



Aftermarket Dashboard Bumper Edition



Key highlights – October 2016

Welcome to Edition #8 of the Aftermarket Dashboard, and the Bumper Edition for 2016.

This edition includes a special section that presents an analysis of passenger motor vehicle and light commercial vehicle registrations on Australian roads – the car parc data (2015 car parc data obtained from IHS Markit). Car parc data will continue to feature during the 2017 editions of this publication.

We value your suggestions for improvement or feedback regarding content.

- Vehicle sales were 1.0% down in October and up 2.4% CYTD
- Tasmania, Victoria and New South Wales were the only states to hold a positive movement in October 2016 compared to October 2015, increasing 12.7%, 3.9% and 2.1% respectively
- The Heavy Commercial and SUV segment rose by 11.4% and 4.9% respectively whereas the Passenger vehicle market has fallen by 7.4%
- The largest fall in sales for the Top 10 brands were Mazda (down 7.2%), Holden and Nissan (both down 7.0%) compared to October 2015
- The largest % increases in the Top 10 brands were Kia (up 23.6%), Volkswagen (up 8.7%) and Ford (up 6.7%) compared to October 2015
- Locally manufactured vehicle sales fell 9.4% CYTD
- National sales for the month fell for the third time in the past eight months when comparing to prior year figures.
- The top three vehicles sold in October 2016 were the Toyota Corolla (3,210 vehicles), Ford Ranger (2,751 vehicles) and Hyundai i30 (2,718 vehicles)
- Monitoring of import volumes shows increases for Oil Filters and Spark Plugs and decreases for Air Filters Passenger Vehicle Batteries and Disc Brake Pads when comparing September 2016 to August 2016.
- This special edition includes an in depth analysis of registered vehicles produced from 1992 to 2015. This section focusses on; Age Distribution (pg. 6), Country of Origin (pg. 7), Vehicle Segment Trends (pg. 8), Fuel Type Trends (pg. 9) and a special focus on Light Commercial vehicles (pg.10)

Table 1 – Top brand sales for October 2016 and CYTD

Brand		Month Sales				CYTD Sales			
Standing	Brand	Movement	Oct 2016	Oct 2015	Variance (%)	Movement	2016	2015	Variance (%)
1	Toyota	▼	16,348	16,964	-3.6%	▲	171,523	166,617	2.9%
2	Mazda	▼	7,921	8,532	-7.2%	▲	98,621	94,509	4.4%
3	Hyundai	▼	8,704	9,003	-3.3%	▲	86,512	86,429	0.1%
4	Holden	▼	7,521	8,088	-7.0%	▼	78,833	84,916	-7.2%
5	Ford	▲	6,508	6,098	6.7%	▲	67,914	57,832	17.4%
6	Mitsubishi	▼	5,227	5,508	-5.1%	▲	60,741	59,074	2.8%
7	Nissan	▼	5,543	5,961	-7.0%	▲	55,413	53,821	3.0%
8	Volkswagen	▲	4,869	4,480	8.7%	▼	47,144	51,326	-8.1%
9	Subaru	▲	4,140	4,112	0.7%	▲	38,969	36,107	7.9%
10	Kia	▲	3,543	2,867	23.6%	▲	35,781	28,194	26.9%

Source: Vfacts

With respect to the top 10 brand sales, four of the top 10 brands experienced stronger sales in October 2016 compared with October 2015. Kia, Volkswagen, and Ford experienced the strongest sales increases in October 2016 compared with October 2015 (23.6%, 8.7%, and 6.7% respectively). Kia and Ford also remain up 26.9% and 17.4% respectively, while despite the increase for October, Volkswagen remains down 8.1% on CYTD basis. Mazda, Holden, Nissan and Mitsubishi saw the greatest declines when comparing October 2016 to October 2015 (down 7.2%, 7.0%, 7.0%, and 5.1% respectively). Despite a poor month of sales, Mazda, Nissan, and Mitsubishi remain up on a CYTD basis (up 4.4%, 3.0% and 2.8% respectively). In addition, Toyota and Hyundai were down 3.6% and 3.3% respectively when comparing October 2016 to October 2015, yet Toyota remains 2.9% up on a CYTD basis. Hyundai appears to be struggling to outperform its strong sales recorded in 2015, achieving an increase of 0.1% on a CYTD basis for this year.



October results

October 2016 sales decreased by 1.0% (964 vehicles) from October 2015, and are up 2.4% (23,280 vehicles) current year to-date compared to the 2015 calendar year. Outlined in Figure 1 are the state based movements for September and CYTD. Figure 2 details the market share by state.

Figure 1 – State based movements for October 2016 and CYTD

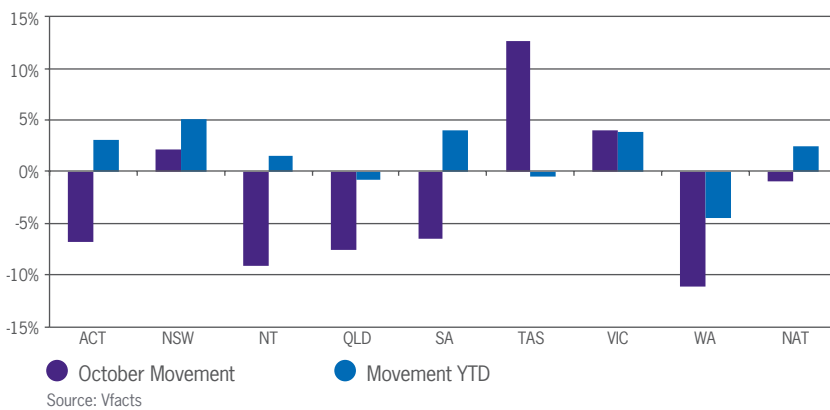
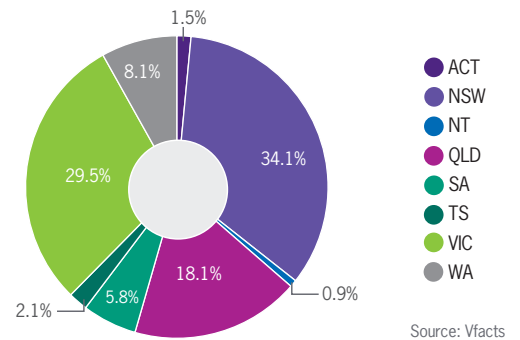


Figure 2 – Market share by state



Tasmania, Victoria and New South Wales were the only states to experience an increase in sales when comparing October 2016 to October 2015 (12.7%, 3.9%, and 2.1% respectively). Conversely, Western Australia, Northern Territory, ACT and South Australia have experienced the greatest declines (11.2%, 7.5%, 6.7% and 6.4% respectively).

Table 2 – Movement in sales (%) November 2015 – October 2016

	NOV-15	DEC-15	JAN-16	FEB-16	MAR-16	APR-16	MAY-16	JUN-16	JUL-16	AUG-16	SEP-16	OCT-16
New South Wales	9.1	8.2	6.0	12.6	6.5	11.9	6.0	3.2	-0.4	4.1	1.3	2.1
Victoria	4.3	3.7	1.0	8.2	-2.9	8.1	3.5	5.0	-1.5	10.1	3.9	3.9
Queensland	14.5	-5.5	3.8	2.7	-4.6	2.4	1.3	0.0	-1.4	0.7	-3.4	-7.5
South Australia	2.2	8.3	3.4	1.2	-1.4	6.8	9.6	4.5	-0.9	13.7	11.8	-6.4
Western Australia	-1.7	-1.9	-3.0	-1.4	-7.8	-0.1	-5.0	-6.6	-1.3	-2.7	-3.8	-11.2
National	6.9	2.9	2.7	6.7	-0.5	7.2	3.6	2.2	-1.1	4.6	1.3	-1.0

● Positive ● Negative

Source: Vfacts

Sales figures for November 2015 to October 2016 outline the last twelve months' movements. Sales nationally have experienced an average growth of 3.0% per month for the 12 months. The New South Wales market has grown every month except for July 2016 at an average rate 5.9% per month during the past year. Conversely, the Western Australian market has not seen an increase in sales when comparing the previous months during 2015 and 2016 and encountered its greatest contraction yet, (11.2%) when comparing the period October 2016 to October 2015.

Table 3 – Movement in sales (%) by Segment (Jan – Oct 2016)

	October Movement (%)	CYTD Movement (%)
Passenger	-7.4	-6.0
SUV	4.9	9.4
Light Commercial	0.4	10.1
Heavy Commercial	11.4	3.1

● Positive ● Negative

Source: Vfacts

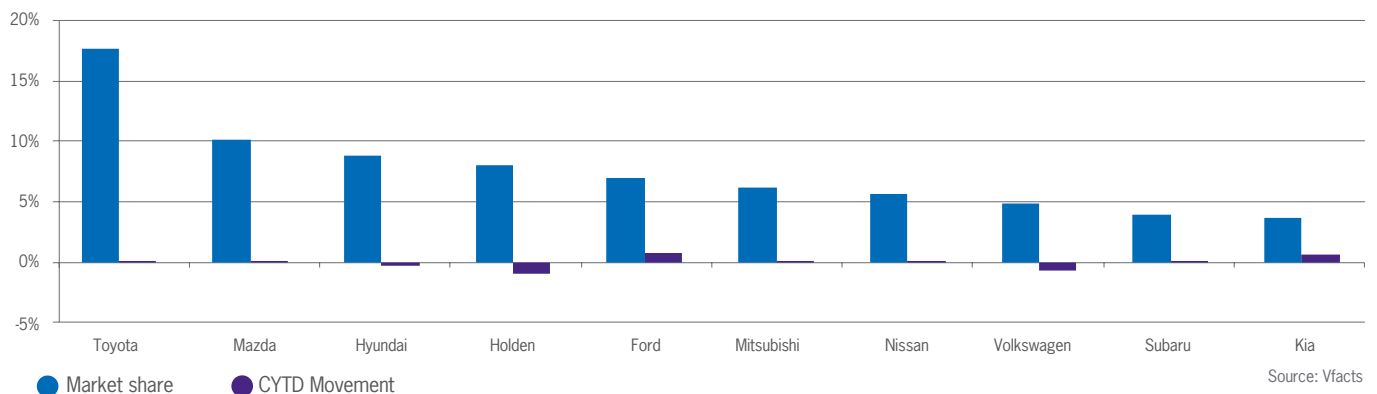
With regard to sales by automotive segments, Passenger vehicles continue to experience declines in both October and CYTD movements (7.4% and 6.0% respectively). SUVs continue to experience strong growth in sales, increasing by 4.9% in October resulting in sales growth of 9.4% on a CYTD basis. The Light Commercial vehicle segment sales experienced a slowdown in growth due to lower sales for the Toyota Hilux in October (0.4%) when comparing 2016 to 2015. However, Light Commercial Vehicle sales remain up 10.1% on a CYTD basis. Heavy Commercial vehicle sales saw significant growth (11.4%) when comparing October 2016 to October 2015 and are up 3.1% on a CYTD basis.



Market share

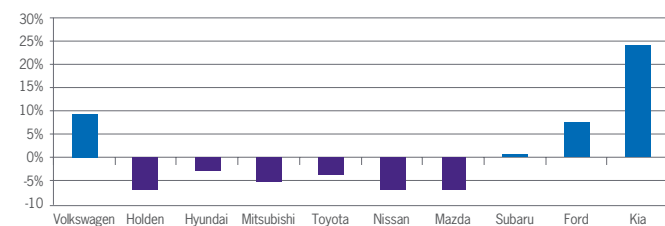
Toyota continues to hold its position as the market leader, with its market share sitting at 17.5% (0.2% greater than last month) on a CYTD basis from January to October 2016. Amidst ongoing declines, Holden's market share dropped to 8.0% (down by approximately 0.8% on a CYTD basis). The top 10 brands reported account for 75.6% of the market share for new car sales.

Figure 3 – Market share by brand – Top 10



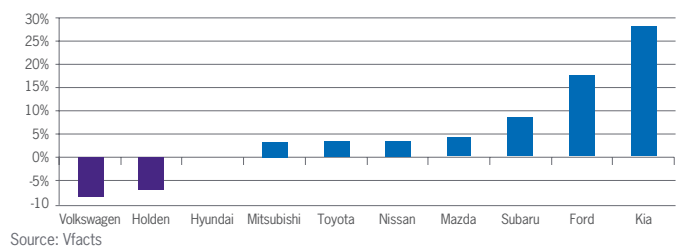
Mazda and Hyundai held on to their spots as number 2 and 3 in terms of market share (10.1% and 8.8% respectively). While market share remained relatively stable for the top 10 brands in October 2016, the greatest positive shifts on a CYTD basis were seen in Ford, Kia, Subaru and Mazda (up 0.9%, 0.7%, 0.2% and 0.2% respectively). Holden, Volkswagen and Hyundai continued to experience a decline in market share based on CYTD movement (down 0.8%, 0.6% and 0.2% respectively).

Figure 4 – October sales movement by brand – Top10



Out of the top 10 brands, four brands experienced an increase in sales. Ford and Kia continued to experience strong sales growth with both brands up 23.6% and 6.7% respectively during the month of October. Contrary to recent trends, Volkswagen was up 8.7% compared to October last year, with weaker prior year sales possibly linked with the 'diesel gate' emissions scandal in (announced September last year). In contrast, sales continued to decline for Mazda, Holden and Nissan (-7.2%, -7.0% and -7.0% respectively) with Mitsubishi (-5.1%), Toyota (-3.6%) and Hyundai (-3.3%) also experiencing a reduction in sales when comparing October 2016 to October 2015. Subaru experienced little change with an increase of 0.7% during October.

Figure 5 – CYTD sales movement by brand – Top 10



In relation to the Top 10 brands, on a CYTD basis, eight brands have been able to increase sales compared to the 2015 calendar year. The standout performers include Kia (up 26.9%), Ford (up 17.4%) and Subaru (up 7.9%), all of which have continued to experience strong growth in sales for 2016 compared to 2015. Mazda (4.4%), Nissan (3.0%), Toyota (2.9%), Mitsubishi (2.8%) and Hyundai (0.1%) also experienced moderate growth in sales on a CYTD basis. Conversely, Holden continues to experience significant contraction in sales on a CYTD basis down by 7.2%, while Volkswagen is also down on 2015 CYTD figures by 8.1% despite a strong sales performance during October.



Market share

While total sales for the top 10 models in October 2016 were up by 1.0% compared to October 2015 sales, there was some variation within the top 10 models. Total CYTD sales saw 10.4% increase (22,713 vehicles) compared to 2015, driven by sustained growth in demand within the SUV and Light Commercial markets.

Table 4 – Top 10 model sales for October 2016 and CYTD

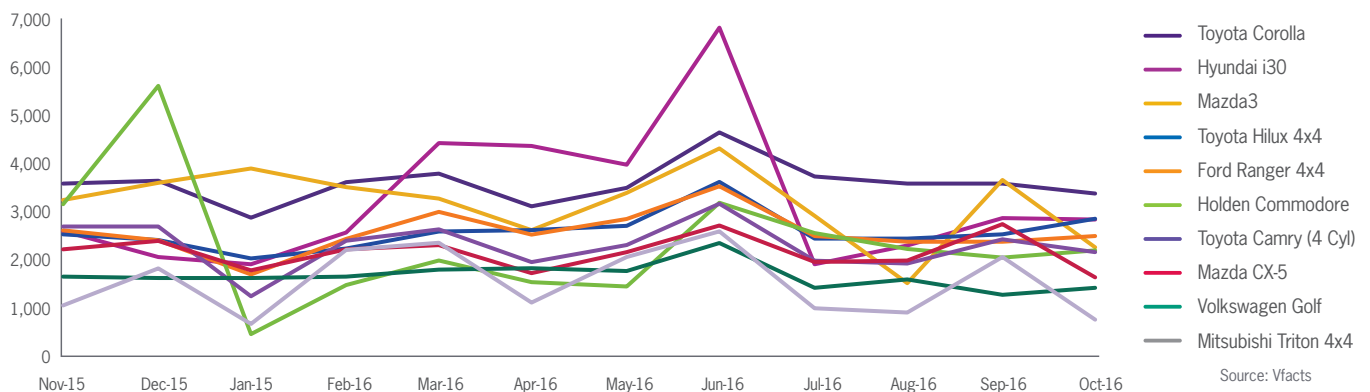
Model		Month Sales				CYTD Sales			
Standing	Brand	Movement	Aug 2016	Aug 2015	% Variance	Movement	2016	2015	% Variance
1	Toyota Corolla	▼	3,210	3,271	-1.9%	▼	34,158	35,174	-2.9%
2	Hyundai i30	▲	2,718	2,669	1.8%	▲	32,396	27,808	16.5%
3	Mazda3	▼	2,191	2,582	-15.1%	▼	30,089	32,095	-6.3%
4	Ford Ranger 4X4	▲	2,751	2,083	32.1%	▲	25,189	18,682	34.8%
5	Toyota Hilux 4X4	▼	2,422	2,601	-6.9%	▲	24,946	21,080	18.3%
6	Holden Commodore	▼	2,101	2,243	-6.3%	▼	21,642	22,534	-4.0%
7	Mazda CX-5	▼	1,612	2,037	-20.9%	▼	20,702	21,050	-1.7%
8	Toyota Camry (4 cyl)	▼	2,135	2,141	-0.3%	▼	18,678	19,308	-3.3%
9	Hyundai Tucson	▲	1,845	843	118.9%	▲	16,814	1,880	794.4%
10	Volkswagen Golf	▼	1,417	1,705	-16.9%	▼	16,553	18,843	-12.2%

Source: Vfacts. Note, Top 10 sales are ordered by CYTD sales.

Comparing sales for the top 10 models from October 2015 to October 2016, highlights sustained growth within the Light Commercial vehicle market and continued decline within the Passenger vehicle sector. The Light Commercial vehicle growth was driven by increases in sales of the Ford Ranger (32.1%) which was partially offset by a reduction in sales for the Toyota Hilux (6.9%). The SUV market has also largely demonstrated sustained growth with sales for the Hyundai Tucson increasing 118.9%, although the CX-5 experienced a 20.9% reduction. Meanwhile, the Passenger vehicle market saw reduction in sales across many models for October 2016 compared with October 2015 with the Volkswagen Golf (-16.9%), Mazda3 (-15.1%), and Holden Commodore (-6.3%) recording the most significant decreases.

On a CYTD basis, 4 out of the top 10 models have shown growth comparing 2016 to 2015. The increases lay with the Hyundai Tucson (up 794.4%, which was released in the second half of 2015), Ford Ranger (34.8%), Toyota Hilux (18.3%) and the Hyundai i30 (16.5%). In contrast, the Volkswagen Golf (-12.2%), Mazda3 (-6.3%) and Holden Commodore (-4.0%) saw the greatest reductions on a CYTD basis.

Figure 6 – Top 10 model sale trends November 2015 – October 2016



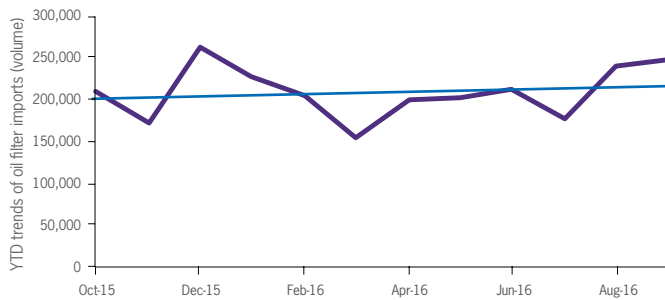
Monitoring the top 10 models, a weak October 2016 saw a reduction of 13.7% (3,387 vehicles) in sales compared to September 2016 in which 6 models saw a reduction in sales. The Ford Ranger (12.2%), Volkswagen Golf (10.5%), Toyota Camry (6.3%) and Toyota Hilux (4.8%) experienced increases in sales compared to September 2016. Meanwhile, the Mitsubishi Triton, Mazda CX-5, Mazda3, Holden Commodore and Toyota Corolla encountered a reduction in sales (60.1%, 39.4%, 37.2%, 11.2% and 6.2% respectively) comparing October 2016 to September 2016. Despite sustained growth from the Light Commercial vehicles segment, and decreasing sales from Passenger vehicles, the Toyota Corolla (41,057), Hyundai i30 (36,894) and Mazda3 (36,638) remain the top 3 in terms of new car sales over the last 12 months.



Consumer Demand Indicators

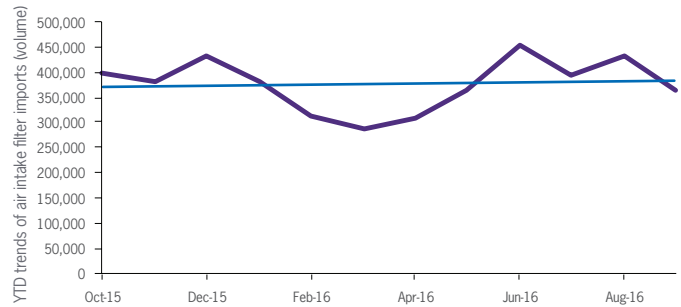
Import volumes for the current month and 12 month historical trends are shown below for five common replacement parts. This import activity is provided as an indicator of consumption trends.

Figure 7 – Imports of oil filters



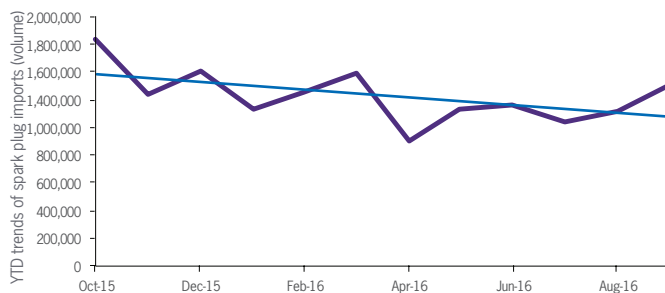
Top 5 countries of import by volume September 2016: China (100,820), Thailand (68,196), Mexico (32,544), Taiwan (10,650), USA (6,307) and total all countries (245,652)

Figure 8 – Imports of air intake filters



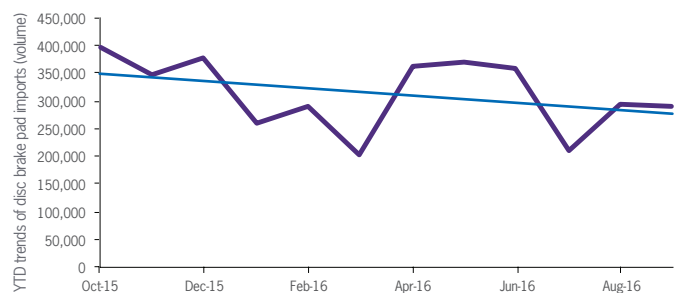
Top 5 countries of import by volume September 2016: China (164,622), Japan (41,338), Thailand (37,488), South Korea (30,825), USA (24,979) and total all countries (360,342)

Figure 9 – Imports of spark plugs



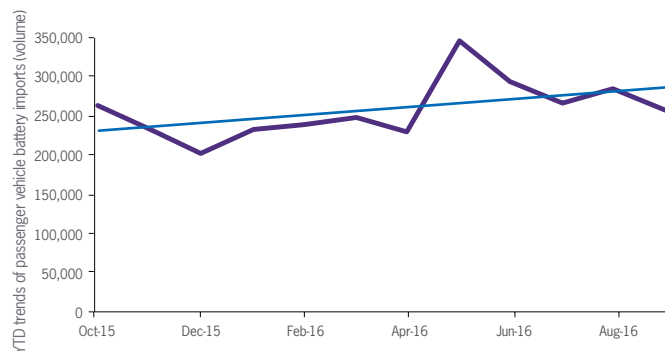
Top 5 countries of import by volume September 2016: Japan (1,123,049), Germany (68,750), Indonesia (63,600), Russia (51,312), USA (35,336) and total all countries (1,423,920)

Figure 10 – Imports of disc brake pads



Top 5 countries of import by volume September 2016: China (168,105), Japan (56,072), Germany (15,531), Thailand (13,009), South Korea (6,856) and total all countries (289,971)

Figure 11 – Imports of passenger vehicle batteries



Top 5 countries of import by volume September 2016: South Korea (141,582), Philippines (76,754), China (6,904), Japan (4,910), Indonesia (4,768) and total all countries (271,596)

Monitoring import volumes of replacement parts in September 2016 shows a moderate decrease of importation figures for Air Filters and Passenger Vehicle Batteries whilst importation of Oil Filters and Spark Plugs saw an increase in quantities imported compared to August 2016.

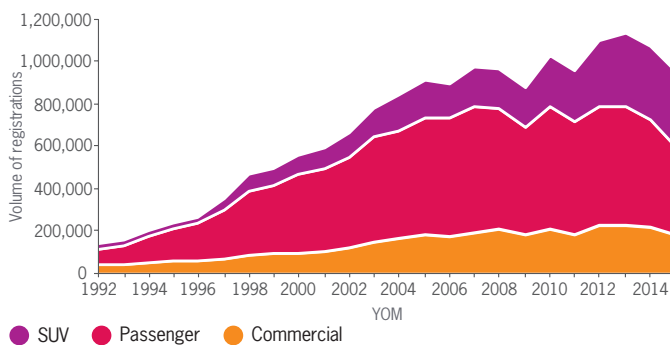
In September 2016:

- Importation figures of Spark Plugs have increased month-on-month since July 2016, yet present a negative trend line over the past 12 months of data. The countries that influenced the 15.7% increase comparing September 2016 to August 2016 include Japan (20.6%), Germany (60.2%), Indonesia (128.0%), and USA (4.6%)
- Importation of Air Filters saw an overall decrease of 16.0% when compared to August 2016; the most notable decreases by country were Japan (-36.4%), Korea (-29.9%) and China (-8.9%)
- Importation quantities for Oil Filters increased by 3.4% whilst Disc Brake Pads and Passenger Vehicle Batteries decreased by 1.3% and 9.1% respectively



Car Parc: Vehicle age distribution

Figure 12 – Number of Registered Vehicles (market) by Year of Manufacture “YOM”



Vehicles aged from 1 to 8 years old account for nearly half of the vehicles registered within Australia, with the average age of the 16.65 million vehicles on the road being 9.39 years. There has been a distinct decline in the proportion of passenger vehicles on the road from the early 2000's to 2015 (decreasing from 65.1% to 47.8%). Large sedans have experienced the greatest decline, with models including the Ford Falcon and Holden Commodore peaking in registrations at Year of Manufacture (YOM) 2003. Conversely, the rise in popularity of SUVs is evident through the proportion of 1-4 year old SUVs on the road (32.0%) compared to SUVs 15 years or older (14.5%). Over the 24 year period, Commercial Vehicles have also slightly reduced in proportions held across the varying age segments.

YOM 2008-2011 Vehicle Focus: Independent Repairers “Sweet Spot”

Vehicles with YOM from 2008-2011 (total population 3,828,268) are dominated by the Small Passenger (22.6%), Light Commercial (17.9%) and Light Passenger (12.3 %) segments. Additionally, there is a significantly higher number of Small SUVs registered within the 1-4 year old age bracket when comparing to 5-8 year old vehicles (220.5% greater). The models attributed to this growth include the Hyundai IX35, Subaru XV, Mitsubishi ASX and the Nissan Dualis.

Table 5 – Share of Vehicles by Market Class (4 year segments)

	Passenger	SUV	Commercial
YOM 2015-2012	47.8%	32.0%	20.2%
YOM 2011-2008	57.3%	22.0%	20.7%
YOM 2007-2004	61.1%	18.9%	20.0%
YOM 2003-2000	65.1%	16.9%	17.9%
YOM 1999 & earlier	61.7%	14.5%	23.8%

Table 6 – Top 10 Brands (5-8 years old)

Standing	Brand	Number of vehicles	% of Total Market
1	Toyota	803436	21.0%
2	Holden	484278	12.7%
3	Ford	361847	9.5%
4	Mazda	323896	8.5%
5	Hyundai	268476	7.0%
6	Nissan	235651	6.2%
7	Mitsubishi	230151	6.0%
8	Honda	154445	4.0%
9	Subaru	144407	3.8%
10	Volkswagen	141659	3.7%

Toyota is the top brand within vehicles aged 5-8 years old (803,436) and accounts for 21.0% of the total vehicle population within this age bracket. Additionally, Holden holds second place on the podium with 12.7% market share and Ford holds 3rd place with 9.5% market share.

What's to come? (YOM 2012 -2015)

Despite the impending wind down and exit of Australian Motor Vehicle Producers, Toyota (18.6%) and Holden (9.6%) remain 1st and 2nd respectively for vehicles produced in 2012-2015. Also, despite a significant contraction of sales in the Ford Falcon, Ford holds 5th place (7.2%) within the 1-4 year old age segment. Ford's buoyancy can be attributed to steady growth in sales for the Ford Ranger (Light Commercial) and Ford Kuga (Small-SUV).

Table 7 – Top 10 Models (5-8 years old)

Standing	Model	Number of vehicles	% of Total Market
1	Commodore	176610	4.6%
2	Corolla	160425	4.2%
3	Mazda3	142402	3.7%
4	Falcon	142380	3.7%
5	Hilux 4x4	91478	2.4%
6	i30	88378	2.3%
7	Lancer	79517	2.1%
8	Yaris	78602	2.1%
9	Camry	77119	2.0%
10	Navara	76901	2.0%

In terms of the top 10 models, 4 of the places (including 2 of the top 3) are held by models within the Small Passenger vehicle segment and include the Toyota Corolla, Mazda3, Hyundai i30 and Mitsubishi Lancer. Additionally, Light Commercial vehicles took out two places with the Toyota Hilux (4X4), and Nissan Navara. Large Passenger vehicles took three spots through the Holden Commodore, Ford Falcon and Toyota Camry and Light Passenger vehicles (Toyota Yaris) held one place in the top 10 models.

What's to come? (YOM 2012 -2015)

When looking at YOM 2012-2015, half of the top 10 models from YOM 5-8 (Ford Falcon, Mitsubishi Lancer, Toyota Yaris, Toyota Camry, and Nissan Navara) are replaced by new entrants (Ford Ranger, Mitsubishi Triton, Mazda CX-5, Holden Cruze, and Volkswagen Golf).



Country of Origin

Figure 13 – Top 5 Countries of Origin for Vehicles

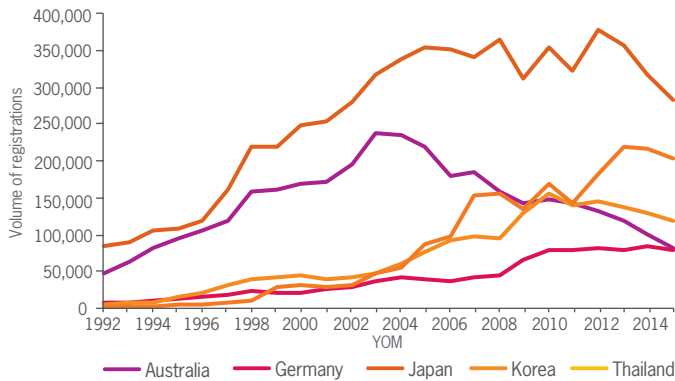
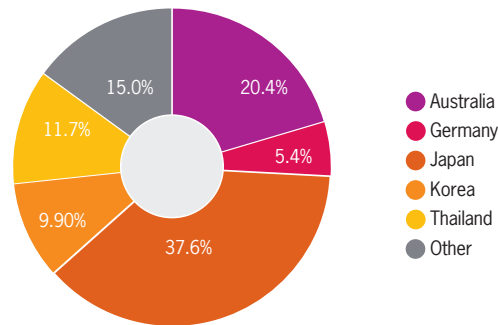


Figure 14 – Top 5 Countries of Origin for Vehicles (Share)



Overview of Country of Origin 1992-2015

The majority of vehicles on Australian roads have been produced in Australia and Japan, and account for 58.0% of registered vehicles within Australia over the period 1992 to 2015 (20.4% and 37.6% respectively). Despite enjoying historically strong market share, Australian produced vehicles have dropped significantly since 2003 while Japanese made cars have also experienced a plateau across the vehicle segments. Conversely, Thai (mostly Light Commercial), and South Korean (mostly Passenger vehicles) produced cars have increased substantially since 2003. German produced vehicles have experienced a steady upwards trend for cars 10 years' old and younger which has been supported by a rapid influx of German SUVs and a moderate growth of Commercial vehicles. This trend is mirrored throughout several larger European countries (Spain, Czech Republic and England). The top 5 countries in total account for 85.0% of cars on the road.

Asia's Growth in Vehicle Manufacturing

Figure 15 – Trend Analysis for Asian produced Vehicles (Excluding Japan)

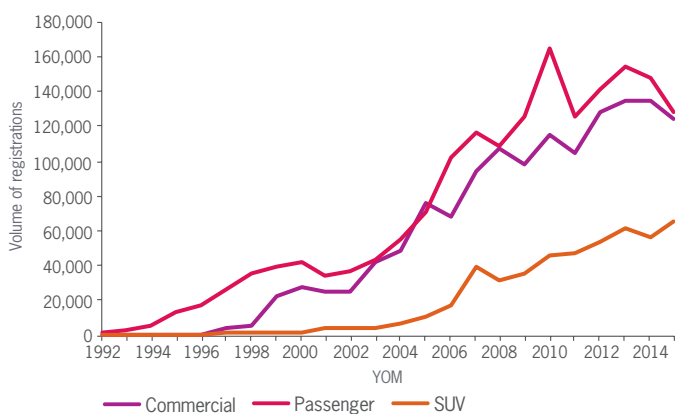
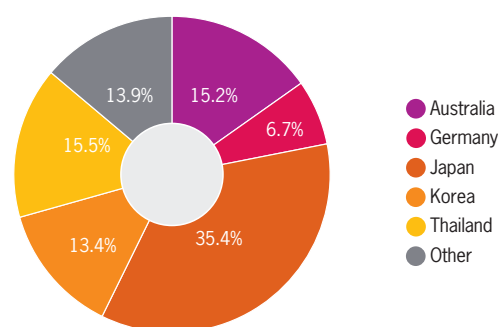


Figure 16 – Top 5 Countries of Origin for Vehicles (Share (YOM 2008-2011))



**Due to the high volume and maturity of production for Japan it has been excluded from the Asian analysis.*

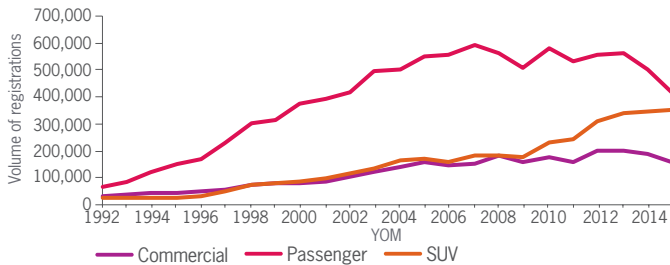
The decline of Australian produced vehicles from 2003 onwards has led to an increase of imports of Asian manufactured vehicles as seen in Figure 15 above. Outside of Japan, the major Asian producers of vehicles are Thailand (with brands including Holden, Honda, Ford, Mazda, Mitsubishi and Nissan) and South Korea (Holden, Hyundai and Kia). However, India and China have also seen considerable growth as vehicle exporters to the Australian market since 2009 with major brands including Hyundai (India) and Great Wall (China) rapidly increasing in popularity. Having said this, their market share remains relatively low compared to the major countries identified above.

Closer examination of vehicles produced throughout the years 2008-2011 shows the top 5 countries remain the same as identified in Figure 16 above. However, over this period Thailand, Korea and Germany account for 15.5%, 13.4%, and 6.7% of cars aged 5-8 years on Australian roads respectively (compared to 11.7%, 9.9%, and 5.4% for all cars produced since 1992 respectively). Conversely, the share of Australian and Japanese produced cars drops significantly when focussing on this segment (YOM 2008-2011), decreasing from 20.4% to 15.2% and 37.6% to 35.4% respectively. These proportions continue to decrease throughout newer vehicles. The top 5 countries of origin account for 86.1% of vehicles aged 5-8 years old.



Vehicle Segmentation Trends

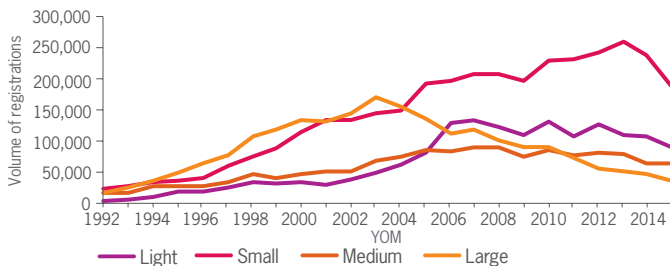
Figure 17 – Trend of Vehicles by Market Classification



Over the period 1992 to 2015, passenger vehicles have dominated the car parc and account for the majority of vehicles 5 years and older.

However since 2010, Passenger vehicle registrations have declined sharply and account for less than half of vehicle registrations since 2014. Conversely, more SUVs are hitting the road and now account for 37.8% of cars registered in 2015 and are expected to overtake passenger vehicles as the preferred class in the future. Meanwhile, the growth of Commercial vehicles remained stable over the car parc population.

Figure 18 – Passenger Vehicles by Segment



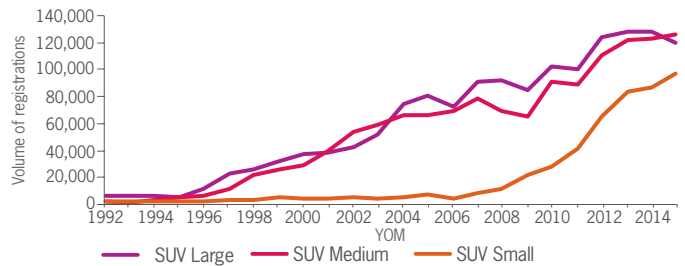
Light Passenger – Light Passenger vehicles account for 16.7% of the total Passenger vehicle market and 21.5% of vehicles aged 5-8 years old. Light Passenger vehicles experienced a period of strong growth for vehicles with YOM 2001 to 2006, yet have seen a moderate decline since. The top 5 models that account for 62.7% of this segment (YOM 2008-2011) include the Toyota Yaris (16.7%), Hyundai Getz (14.0%) Mazda2 (13.8%), Suzuki Swift (9.6%), and the Holden Barina (8.7%).

Small Passenger – Small Passenger vehicles have been the main driver for the Passenger vehicle market's growth and decline over the period. This segment accounts for 35.9% of Passenger vehicles in total and 39.5% aged 5-8 years old, however, has experienced a sharp decline since 2013. The top 5 models from YOM 2008-2011 comprise 63.0% of the Small Passenger vehicle segment and include the Toyota Corolla (18.5%), Mazda3 (16.4%), Hyundai i30 (10.2%), Mitsubishi Lancer (9.2%) and Holden Cruze (8.6%).

Medium Passenger – The number of Medium Passenger vehicles on the road experienced strong growth until 2005 with a moderate ongoing decline since 2008. The Medium Passenger vehicle segment contributes 14.7% to the total Passenger vehicles. The top 5 medium sized models from YOM 2008-2011 include the Toyota Camry (23.4%), Mazda6 (9.0%), Subaru Liberty (7.2%), Honda Accord Euro (6.5%) and Honda Accord (6.3%).

Large Passenger – Large Passenger Vehicles have plummeted since YOM 2003, in line with the decreasing volumes relating to the Holden Commodore and Ford Falcon. The Large Passenger vehicle segment accounts for 22.3% of Passenger vehicles in total and 16.3% of Passenger vehicles aged 5-8 years old. The top 5 models (5-8 years old) are the Holden Commodore (49.3%), Ford Falcon (28.1%), Toyota Aurion (14.0%), and Nissan Maxima (1.9%) and Mitsubishi 380 (0.7%). The top 5 account for 94.1% of the total Large Passenger vehicles.

Figure 19 – SUVs by Segment



Small SUV – Small SUVs have seen explosive growth from YOM 2006 onwards, and now account for 13.7% of SUVs in total and 12.3% of SUVs aged 5-8 years old. Small SUVs share of the SUV market nearly doubles to 24.5% when looking at vehicles with YOM 2012-2015. The top 5 models contribute 82.5% of Small SUVs aged 5-8 years old and include the Nissan Dualis (20.0%), Hyundai IX35 (18.5%), Volkswagen Tiguan (17.5%), Hyundai Tucson (17.1%) and Mitsubishi ASX (9.4%).

Medium SUV – The number of Medium SUVs has seen sustained growth since 1994, and continues to grow experiencing year-on-year growth since 2009. Medium SUVs account for 36.2% of total SUVs on the road and this proportion is consistent with models aged 5-8 years old. The top 5 models comprise 64.9% of the Medium SUVs aged 1-4 years old on the roads and include the Subaru Forester (17.0%), Toyota RAV4 (16.8%), Nissan XTRAIL (12.4%), Mitsubishi Outlander (9.5%) and Mazda CX7 (9.3%).

Large SUV – Large SUVs have replicated the strong growth trend experienced by the SUV market as a whole. The Large SUV segment contributes 40.2% to the total SUV market and 44.8% to the SUV market for vehicles aged between 5 and 8 years, however this proportion has decreased when looking at cars aged 4 years and younger (36.6%). The top 5 models aged 5-8 years old include the Toyota Prado (14.5%), Toyota Kluger (13.0%), Ford Territory (12.4%), Holden Captiva 7 (10.8%) and Mitsubishi Pajero (6.4%).

Other segments – The segments omitted from this comparative analysis of Passenger Vehicles and SUVs include:

- Passenger: Sports, Micro, People Movers and Upper Large.
- SUV: Upper Large

These segments combined accounts for 8.4% of total vehicles and 5.7% of vehicles aged 5-8 years old. Light Commercial Vehicles are analysed on page 10.



Fuel Trends

Figure 20 – Fuel Type Share by YOM

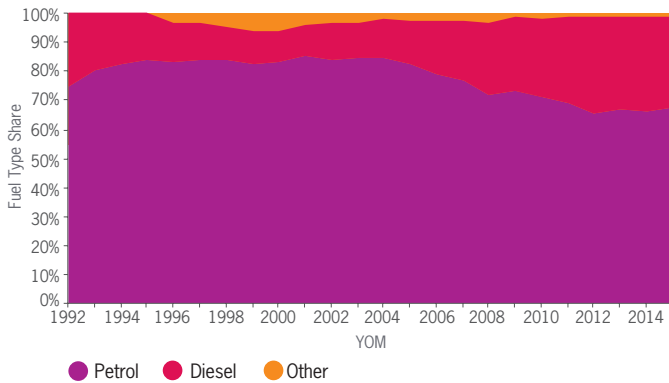
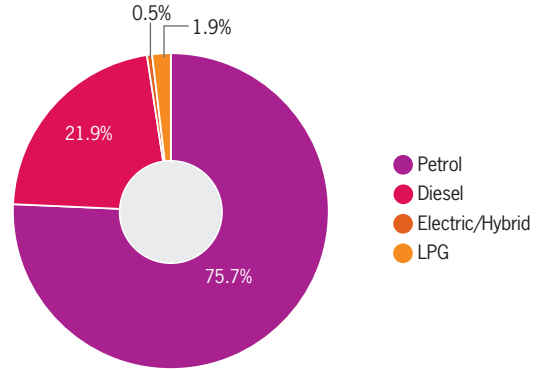


Figure 21 – Total Fuel Type Proportions



Petrol vs Diesel

Petrol and Diesel fuelled vehicles represent 97.6% of vehicles in total (75.7% and 21.9% respectively). While Petrol remains the dominant fuel source, there has been an increase in Diesel fuelled motors since 2002, at which point Diesel accounted for 12.6% of vehicles. After 2002, Diesel fuelled vehicle proportions grew year-on-year, except for 2009 (post GFC) and account for 26.7% of vehicles registered from 2008-2011.

Figure 22 – Alternative Fuel Type Share by YOM

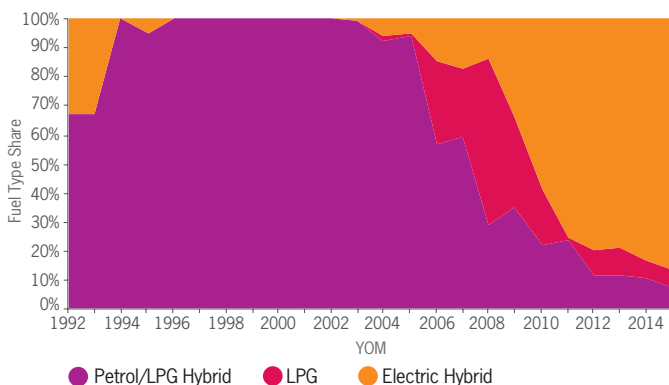
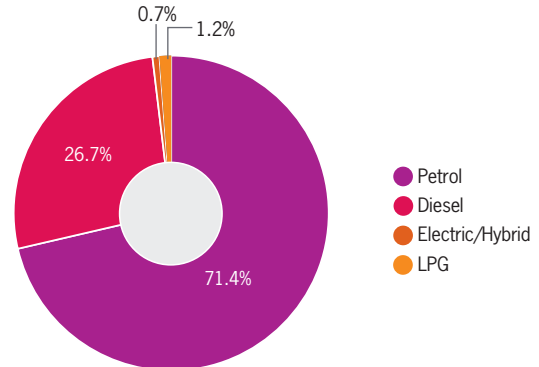


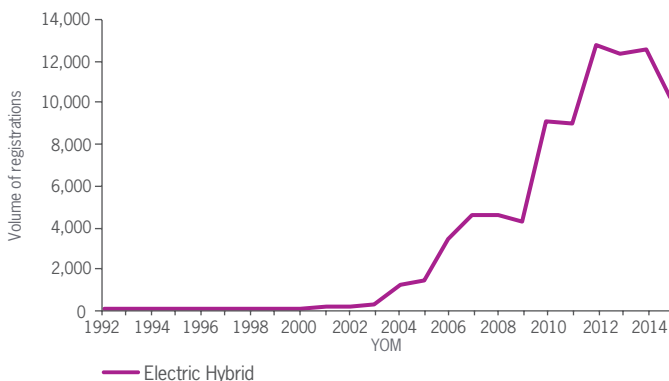
Figure 23 – Fuel Type Proportions (YOM 2008-2011)



Fall of LPG

Overall, Petrol/LPG hybrids accounts for 67.5% of alternative fuel types (vehicles other than petrol and diesel fuelled vehicles) in vehicles produced since 1992, yet they have also experienced a sharp decline since 2004 with the appearance of new alternative fuel sources. This decline is also being experienced within LPG-only fuelled vehicles. Analysis of the 2008-2011 YOM segment shows Petrol/LPG hybrids and LPG-only vehicles account for 27.8% and 34.7% of alternative fuel type vehicles respectively and 0.5% and 0.7% of total vehicles. For vehicles aged 1-4 years old, Petrol/LPG hybrids and LPG-only fuelled vehicles account for just 10.3% and 7.8% of alternative fuel type vehicles respectively and both account for 0.1% of total vehicles, which highlights the reducing reliance on LPG as an alternative fuel source.

Figure 24 – Electric and Electric Hybrid Vehicles by YOM



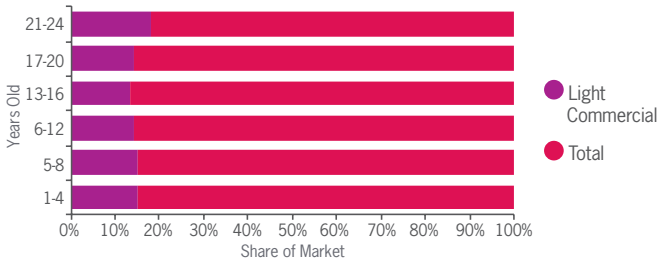
Rise of Electric and Electric Hybrid Vehicles

Electric and Electric Hybrid vehicles account for just 0.7% of vehicles aged 5-8 years old and 0.5% of total vehicles on the road. However, among alternative fuel source vehicles (vehicles other than petrol and diesel fuelled vehicles), Electric and Electric Hybrid vehicles account for 21.7% of the total population. This proportion increases to 37.5% of alternatively fuelled vehicles produced from YOM 2008-2011 and 81.9% when looking at YOM 2012-2015. The rapid growth of cars being fuelled by electricity has led some experts to believe that Electric and Electric Hybrid vehicles will account for up to 65% of new car sales by 2030.



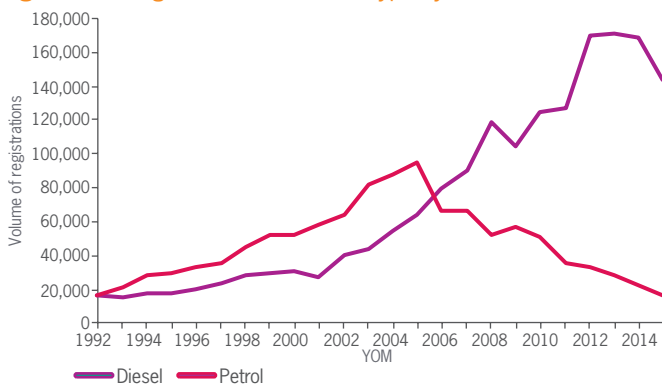
Light Commercial Vehicle Spotlight

Figure 25 – Light Commercial Age Distribution



On average, the number of vehicle registrations has increased over the years, which is reflected by the growth in volume of the Light Commercial segment. However, there are 20.9% fewer Light Commercial vehicles registered in YOM 2015 compared to YOM 2012, however the latest VFACTS sales data shows strong growth on CYTD basis. Light Commercial vehicles account for 17.3% of the total vehicles on the road (17.8% within vehicles aged 5-8 years). This proportion varies across the age brackets, with the highest (22.2%) occurring within vehicles aged 21-24 years old and the lowest proportion occurring within vehicles aged 13-16 years' old (15.4%).

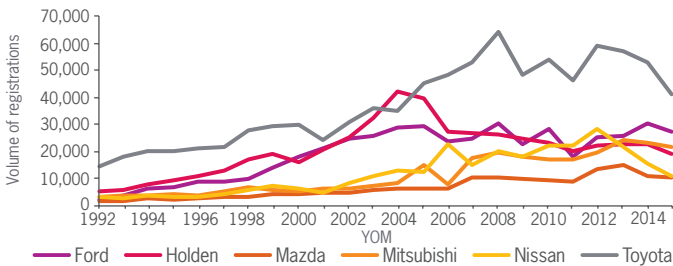
Figure 26 – Light Commercial Fuel Type by YOM



Diesel has dominated as the fuel of choice for Light Commercial vehicles for the last 10 years. Among all registrations Diesel fuelled Light Commercials represents 60.1%, Petrol 38.1% and the remaining vehicles are LPG-Petrol hybrids (1.8%). Out of the 1,740,003 vehicles produced from 2006 onwards (the point at which diesel became the preferred fuel source), 74.6% utilise solely Diesel and 23.3% utilise solely Petrol.

When focusing on vehicles 5-8 years old, 27.2% of vehicles still utilise Petrol as their fuel source with 69.4% relying on Diesel and the remainder (3.4%) using LPG or LPG-Petrol hybrids as their fuel of choice. Within 1-4 year old vehicles, 86.6% of Light Commercial vehicles are reliant on Diesel and 12.5% use solely Petrol. The recent sharp decline in Diesel from 2012 is influenced by an overall decrease in the number of Light Commercial vehicles on the road from that date.

Figure 27 – Top 6 Light Commercial Brands by YOM



Up until 2005, Toyota, Holden and Ford remained the top 3 brands for Light Commercial vehicles on Australian roads. Since 2005 however Holden's sales in the Light Commercial segment declined without recovery. Toyota sales increased rapidly until 2008 and declined since. The top 6 brands account for 90.1% of the Light Commercial vehicle segment and are: Toyota (31.3%), Holden (17.5%), Ford (16.2%), Nissan (10.0%), Mitsubishi (9.5%) and Mazda (5.6%). Within the 2008-2011 YOM segment, the top 6 by market share are Toyota (31.1%), Ford (14.5%), Holden (13.9%), Nissan (12.1%), Mitsubishi (10.6%), and Mazda (5.6%).

Table 8 – Top 10 Light Commercial Models (total and YOM 2008-2011)

Total Vehicles				Total YOM 2008 –2011			
Standing	Model	Vehicles	% Share	Standing	Model	Vehicles	% Share
1	Hilux 4x4	359,315	12.5%	1	Hilux 4x4	91,478	12.1%
2	Triton	240,739	8.4%	2	Navara	76,901	10.2%
3	Navara	235,648	8.2%	3	Triton	64,533	8.6%
4	Hilux 4x2	234,212	8.1%	4	Ranger	55,549	7.4%
5	Falcon (ute)	206,735	7.2%	5	Hilux 4x2	54,185	7.2%
6	Rodeo	195,047	6.8%	6	Colorado	44,564	5.9%
7	Holden utility	168,099	5.8%	7	Hiace	41,790	5.5%
8	Hiace	161,666	5.6%	8	Falcon (ute)	41,683	5.5%
9	Ranger	161,007	5.6%	9	Holden utility	40,951	5.4%
10	Landcruiser	126,649	4.4%	10	Landcruiser	23,899	3.2%

The proportion of the Light Commercial segment held by the top 10 Light Commercial models has remained relatively stable over the period, accounting for 72.7% of vehicles with YOM 1992-2015 and 71.0% of vehicles with YOM 2008-2011. The most significant trends are the sustained dominance by the Toyota Hilux (which holds 19.3% market share for Light Commercial vehicles when combining the 4x2 and 4x4 models), the rise in popularity of the Ford Ranger, the Holden Colorado and decline of the Ford Falcon "ute" as a Light Commercial vehicle. Please note this data set defines the Ford Falcon and Holden Utility as Light Commercial Vehicles.



Vehicle Segment Criteria

Segment	Definition and example Models
Passenger	Passenger vehicles are categorized dependent on size, specification and average retail pricing. Selected vehicle types will be assessed on footprint defined as length (mm) x width (mm), rounded.
Micro	Any hatch, sedan or a wagon with a footprint less than 6,300mm. <ul style="list-style-type: none"> Examples: Holden Spark, Kia Picanto, Suzuki Celerio, Fiat 500 and Mitsubishi Mirage
Light	Any hatch, sedan or a wagon with a footprint range between 6,301mm and 7,500mm. Light passenger vehicles include a 4 cylinder engine, typically under 1500cc engine capacity. <ul style="list-style-type: none"> Examples: Toyota Yaris, Hyundai Getz, Mazda2, Suzuki Swift and Holden Barina
Small	Any hatch, sedan or a wagon with a footprint ranging between 7,501mm and 8,300mm. Small passenger vehicles include a 4 cylinder engine with an engine capacity over 1500cc. <ul style="list-style-type: none"> Top Models Include: Toyota Corolla, Mazda 3, Hyundai i30, Mitsubishi Lancer and Holden Cruze
Medium	Any hatch, sedan or a wagon with a footprint range between 8,301mm and 9,000mm. Medium passenger vehicles include either a 4 or 6 cylinder engine, with generally an engine capacity under 3000cc. <ul style="list-style-type: none"> Examples: Toyota Camry, Mazda6, Subaru Liberty, Honda Accord Euro and Honda Accord
Large	Any hatch, sedan or wagon with a footprint ranging between 9,00mm and 9,500mm. These vehicles consist of either 6 or 8 cylinder engines, and typically have an engine capacity over 3000cc. <ul style="list-style-type: none"> Examples: Holden Commodore, Ford Falcon, Toyota Aurion , Nissan Maxima and Mitsubishi 380
Upper Large	Any hatch, sedan or wagon with a footprint range of 9,501mm or higher. These passenger vehicles comprise of either 6 or 8 cylinder engines. <ul style="list-style-type: none"> Examples: Holden Statesman, Ford Fairlane, Holden Caprice, Chrysler 300C and Chrysler 300LX
People Mover	People Movers are wagons designed primarily for passenger usage and seat 6-10 people. These vehicles are typically up to 1800mm in height in order to facilitate entry and exit to all seats. <ul style="list-style-type: none"> Examples: Kia Carnival, Toyota Tarago, Honda Odyssey, Toyota Avenis Verso and Kia Rondo
Sports	Sports vehicles include cars, coupes, convertibles or roadsters. These vehicles often have a maximum of two passenger doors. <ul style="list-style-type: none"> Examples: Mazda MX-5, BMW 2 Series, Renault Megane, Toyota 86 and Ford Mustang
SUV	Sport Utility Vehicles (SUV) meet the FCAI criteria based on a 2/4 door wagon body style and raised ride height. Vehicles usually feature 4WD or AWD, though where a 2WD variant of a model is available; it will be included in the available segment. Selected vehicle types will be assessed on footprint defined as length (mm) x width (mm).
Small	Small SUVs generally have a footprint of 8,100mm or less. These vehicles contain 4 cylinder engines with an engine capacity under 3000cc. <ul style="list-style-type: none"> Examples: Nisan Dualis, Hyundai IX35, Volkswagen Tiguan, Hyundai Tucson and Mitsubishi ASX
Medium	Medium SUVs have a footprint range between 8,101mm and 8,800mm. These vehicles include either a 4 or 6 cylinder engine and an engine capacity of 3000cc and above. Medium SUVs are designed to be more versatile than a passenger car. <ul style="list-style-type: none"> Examples: Subaru Forester, Toyota RAV4, Nissan XTRAIL, Mitsubishi Outlander and Mazda CX7
Large	The footprint of a large SUV will range between 8,801mm and 9,800mm. These SUV vehicles consist of either 6 or 8 cylinder engines. <ul style="list-style-type: none"> Examples: Toyota Prado, Toyota Kluger, Ford Territory, Holden Captiva 7 and Mitsubishi Pajero
Upper Large	Upper large SUVs have a footprint of 9,801mm and larger. <ul style="list-style-type: none"> Examples: Toyota Landcruiser, Nissan Patrol, Land Rover Range Rover, Lexus LX470 and Mercedes-Benz GL320CDI
Commercial	Vehicles designed for commercial use, such as carrying good or transporting fare-paying passengers.
Light	Vehicles intended predominantly for commercial use, however may include non-commercial applications. Light commercial vehicles include light buses, vans, and Pick-up/Chassis (either 4x2 or 4x4) <ul style="list-style-type: none"> Examples: Toyota Hilux, Mitsubishi Triton, Nissan Navara, Ford Falcon (Ute) and Ford Ranger

Classifications follow criteria set by the Federal Chamber of Automotive Industries (FCAI). Retrieved from: <https://www.fcai.com.au/sales/segmentation-criteria>

Contacts

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