

# VFACTS MEDIA RELEASE & INDUSTRY SUMMARY

February 2019



## FCAI REPORTS 87,102 NEW VEHICLE SALES DURING FEBRUARY 2019

The Federal Chamber of Automotive Industries (FCAI) has reported sales of 87,102 new vehicles during the month of February 2019. This represents a decrease of 9.3 per cent on the same period last year.

On a year to date basis, the industry reported 169,096 sales, or a decrease of 8.4 per cent over the same period in 2018.

"Given the current challenging economic conditions, including a downturn in the housing market, the automotive industry is not surprised by the slower start to the year," said Tony Weber, chief executive of the FCAI.

The light commercial vehicle market is the only segment which reported an increase during February, with an upswing of 6.0 per cent. Other segments showed a decline: the passenger vehicle market decreased by 21.3 per cent and the sports utility market fell 6.3 per cent versus February 2018.

The three top selling vehicles in the market – the Toyota Hi-Lux with 4,431 sales, the Ford Ranger with 3,377 sales and the Mitsubishi Triton with 3,155 sales, supported the increase in the light commercial vehicle market.

The top selling passenger vehicle was the Mazda 3, with 2,655 sales during the month.

### Key Points:

- The February 2019 market of 87,102 new vehicle sales is a decrease of 8,897 vehicle sales or -9.3% on February 2018 (95,999) vehicle sales. February 2019 (24) had the same number of selling days as February 2018 and this resulted in a decrease of 370.7 vehicle sales per day.

- The Passenger Vehicle Market is down by 7,339 vehicle sales (-21.3%) over the same month last year; the Sports Utility Market is down by 2,508 vehicle sales (-6.3%); the Light Commercial Market is up by 1,124 vehicle sales (6.0%); and the Heavy Commercial Vehicle Market is down by 174 vehicle sales (-5.8%) versus February 2018.
- Toyota was market leader in February, followed by Mazda and Mitsubishi. Toyota led Mazda with a margin of 7,124 vehicle sales and 8.2 market share points.

## SALES RESULTS

Source: VFACTS

Report for the Month of		Year to Date		Year to Date		Month	
February 2019 YTD		Feb-19		Feb-18		Feb-19	
Standings	Marque	Volume	Share	Volume	Share	Volume	Share
1	▼ Toyota	32,320	19.1%	33,587	18.2%	16,359	18.8%
2	▼ Mazda	18,725	11.1%	20,026	10.9%	9,235	10.6%
3	▲ Mitsubishi	15,164	9.0%	12,405	6.7%	8,495	9.8%
4	▼ Hyundai	12,634	7.5%	15,125	8.2%	6,429	7.4%
5	▼ Ford	10,099	6.0%	11,704	6.3%	5,678	6.5%
6	▲ Kia	9,507	5.6%	9,195	5.0%	4,856	5.6%
7	▼ Holden	7,992	4.7%	10,408	5.6%	3,825	4.4%
8	▼ Honda	7,907	4.7%	9,543	5.2%	3,865	4.4%
9	▼ Nissan	7,726	4.6%	9,570	5.2%	3,923	4.5%
10	▼ Volkswagen	7,684	4.5%	8,650	4.7%	4,067	4.7%

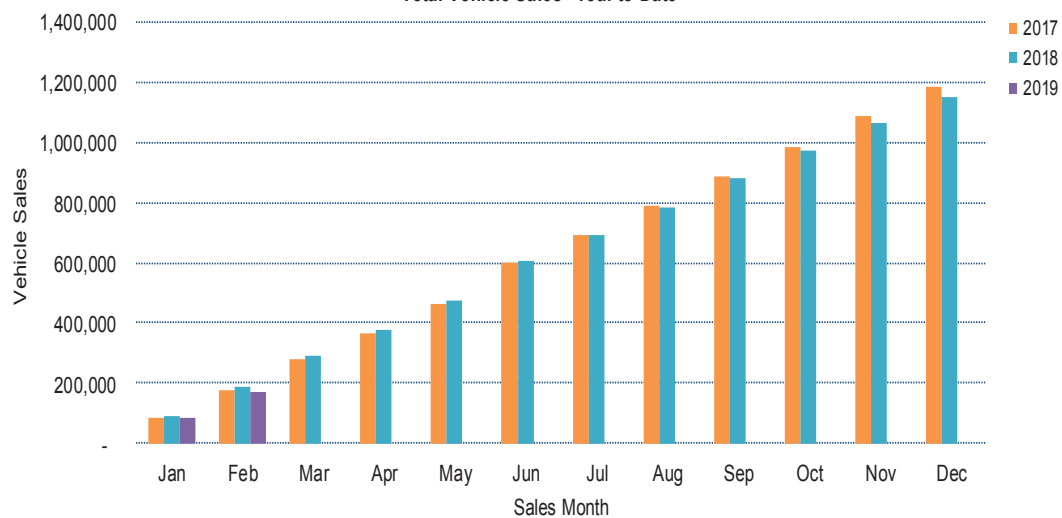
### Top 10 individual models (by sales volume):

Rank	Vehicle	Feb-19	Feb-18	% diff
1.	Toyota Hi-Lux	4431	4426	0.1%
2.	Ford Ranger	3377	3544	-4.7%
3.	Mitsubishi Triton	3155	1894	66.6%
4.	Mazda3	2655	2935	-9.5%
5.	Mazda CX-5	2357	2191	7.6%
6.	Mitsubishi ASX	2122	902	135.3%
7.	Toyota Corolla	2070	3270	-36.7%
8.	Hyundai i30	1929	2182	-11.6%
9.	Toyota Landcruiser	1804	1788	0.9%
10.	Toyota RAV4	1639	1841	-11.0%

### State/Territory results (by sales volume):

State/Territory	Feb-19	Feb-18	% diff
AUSTRALIAN CAPITAL TERRITORY	1,476	1,578	-6.5
NEW SOUTH WALES	27,807	31,252	-11.0
NORTHERN TERRITORY	814	770	5.7
QUEENSLAND	17,390	18,516	-6.1
SOUTH AUSTRALIA	5,376	5,665	-5.1
TASMANIA	1,519	1,491	1.9
VICTORIA	25,135	28,451	-11.7
WESTERN AUSTRALIA	7,585	8,276	-8.3
<b>Total</b>	<b>87,102</b>	<b>95,999</b>	<b>-9.3</b>

Total Vehicle Sales - Year to Date



VFACTS monthly vehicle sales data is available at midday on the 3rd working day after the end of every month. Select data and media releases on the sales results are available at [www.fcmai.com.au](http://www.fcmai.com.au)

#### For further information contact:

Peter Brewer  
P: 02 6229 8221  
E: [peterbrewer@fcmai.com.au](mailto:peterbrewer@fcmai.com.au)



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AUTOMOTIVE INDUSTRIES



#### FOR MORE INFORMATION

Freecall the Bendix Brake Advice Centre on 1800 819 666 (8am-5pm Monday to Friday EST) or +61 3 5327 0211 from overseas.  
[brakeadvicecentre@bendix.com.au](mailto:brakeadvicecentre@bendix.com.au)  
[bendix.com.au](http://bendix.com.au) or [bendix.co.nz](http://bendix.co.nz)



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