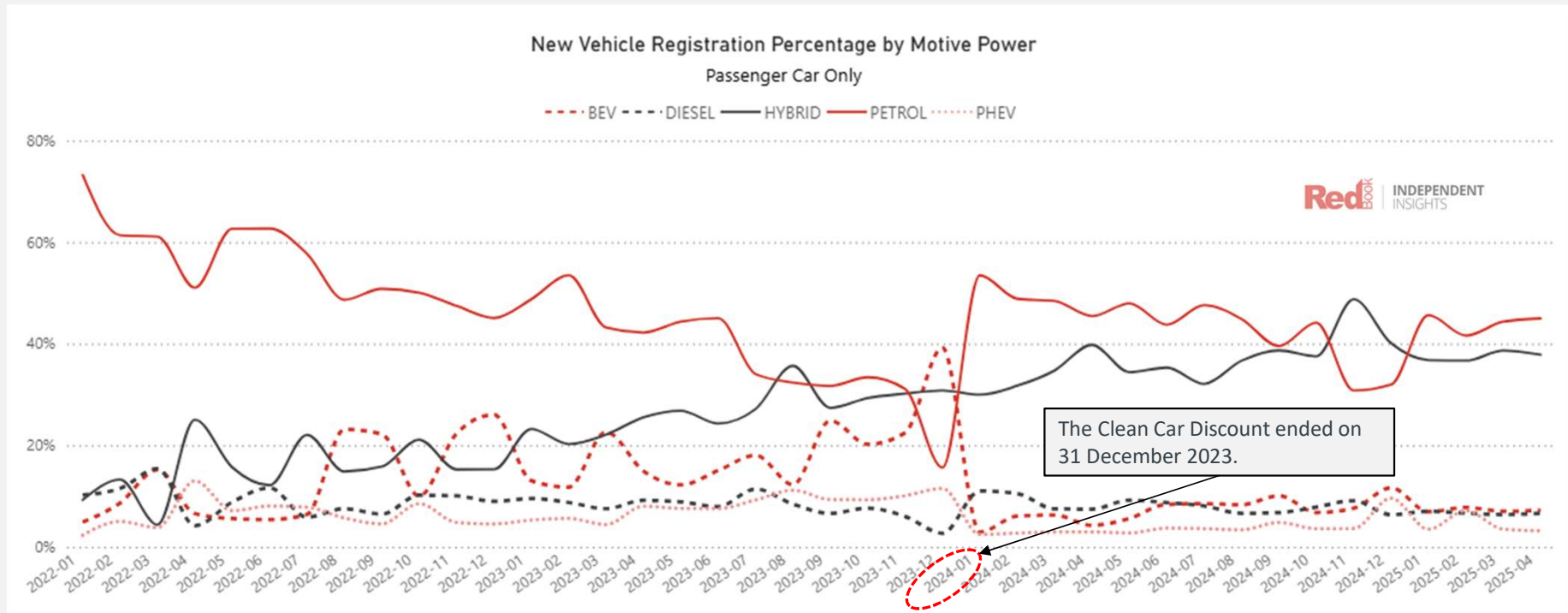


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New Car Sales Trend by Motive Power

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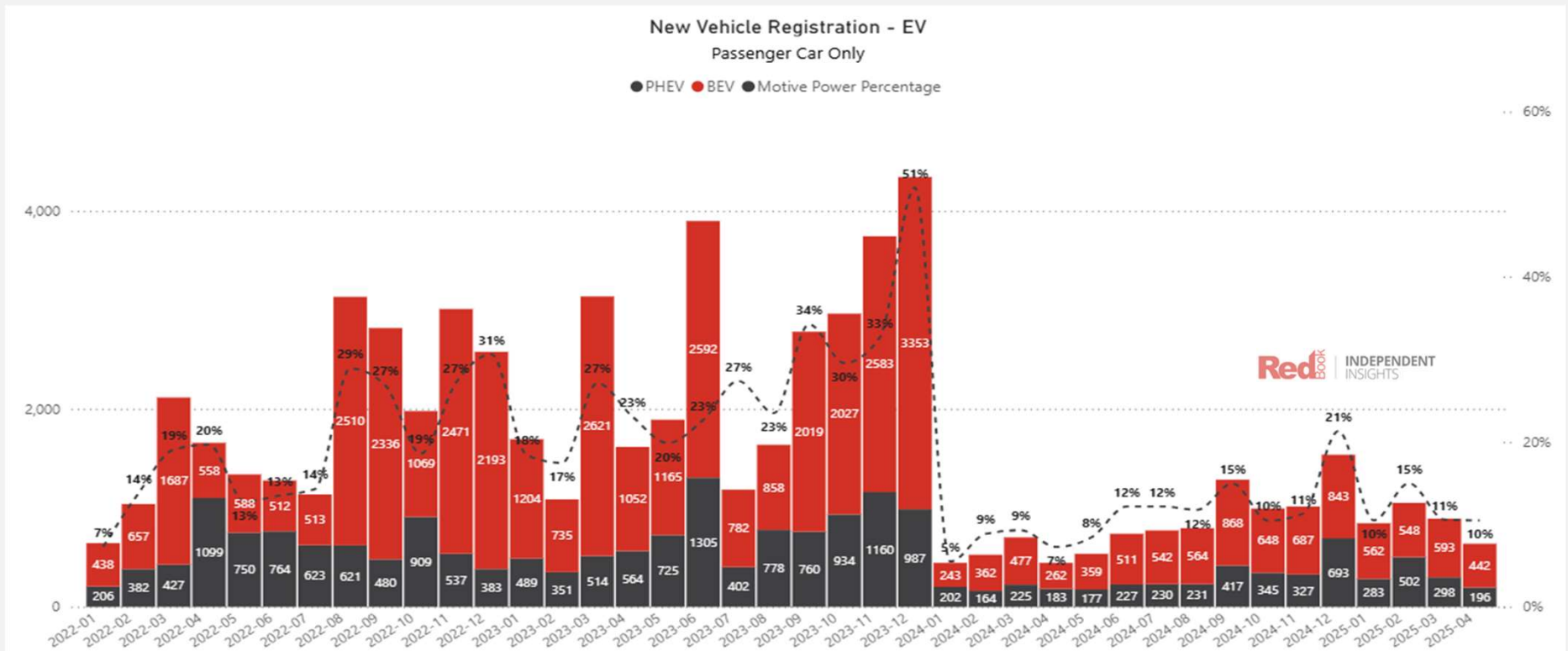
Insights

1. Petrol Increase and Hybrid Down: In April 2025, the proportion of petrol registrations experienced a slight increase, while hybrid registrations showed a slight decline.

2. EV Registrations Decline: The proportion of BEV remained steady, while PHEV registrations saw a slight decrease in April. Despite this 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.

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EV New Car Sales Percentage



Insights

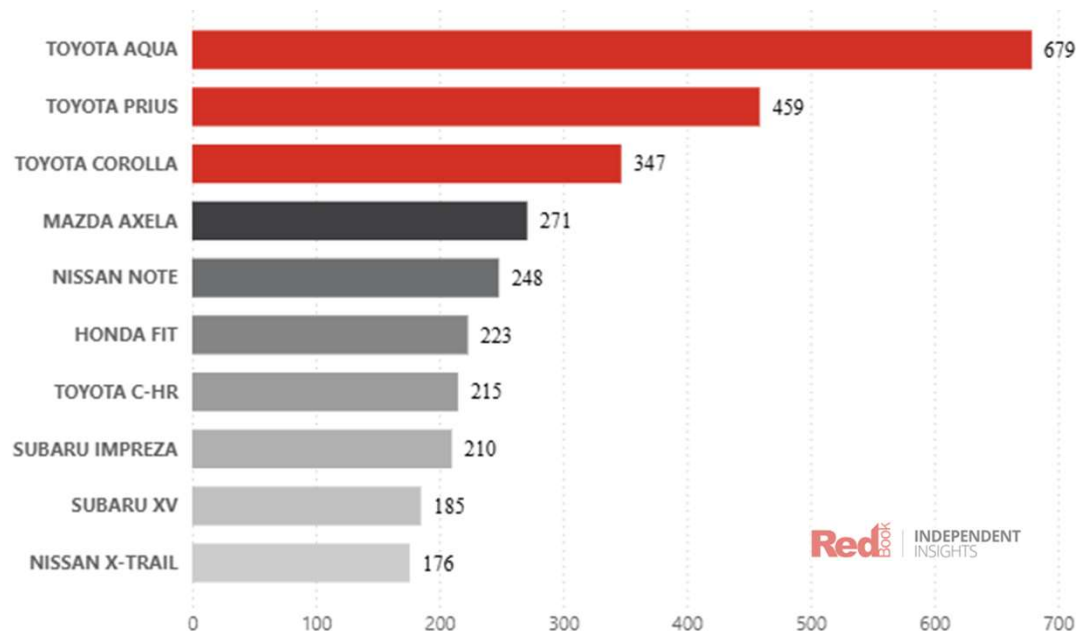
- EV's fight back continues:** The proportion of EV saw a decrease compared to the previous month. Despite the month-on-month drop, overall EV registrations remained higher than the same period last year, continuing their recovery from the sharp decline at the beginning of 2024 caused by the termination of the CCD.
- Top-selling models:** In April 2025 included the Polestar 2, BYD Dolphin, ATTO 3 and Sealion 7, Tesla Model Y and Kia EV5 and EV3.

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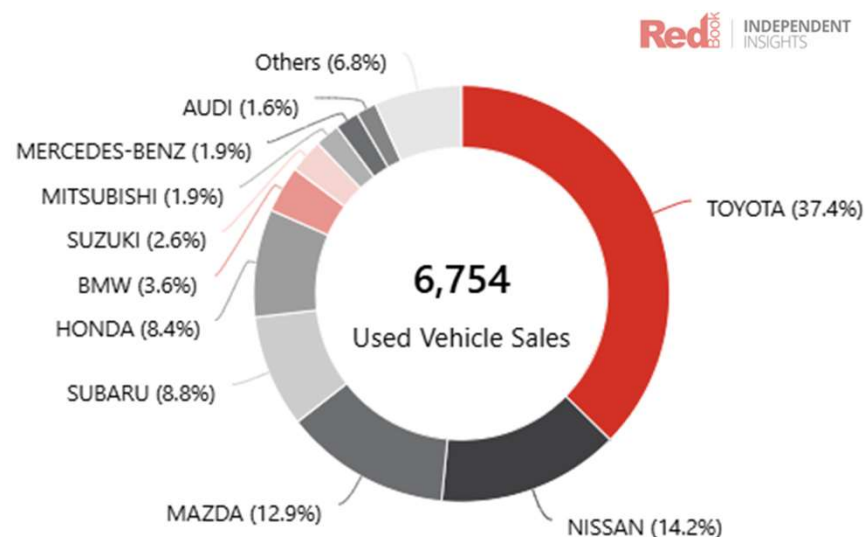
Used Car Top Sellers & Market Share

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Top 10 Sellers - Apr 2025



Market Share by Brand (Top 10) - Apr 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.

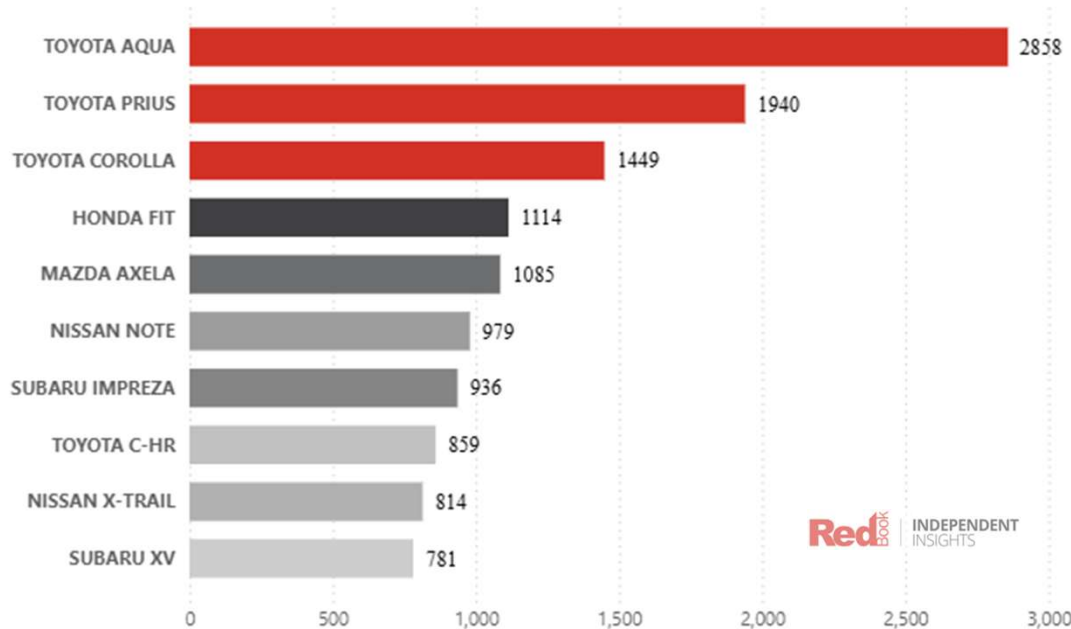
Market Share

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.

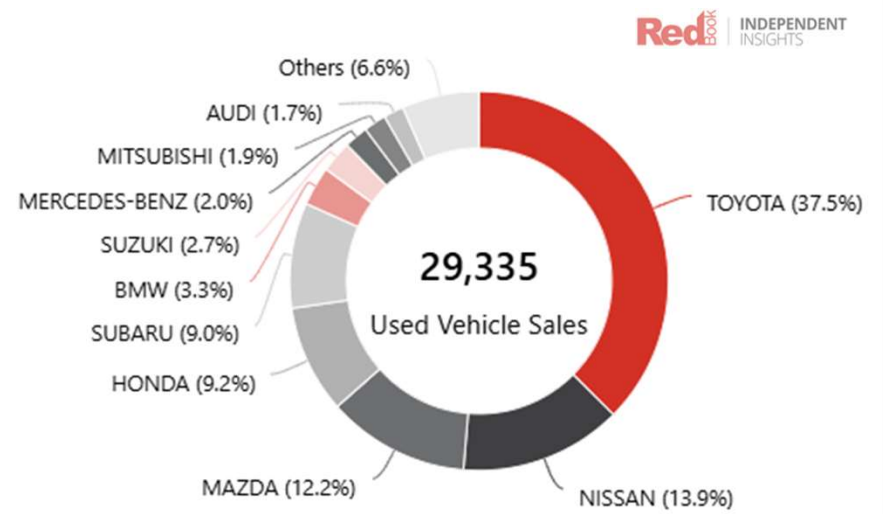
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Used Car Top Sellers & Market Share

Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



Top Sellers

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Market Share

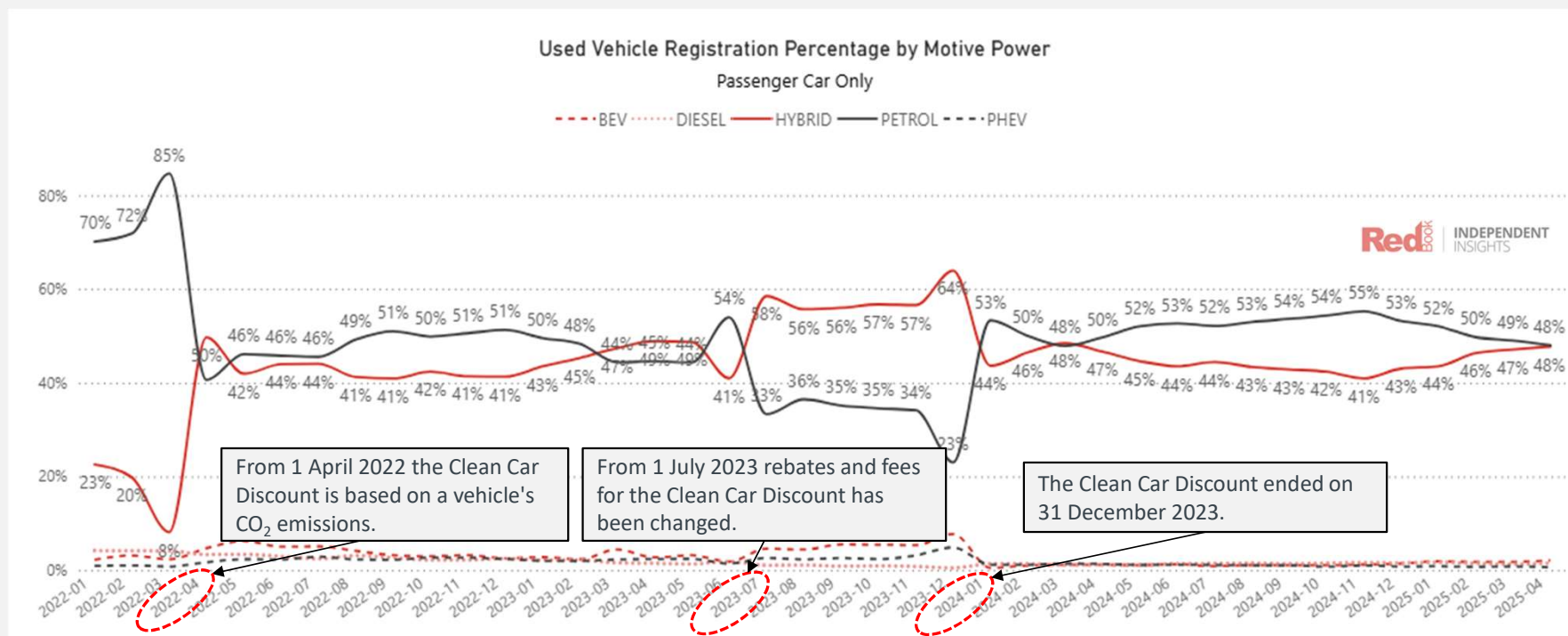
1. **Toyota Dominates:** Toyota has a commanding lead with 37.5% of the used car registrations market.
2. **Euro's small:** BMW, Mercedes-Benz, and Audi together account for just 7.0% of the market share, while Japanese brands dominate.

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Used Car Sales Trend by Motive Power

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Insights

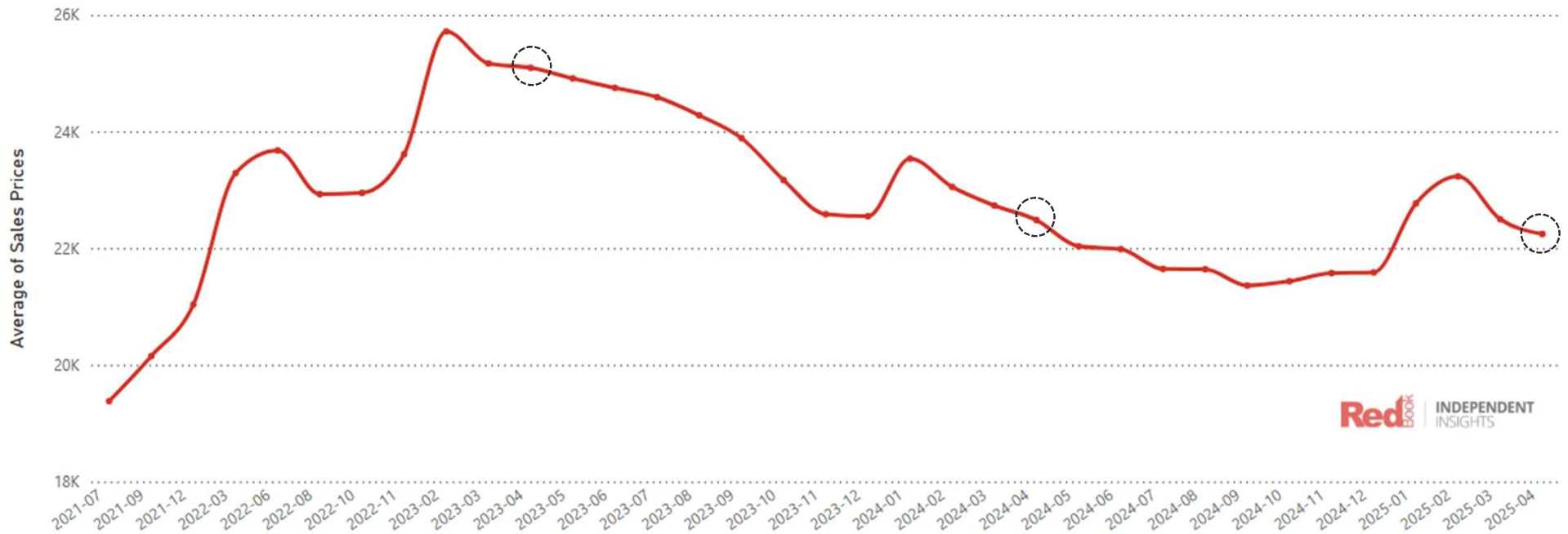
1. Petrol and Hybrid Registrations Reach Equal Share: Both petrol and hybrid vehicles now account for approximately 48% of total registrations. The share of petrol vehicles has slightly declined compared to previous months, while hybrid registrations have shown a slight recovery over the past five months.

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

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Used Vehicle Price Index

Average Sales Price

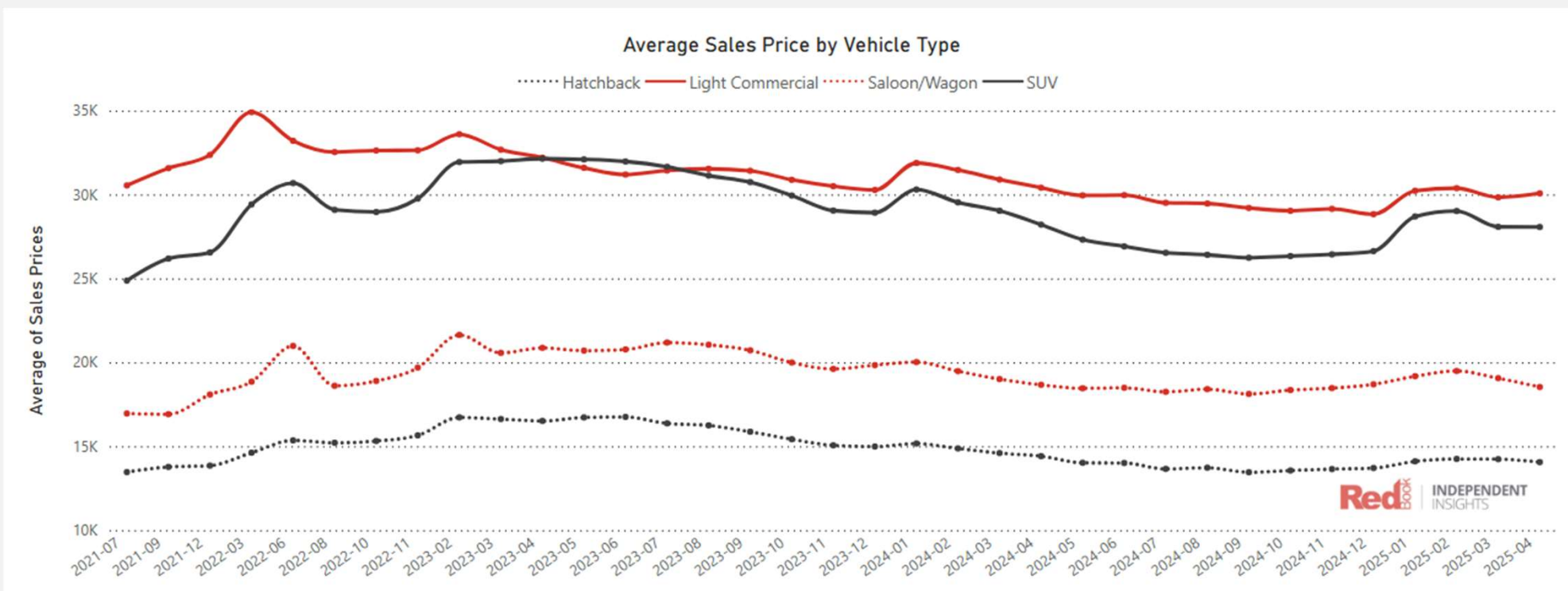


Price Index

- Sales Prices Decline Noticeably:** In April 2025, used car prices saw a continuous drop compared to previous months and fell below the levels of the same period last year.

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Used Vehicle Price Index by Type



Price Index

1. In April 2025, light commercial and SUV prices remained stable compared to the previous month, while prices for other car types showed a declining trend.