

# VFACTS MEDIA RELEASE & INDUSTRY SUMMARY

May 2019



## FCAI RELEASES APRIL 2019 NEW VEHICLE SALES FIGURES

The Federal Chamber of Automotive Industries (FCAI), the peak industry body for the automotive industry, today announced the new vehicle sales figures for the month of April 2019. Total sales for the month were 75,550 units, an 8.9 per cent decrease on April 2018 when 82,930 sales were recorded.

Year to date sales figures for April 2019 totalled 344,088 units, an 8.1 per cent decrease on the same period in 2018.

Tony Weber, chief executive of the FCAI, commented on the April sales figures.

"The results for April are in line with trends for year-to-date 2019. We have seen a decrease of around eight per cent across the first four months of the year.

"This decrease is the result of a number of factors in the Australian market, including the downturn in the housing market, the tightening of lending practices, environmental factors such as drought and flood, and of course the imminent Federal Government election.

"With all these elements currently present in the market, it is no surprise that Australian consumers are conservative in their approach to major purchases at the moment," Mr Weber said.

Despite the decrease in overall sales, the segmentation of the market for April 2019 continued to highlight the unique mix of the Australian vehicle market:

- Passenger vehicles totalled 23,816 sales or 31.5 per cent of the market
- SUVs totalled 33,190 sales or 43.9 per cent of the market and
- Light Commercial vehicles totalled 15,601 sales or 20.6 per cent of the market.

Toyota once again claimed the top spot with 15,135 sales. Mazda, with 7,644 sales, claimed second position, and was followed by Hyundai in third position with 6,469 sales. Ford, with 4,803 sales and Mitsubishi, with 4,717, completed the top five brands.

### Key Points:

- The April 2019 market of 75,550 new vehicle sales is a decrease of 7,380 vehicle sales or -8.9% on April 2018 (82,930) vehicle sales. April 2019 (23) had the same number of selling days as April 2018 and this resulted in a decrease of 320.9 vehicle sales per day.
- The Passenger Vehicle Market is down by 3,717 vehicle sales (-13.5%) over the same month last year; the Sports Utility Market is down by 2,969 vehicle sales (-8.2%); the Light Commercial Market is down by 486 vehicle sales (-3.0%); and the Heavy Commercial Vehicle Market is down by 208 vehicle sales (-6.6%) versus April 2018.
- Toyota was market leader in April, followed by Mazda and Mitsubishi. Toyota led Mitsubishi with a margin of 7,491 vehicle sales and 9.9 market share points.

## SALES RESULTS

Source: VFACTS

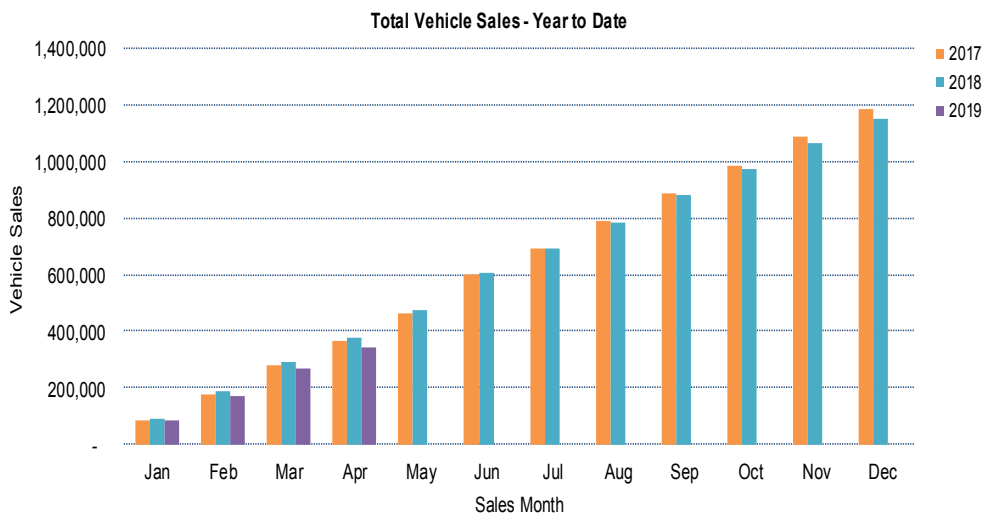
Report for the Month of			Year to Date		Year to Date		Month	
April 2019 YTD			Apr-19		Apr-18		Apr-19	
Standings	Marque		Volume	Share	Volume	Share	Volume	Share
1	▼ Toyota		64,753	18.8%	69,112	18.5%	15,135	20.0%
2	▼ Mazda		35,987	10.5%	37,472	10.0%	7,644	10.1%
3	▲ Mitsubishi		30,016	8.7%	26,723	7.1%	4,717	6.2%
4	▼ Hyundai		26,834	7.8%	30,700	8.2%	6,469	8.6%
5	▼ Ford		21,062	6.1%	23,213	6.2%	4,803	6.4%
6	▲ Kia		19,331	5.6%	18,781	5.0%	4,521	6.0%
7	▼ Volkswagen		15,871	4.6%	17,705	4.7%	3,505	4.6%
8	▼ Nissan		15,866	4.6%	18,789	5.0%	3,025	4.0%
9	▼ Holden		15,308	4.4%	20,100	5.4%	3,483	4.6%
10	▼ Honda		14,872	4.3%	18,146	4.8%	2,630	3.5%

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

Rank	Vehicle	Apr-19	Apr-18	% diff
1.	Toyota Hi-Lux	3621	3596	0.7%
2.	Ford Ranger	3011	2796	7.7%
3.	Toyota Corolla	2429	2979	-18.5%
4.	Mazda3	2195	2261	-2.9%
5.	Toyota Landcruiser	2034	2018	0.8%
6.	Hyundai i30	1910	1903	0.4%
7.	Mazda CX-5	1827	1725	5.9%
8.	Kia Cerato	1650	1322	24.8%
9.	Toyota Prado	1473	1699	-13.3%
10.	Hyundai Tucson	1355	1816	-25.4%

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

State/Territory	Apr-19	Apr-18	% diff
AUSTRALIAN CAPITAL TERRITORY	1,087	1,234	-11.9
NEW SOUTH WALES	24,136	26,986	-10.6
NORTHERN TERRITORY	671	885	-24.2
QUEENSLAND	15,643	16,621	-5.9
SOUTH AUSTRALIA	5,002	5,126	-2.4
TASMANIA	1,241	1,189	4.4
VICTORIA	21,231	23,770	-10.7
WESTERN AUSTRALIA	6,539	7,119	-8.1
<b>Total</b>	<b>75,550</b>	<b>82,930</b>	<b>-8.9</b>



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.fc.ai.com.au](http://www.fc.ai.com.au)

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FEDERAL CHAMBER OF  
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