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ROBERT BARRY

Hello there,

The keenly observant amongst you may have noticed this month's issue arrived a few days later than normal. There's a very good reason for that, as I was hospitalised on May 24 following chest pain and was discharged with a new stent in one artery on May 28.

If that wasn't enough to slow me down temporarily, I tested positive for COVID the following day and, therefore, had an extended convalescence. Talk about a double whammy.

So, my takeaway from this episode is this: even if you exercise regularly and eat a good diet as I did, have your blood checked every six months, and if your cholesterol levels are higher than average, talk to your GP about medication. Taking a statin as a preventative might avoid more serious issues later.

Thankfully, I had accrued some sick leave, and the crew at Auto Media Group kept the website updated with all of the news you have come to expect from us.

Some time away from the keyboard also provided time to reflect on the industry I remain passionate about.

I'm pleased to see the Australian registered charity Drive Against Depression gaining traction and support from the OEMs and nationwide dealer networks. Long may this good work continue.

Kudos to MG Motor Australia and Five Dock MG Sydney for hosting a Drive Against Depression Cars and Coffee event on June 23 from 7 am until 11 am. I will be there in spirit.

In related news, MG Motor remained in the top ten new vehicle brands in May, with more than 4159 registrations. It bested Tesla in ninth place and Nissan in tenth place.

It's been a remarkable renaissance for the brand in Australia, and there's an interesting back story.

Thirty years ago, BMW acquired the Rover Group (Mini, MG, Rover, Land Rover/Range Rover) from British Aerospace. Then, 24 years ago, it broke the brands up, keeping Mini (the jewel in the crown, as it turns out) but selling Land Rover to Ford and MG and Rover to a British consortium called Phoenix led by former company executives.

MG Rover UK soldiered on selling MG and Rover vehicles in the UK and some export markets until it collapsed in 2005.

Nanjing Automobile Group acquired its assets and leased the Longbridge plant in the UK to continue building cars.

Ford, which owned Land Rover/Range Rover through its Premium Automotive Group division, acquired the rights to the Rover name in 2006, meaning Nanjing Automobile Group could only use the MG marque for the cars it built in China and elsewhere.

SAIC-Motor, the current custodian of MG, acquired Nanjing Automobile Group in 2007 and oversaw the development of the mid-size MG6, which launched in 2011 and was followed by the compact MG3 hatch in 2013.

In Australia, MG Motor set up shop in 2013 with the MG6, its sole product on offer for three years until the MG3 and the MG GS arrived in 2016. The ZS arrived in 2017, the HS in 2019, the ZST and the ZS EV in 2020.

The brand sold 3000 cars in 2018, ramping up to 8000 in 2019, 15,000 in 2020, 39,000 in 2021, 49,000 in 2022, and last year broke the 50k barrier.

In 2023, Australia was MG Motors 4th largest global market, with 58,436 sales. China naturally was the largest, with 99,441, followed by the UK, with 81,289, and then Mexico, with 60,126.

Certainly, it was a remarkable comeback for a brand many had written off in 2005.

Enjoy your reading this month.

Kindest regards,

Robert Barry
EDITOR **AUTOTALK**

MANHEIM WHOLESALE AUCTION VOLUME SPIKED 85% IN APRIL

Manheim Australia passenger and light commercial auction sales grew 40% year-to-date compared to the same January to April period in 2023, as the wholesale market edges towards pre-COVID volumes.

April volume also spiked by 85.2% over the corresponding month last year, placing it in the top three sales months since 2020.

Meanwhile, average wholesale transaction prices at Manheim's physical and online auctions have stabilised and even trended slightly up, having fallen consistently across 2023 from COVID-era highs.

The Manheim Price Index ended April at 142, denoting an average 42% wholesale price increase per vehicle since the baseline of December 2019, including inflation. This has increased by 3.0% since the start of 2024.

Average auction sales prices are still more than 15% lower now than at the market's peak of 167.1 in mid-2022 when vehicle shortages drove wholesale prices to all-time highs.

UNDER THE BONNET:

This year, significant sources of vehicles sold across Manheim physical and digital public auctions are fleet management companies, government and private sector fleets, and dealerships on-selling trade-ins.

Manheim is also expanding the scope and scale of its closed, dealer-only auctions, which sell low-kilometre ex-company vehicles. It works with around half Australia's car brands and has recently signed new partners, including Chery Motor.

In terms of segment make-up, SUVs had a 34.5% share of wholesale volumes to the end of April YTD, traditional passenger vehicles (sedans, hatchbacks, wagons, people-movers, two-doors) owned a 33.1% share, and light commercials 32.3%.

EVs and PHEVs had a 0.1% wholesale volume market share, which is unsurprising given that the vast majority of EVs sold so far remain with their first owner – fleet or private.

This figure will change quickly from 2025 onwards.

The overall top-selling auctioned vehicles YTD are the Ford **Ranger** (+19.9%), Isuzu **D-Max** (+79.5%), Toyota **Camry** (+49.3%), Toyota



Corolla (+74.4%), and Mitsubishi Triton (+48.8%). While overall prices are 42% higher than in December 2019 across the broader Manheim wholesale market, there are significant discrepancies in sale prices depending on vehicle type and age.

Passenger vehicles hold inflated prices longer than SUVs and light commercials, mainly due to a lack of supply driven by their declining share of the new vehicle market – which invariably knocks onto the second-hand market.

Older vehicles retain higher price indexes than younger models, reflecting consumer demand for older and more affordable transport considering current household budget pressures such as higher interest rates and persistent inflation.

"We have seen an uptick in volume at Manheim wholesale auctions in

2024, with increasing foot traffic to our east coast physical auctions and strong performances from our OEM and clearance vehicles in particular," said Manheim Australia managing director **Murray Naismith**.

"While we have made some positive strides this year with good results and new initiatives, we continue to focus on excellence across all aspects of our business to maximise vendor returns and create a fun, safe and friendly environment for our valued customers."

Top-selling vehicles at Manheim auctions YTD:

1. Ford **Ranger**: Up 19.9% YoY
2. Isuzu **D-Max**: Up 79.5% YoY
3. Toyota **Camry**: Up 49.3% YoY
4. Toyota **Corolla**: Up 74.4% YoY
5. Mitsubishi **Triton**: Up 49.3% YoY



LSH AUTO SIGNS SMART RETAIL DEAL FOR AUSTRALIA

The new Smart #1 and Smart #3 EVs, along with a high-performance Brabus version, are coming to Australia this year, with orders expected to open in July for September customer deliveries.

The five-door Smart EV range is offered by Mercedes-Benz retail group LSH Auto and Smart Automobile Co – a joint venture between Mercedes-Benz AG and Geely Holding Group.

LSH Auto Australia will be the sole retailer of the new Smart range, with showrooms in Sydney, Melbourne, and Brisbane, as well as the five-storey Lifestyle precinct at Breakfast Creek, Brisbane.

The models are full of high-tech and safety features, have a 440km range and an entry price expected to be highly competitive with current non-premium EV offerings of similar size. Full specifications and pricing will be announced in June, alongside the launch of a Smart Australia website.

A comprehensive consumer promotion, information, and engagement campaign will launch shortly, and display cars will be available for viewing at dealers and other locations in August, according to LSH Auto.

"The addition of the Smart EV range is a natural and exciting progression in



offering customers the best premium motoring options across all available technologies," says LSH Auto Australia managing director **John Good**.

"We know there is a growing Australian demand for urban EV motoring.

"The opportunity presented by a German-designed premium EV was a perfect fit with our focus on delivering excellence at all levels."

Smart Automobile Co. global chief marketing officer **Mandy Zhang** says

increasing numbers of Australians are drawn to the advantages of EV mobility.

"Entering a growing market with a premium product, presented by a premium partner, is the best possible outcome," she says.

"We are confident the new Smart range will connect with Australian EV needs and that LSH Auto Australia will add a customer experience that will make the overall proposition extremely attractive."

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8/152 Quay Street, P.O. Box 10 50 10,
Auckland City, NZ 1030.



EDITOR – AUTOTALK AUSTRALIA
Robert Barry
robert@automediagroup.co.nz



ASSISTANT EDITOR
Geoff Dobson
geoff@automediagroup.co.nz



MANAGING EDITOR
Richard Edwards
richard@automediagroup.co.nz



BUSINESS MANAGER
Dale Stevenson
dale@automediagroup.co.nz



GROUP GENERAL MANAGER
Deborah Baxter
deborah@automediagroup.co.nz

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OPTIMUS GROUP COMPLETES AUTOCARE SERVICES ACQUISITION

The Optimus Group Company Limited (Optimus Group) has advised the Tokyo Stock Exchange that it has completed the acquisition of all shares in Autocare Service Pty Ltd (Autocare) by its wholly owned subsidiary Optimus Group Australia Pty Ltd (OPTAU).

Autocare, founded 60 years ago with its head office in Melbourne, is one of Australia's largest integrated automotive logistics providers. It is based in all major ports in Australia. Its strategic operations provide transportation and storage services for imported vehicles, including those from OEMs.

Autocare also provides a wide range of services, such as warehousing, cleaning, quarantine, customs clearance, and pre-delivery maintenance works for new vehicles headed to automotive dealerships throughout Australia.

OPTAU acquired 100% of Autocare's shares on May 1, 2024.

The acquisition of Autocare, completes the local end-to-end value chain for Optimus Group.

Optimus Group made car dealer Autopact Pty Ltd a consolidated subsidiary company by acquiring shares.

In April 2024, OPTAU also entered into

a joint venture agreement with an Australian entity to establish AutoSolix Pty Ltd (AutoSolix) as an import vehicle compliance and registration company.

The establishment of VITA Australia Pty Ltd (VITA) in charge of inspecting imported vehicles was also announced in April 2024.

Operationally, the flow from Autocare doing the maintenance for imported vehicles at their bases, AutoSolix doing the registration procedures, VITA inspecting whether the cars comply with the state regulations, and finally, Autocare taking the role as a vehicle transporter throughout Australia will optimise Optimus Group's vehicle import/logistic process in Australia.

According to Go Auto Premium, Optimus has a 100% stake in Dolphin Shipping, which has about 35% market share of the used car trade from Japan to Australia, transporting 500 to 900 cars a month into Australia.

It also has a 30% stake in Car Empire, a warehouse-style used car operation on the Gold Coast that deals only in imports.

Optimus also acquired a controlling interest in the digital online automotive sales platform AutoTrader New Zealand.

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SUBARU AUSTRALIA NAMES JAMES DALY 2024 CHAMPION TECHNICIAN

James Daly from Eblen Subaru Glenelg in South Australia has won the 2024 Subaru Australia Technician Competition and will head to the world championship in Tokyo, Japan, in November.

Daly says he triumphed after falling short in the 2023 finals.

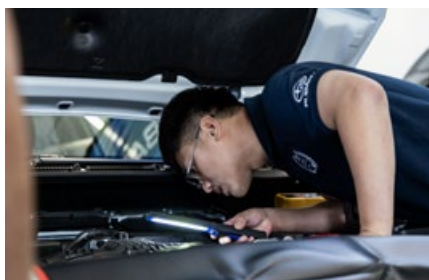
Last year, the Australian Technician Champion, **Richard Fergusson** of Eblen Subaru Glenelg, won the highly competitive 2023 Subaru World Technician Competition

To continue this legacy, Subaru Australia hosted the 2024 Australian Technical Competition finals at Bosch Oceania HQ in Melbourne. Australia's five finalists were:

- **James Daly** – Eblen Subaru Glenelg, SA
- **Graham Dell** – Subaru Aspley, QLD
- **Jake Brandley** – Llewellyn Subaru, QLD
- **Ben Figdor** – Subaru Glen Waverly, VIC
- **Noriel Llanetta** – Bathurst Subaru, NSW

Each contestant faced the challenge of diagnosing and repairing electrical and mechanical issues pre-programmed into their assigned vehicles.

Under the watchful eyes of Subaru Australia's technical and training team, the technicians had two hours to complete four tasks and showcase their skills.



After an intense competition, Daly emerged as the winner.

"It's a huge honour," Daly says. "I have spent many hours studying and training, which has paid off. It was a difficult series of challenges that tested our skills and brand knowledge, and everyone performed well."

"The competition doesn't end here, though; the next challenge in Japan will be the hardest yet, and I will work hard to give myself and Australia the best chance of success," he says.

Daly was presented with the Gary Mathews Memorial Award, a tribute to the legacy of Gary Mathews, a long-term Subaru Master Technician at Eblen Subaru.



Subaru Australia's General Manager of Ownership Experience, Mark Robinson, says all five finalists did a stellar job to make it to the 2024 Subaru Australia Technician Competition.

"This competition not only showcases the exceptional skill within the Subaru Retailer Network but also highlights the dedication and expertise of our technicians nationwide," Robinson says.

"Congratulations to James, who demonstrated excellent skill and composure under immense pressure. We stand behind him wholeheartedly and wish him the best of luck in Japan in November," he says.

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Business Manager
0452 304 290
sathvik@betterfinance.com.au



CHRIS DOUKAS

Dealer Account Manager
0450 847 856
chris@betterfinance.com.au



TRACY HUMPHRIES

Dealer Account Manager
0420 890 449
tracy@betterfinance.com.au



AMOS BANBURY

Co Founder | Head of Lending
amos@betterfinance.com.au



IMRAN CHOWDHURY

Business Manager
imran@betterfinance.com.au



JACK PELTER

Business Devt Manager
jack@betterfinance.com.au

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MCLAREN SYDNEY NAMED NUMBER ONE IN ANZ REGION

Mclaren Sydney has been named one of the British supercar makers' top 12 global retailers after claiming the McLaren Retailer of the Year title in the Australia and New Zealand (ANZ) sub-region.

Representing one of six retailers competing from the ANZ region, the triumph sees McLaren Sydney join McLaren's Premier Club – alongside 11 other McLaren retailers worldwide.

It is the company's first annual competition stage to celebrate the highest standards of business, sales and customer service within the global McLaren retailer network.

"Many congratulations to McLaren Sydney for their success in 2023. The awards epitomise excellence among our top retailers, showcasing their exceptional service to McLaren supercar owners," McLaren Automotive Asia Pacific regional director **Charlotte Dickson** says.

"I am pleased to extend a warm welcome to McLaren Sydney into the Premier Club of our top retailers," she says.

"We are extremely honoured and excited to receive this recognition from McLaren Automotive," McLaren Sydney dealer principal **Matt Tunstall** says.

We have embodied McLaren's excellence and consistently strived to exceed our customer expectations," he says.

McLaren Sydney now goes forward to the next round of the awards competition to find winners of each region (Europe, Middle East and



Africa; Asia Pacific and China; and The Americas).

The McLaren regional winners for Europe, the Middle East and Africa, Asia Pacific and China, and The Americas, culminating in the crowning of the overall McLaren Global Retailer of the Year 2023, will be announced later this year.

As well as being acclaimed as the world's top McLaren retailer, the winner of the overall title will see their name engraved on the Retailer of the Year trophy, which will go on display in the Technology Centre trophy cabinet at the heart of McLaren Automotive in Woking, UK.

Regional winners will each receive a Premier Club trophy to display in their showrooms.

This is the eighth year of the McLaren Retailer of the Year award, recognised worldwide as a gold supercar customer service and retail business

administration standard. To determine each winner, McLaren Automotive benchmarks multiple business areas every month using a digital scorecard. The retail network is measured against various areas, including new and used sales, parts, service, options uptake and operational excellence, all weighted to ensure retailers of all sizes can compete on an even basis.

"Just as McLaren exemplifies a commitment to high performance and customer satisfaction, McLaren Sydney mirrors these values with unwavering dedication.

Through events such as the Artura track day and the 750S unveil in the shadow of Sydney Harbour Bridge, both are examples of their consistent and strong team ethos in bringing McLaren to the heart of the Sydney clientele," Dickson says.



TOYOTA ADOPTS FIRST IN, FIRST OUT POLICY FOR GR PERFORMANCE CARS

Toyota Australia dealers have resumed taking orders for the 200kW GR Yaris and will adopt a new approach for delivering all GR performance cars to enthusiasts.

Toyota spokesman **Sean Hanley** says the move was made possible by the availability of GR Yaris, GR Corolla, GR86, and GR Supra.

Hanley says Toyota's new allocation policy for the four GR models will prioritise deliveries based on the date a customer places an order, effective July production.

"We always strive for a customer-first approach, so I'm pleased to announce we're moving to a 'first in, first out' method for all GR performance cars," Hanley says.

"It's the fairest way given the normalisation of supply of these in-demand cars," he says.

Hanley says the reopening of orders for GR Yaris – the first all-Toyota sports car in more than 20 years – would be welcomed by enthusiasts.

"The GR Yaris has been instrumental in the local success of the GR brand, which has reignited our sports-car heritage in Australia and reminded us how much fun it is to drive a Toyota.

"Demand for the GR Yaris has resulted in 2591 sales since its arrival in late 2020, including 1001 of the track-focused GR Yaris Rallye," he says.

The spearhead for the GR brand in Australia was the introduction in 2019 of the GR Supra – a car that has attracted 1171 sales.

The GR86, launched in September 2022, has achieved 1609 sales – with auto, at 51.5%, narrowly shading manual as the transmission of choice.

The GR Corolla, which debuted early last year, builds on Corolla's motorsport DNA with 788 deliveries of the GTS grade and a further 25 of the two-seat Morizo Edition.



SEAN HANLEY

| MODEL | AUTO | MANUAL | TOTAL |
|---------------------------|------|--------|-------|
| GR Supra | 963 | 208 | 1,171 |
| GR Yaris | | 1,590 | 2,591 |
| GR Yaris Rallye | | 1,001 | |
| GR86 | 828 | 781 | 1,609 |
| GR Corolla GTS | | 788 | 813 |
| GR Corolla Morizo Edition | | 25 | |



SYDNEY MG DEALER SUPPORTING DRIVE AGAINST DEPRESSION

Mental health charity Drive Against Depression is expanding into New South Wales, announcing its first-ever Cars and Coffee collaboration with Five Dock MG on June 23 from 7 am to 11 am.

The event showcases the new MG3 range, bringing automotive enthusiasts together to share stories, indulge their passion for cars over coffee, and enter a raffle to win the MG3 Hybrid+ for a week.

Drive Against Depression co-founder and managing director **Sarah Davis** says the partnership combines the charity's ongoing work to build connections and mental health conversations and Five Dock MG's shared goal to offer unique motoring experiences.

"Drive Against Depression's events repeatedly demonstrate the power of building community and creating judgement-free spaces and how crucial these are for fostering honest conversations about mental health," Davis says.

"We are delighted to partner with Five Dock MG, with the support of MG Motor Australia, to deliver this event. The camaraderie and social atmosphere of Drive Against Depression events align perfectly with the Cars and Coffee format, and we're excited for a fun morning at the Five Dock MG dealership.

"This values-aligned partnership sees

Five Dock MG, MG Motor Australia, and Drive Against Depression collaborate to support mental wellness. Events and partnerships such as these amplify our efforts to break down barriers that prevent people with mental health challenges from getting the support they need. We are grateful for this partnership and the opportunity to deliver a positive environment that encourages community and conversations," Davis says.

This event will attract a variety of vintage MG models, ranging from classic to more modern sports cars. The welcoming and community-minded spirit of this Cars and Coffee will see a conversation-worthy array of cars parked together at the Five Dock MG site.

MG Five Dock dealer principal **Ian Mason** says the atmosphere and the various vehicles on display will create a unique social experience for car lovers.

"At Five Dock MG, we're delighted to support Drive Against Depression's mental health mission with a donation of \$5,000 plus all proceeds from our raffle," Mason says.

"With an array of desirable cars, including the MG3 Hybrid+ and chilled Sunday morning vibe, this concept brings horsepower and well-being to the community.

"Drive Against Depression, and this event with Five Dock MG is about



fostering a local community of like-minded enthusiasts who will inevitably support each other.

"That's what car culture is; as bad as it can seem online at times, it's a community of people with a common interest who are there for each other through thick and thin. And to someone going through a tough time, that drive or cup of coffee can make all the difference," he says.

Participants are encouraged to pre-purchase their raffle tickets when registering their attendance via the Drive Against Depression website. Thanks to the team at Five Dock MG, the winner will experience the all-new MG3 Hybrid+ for a week to enjoy a peaceful cruise.

Please head to www.driveagainstdepression.com.au/events to register attendance for the event and purchase raffle tickets.

IMPROVING DEALERSHIP EFFICIENCY AND PRODUCTIVITY WITH AI

The launch of OpenAI's ChatGPT in late 2022 saw Artificial Intelligence (AI) explode into a global phenomenon, gathering one million users weekly and more than a hundred million users in a few short months.

OpenAI's ChatGPT became the fastest-adopted technology in history. To leverage potential efficiency, consumers and businesses want to understand this latest technological evolution.

AI is not an overnight success. The idea of AI first appeared in 1955 with the Logic Theorist. It has undergone countless iterations over 67 years before OpenAI democratised the technology under its Large Language Model (LLM).

Large language models (LLMs) are AI systems trained on vast amounts of text to predict and generate human-like language. By understanding context and grammar, they excel in tasks like conversation simulation, content creation, and language translation. Their effectiveness increases with more data and larger model sizes.

Understanding this explanation is where any business looking to adopt this technology should look before signing on with any potential partner. The value of AI is significant, but so can the risks if it is not applied with due consideration.

One of the leading voices in AI, Dario Amodei – Anthropic founder and chief executive, said, "The more open-ended the thing is, the more powerful it is, but also the more dangerous it is and the harder it is to control."

Amodei believes creating a "safe and controllable" solution is a shared responsibility for all stakeholders in this evolving technology.

LEADDRIVER – AI IN THE DEALERSHIP

Cox Automotive Australia (CAA) believes that AI is not poised to replace salespeople but to empower them, enhancing their productivity and allowing them to perform at higher levels. This perspective helps harness AI's full potential while maintaining human expertise in sales strategies. Solutions like LeadDriver, a new lead management system from Cox Automotive Australia, streamline the



lead management process, improve response times, and increase sales.

AI-enabled lead management benefits all dealerships, from large franchise dealerships to small independent dealers.

According to CAA, AI uses natural language processing (NLP) and machine learning (ML) to analyse customer inquiries and provide real-time tailored responses. This leads to faster and more accurate responses, improving the efficiency of lead management.

Consumers now demand higher levels of engagement from dealerships, wanting more information on how and when they want to consume it, with 40% initiating their interest outside of traditional business hours. There are only so many hours in the day, and how does a team member spend their time only following up with the most qualified of customers, spending their day efficiently on revenue-generating activities rather than low-value, repetitive and unqualified tasks?

AI can reduce organisational friction and inefficiencies in sales. For instance, AI can handle the significant portion of leads submitted after hours and the many leads that never receive follow-up, optimising workflows and allowing salespeople to focus on conversions.

One Automotive industry AI brand in the USA said it saw dealerships report a 30–50% increase in leads converted into showroom appointments after implementing AI to engage and follow up with inbound internet sales leads.

Another dealer group utilising AI-powered service communications proactively contacted past customers,

generating nearly 3200 repair orders worth \$1.1 million in three months.

These examples underline the direct financial benefits of deploying AI within automotive operations but don't consider the potential available by tapping into the increasing productivity that underpins AI's work and enabling dealers to operationalise more every day.

While AI technology offers tremendous benefits, specific requirements are necessary for implementing a successful system.

Successful AI implementation requires a robust website, complete vehicle data, and industry-specific technological tools. Ongoing monitoring and optimisation ensure the AI system delivers accurate and relevant responses, maintaining compliance with industry regulations and enhancing overall effectiveness.

When selecting an AI partner, dealers should prioritise proven expertise and a strong track record in AI technologies specific to the automotive industry.

Key attributes include scalability of solutions, robust research and development capabilities, and a deep understanding of automotive processes, challenges, and opportunities.

These factors are critical to expose an ROI and ensure an engaging and sustainable customer experience. Be sure that any provider offers genuine AI services, leveraging the latest LLM technology and creating system flexibility to work within an organisation's goals and brand guidelines.



JAFARI STEPS DOWN AS EVC CHIEF EXECUTIVE

Inaugural Electric Vehicle Council (EVC) chief executive **Behyad Jafari** says he will be stepping down, with former Polestar Australian managing director **Samantha Johnson** becoming interim chief executive.

Jafari has led the EVC over the past eight years, which he says marked a tremendous change for the Australian EV industry.

"I am hugely proud of the historic outcomes our members and team of experts have achieved to support our mission of accelerating the electrification of Australian transport,"

says Jafari.

"A sustainable and prosperous Australia requires an electric fleet, and we are on that path."

"Seeing the New Vehicle Efficiency Standards passed into law represented a major milestone for our industry. It also created a natural time for me to step aside and let another leader continue to build the EVC and the industry into the future."

Jafari says he's thrilled to see a senior executive of Johnson's experience and ability become the EVC's interim chief executive.

"Samantha is one of only a few executives with experience in launching an automotive brand in Australia," he says.

"As interim chief executive, Samantha takes on the temporary role focused on working with the team and our members in refreshing the organisation, strategy and member value proposition of the EVC, as well as recruiting a permanent CEO."

Jafari will continue to serve as an adviser to the EVC, supporting Johnson in the transition until July 31, 2024.

BALA NAMED A WOMAN OF WORTH FINALIST

General Motors Australia and New Zealand managing director Jess Bala has been named one of 10 finalists in the Woman of Worth (WOW) Award, a Women's Worldwide Car of the Year (WWCOTY) initiative.

The WOW Award aims to recognise the worth and career of a motor industry or motorsport woman who has made an outstanding contribution.

This year, the nomination process included the automotive industry. A total of 30 nominations were received. These were whittled down to ten finalists by three non-voting jury members.

Now, it is the turn of 76 jurors from 53 countries to decide which woman deserves the 2024 WOW Award. The winner will be announced on June 4, 2024.

Last year's winner was **Dr Astrid Linder** of Sweden, the female crash test dummy inventor.

The coordinator of the WOW Award is WWCOTY founder **Sandy Myhre** from New Zealand, with help from Sabrina Parant of Belgium.

Executive WWCOTY president **Marta Garcia** said the award is an essential catalyst for promoting women in the automotive industry and motorsports.



"We are thrilled the industry has responded so well with so many nominations coming forward this year," she said.

MTAA RESPONDS TO CORE SKILLS OCCUPATIONS LIST (CSOL) DEVELOPMENT

The Motor Trades Association of Australia (MTAA) has submitted its response to Jobs and Skills Australia's (JSA) consultation on the development of the Core Skills Occupations List (CSOL), aimed at addressing skill shortages in Australia.

The CSOL is a critical tool, identifying occupations in demand where migration can alleviate shortages, says the MTAA, adding that being on the CSOL is a prerequisite for eligibility for the Core Skills Pathway under the new Skills in Demand (SID) visa.

For an occupation to be considered for inclusion in the CSOL, a reasonable proportion of the market should be able to pay above the Temporary Skilled Migration Income Threshold (TSMIT), set at \$70,000 but increasing to \$73,150 from July 1, 2024, says the MTAA.

It commissioned Deloitte Access Economics to analyse full-time workers' earnings to review nine selected automotive occupations against the TSMIT threshold, the analysis supplemented by five case studies.

The analysis reveals that more than 30% of the market for full-time workers pay above the TSMIT for eight of the nine occupations reviewed.

As part of the modelling, 30% of occupation was selected as a reasonable earnings benchmark to compare against the TSMIT threshold.

The occupations listed for consultation by JSA demonstrate remuneration exceeding \$73,150 for more than 30% of full-time workers.

These include a panel beater, vehicle painter, motor mechanic (general), vehicle body builder, vehicle trimmer, and motorcycle mechanic.

MTAA chief executive **Matt Hobbs** believes this data underscores the importance of these occupations in the Australian automotive sector and supports their inclusion in the CSOL.

"The findings from our commissioned analysis highlight the significance of various automotive occupations in meeting Australia's skill needs," says Hobbs.

"We urge Jobs and Skills Australia to consider these insights in shaping policies that support the vitality of our industry and address skill shortages effectively.

"As electric vehicles continue to grow in popularity, so too do the demands for skilled technicians capable of servicing and maintaining these



advanced vehicles," he says.

"The increasing adoption of EVs underscores the urgent need for upskilling within the automotive sector to ensure a proficient workforce capable of meeting the evolving needs of consumers and the industry alike."

MSR APPOINTS BRAND MANAGER JESSE TAYLOR

Motorsport Safety and Rescue Pty (MSR) says journalist **Jesse Taylor** has joined the team as brand manager.

Taylor joins MSR led by **Geoff Becker** (managing director and co-founder) and **Lenore Fletcher** (director of operations), says MSR, adding that Taylor has been an automotive, financial, and luxury watch journalist for 26 years.

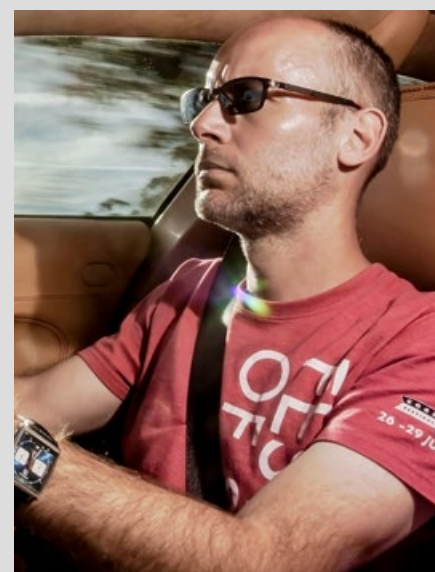
He has also worked as a professional driving instructor for numerous automotive brands and provided private driver coaching, says MSR.

"Jesse has worked with OEM

engineering departments in Australia and abroad to finesse ride and handling characteristics of upcoming models. He's also worked with international manufacturers to provide development input into GT3 race cars and locally has been involved in race car set-up for private clients."

MSR says Taylor also has a background in both small- and large-scale event creation and execution and is well-placed to design and manage engaging and innovative media and corporate events and drive programs.

According to MSR, Sydney-based Taylor is immediately available for expert



event advice.



GMSV APPOINTS MAD MIKE AS SILVERADO HD AMBASSADOR

New Zealander **Mad Mike Whiddett** has been appointed an ambassador for the new Chevrolet Silverado HD by GM Speciality Vehicles (GMSV).

The former Freestyle Motocross star and globally renowned motorsport competitor has been supplied a new Chevrolet Silverado Heavy Duty (HD) truck as a tow vehicle, plus a new ZR2 to be personalised in his MADLAB at the Hampton Downs Racetrack.

"We're thrilled to welcome Mad Mike into the GMSV team and announce the Chevrolet Silverado as his official tow partner," GM Australia and New Zealand managing director **Jess Bala** says.

"The new HD is the ultimate work-and-play utility vehicle, and there's no better option than Mike to put the big new truck through some considerable real-life testing.

"Mike will play a pivotal role in introducing a fun element to our brand and demonstrate how a Chevrolet Silverado can help not only tow your trucks and haul motocross bikes but also get you and your family into the back of beyond then safely home again," she says.

Whiddett, who first raced motocross at age six and has a string of drifting titles on his CV as well as global recognition with performance vehicle exploits, driving Stadium Trucks and Pikes Peak International Hill Climbs, is already

a household name in many parts of the world. The new campaign will go one step further and introduce a new 'Madster' to audiences – his 16-year-old son, Lincoln.

"To say I was genuinely impressed is a massive understatement. My motto is 'find the limit, then work back from there,' however we couldn't even find the limit as I could hardly feel our massive triple-axle trailer loaded with our two off-road racing trucks and a tray full of motocross bikes, spares, tools, and race gas to fuel our mission. It towed all of our gear effortlessly over all the rugged and steep terrain," Whiddett says.

"I was blown away by the multitude of cameras which were an extra set of eyes all around the vehicle, plus handy features such as Adaptive Cruise Control with Trailer, the integrated sidestep so you don't have to stand on the slippery tyres when pulling gear out the tray, Hill Ascent Assist as well as one of my favourite features... Engine braking function!

"The overhauled interior of the new Model Year HD is also a considerable step up; it's more car than truck in terms of appearance and functionality but still gives you the feeling you're in a tough truck. The new Bose Premium Sound System pumps, while the power sunroof, windows, and rear sliding window help provide a sense of style. It's a place I'll be comfortable

spending many hours in, and I know my passengers will be equally happy, especially with all the legroom (or more toy storage for the kids) in the back.

"I knew the HD would be good, but how good is what got me pumped. It's so smooth, has the tough sound of the diesel turbo V8, and I can't wait to test big on and off the roads around the country," he says.

Whiddett and his son Lincoln star in a new TV commercial recently shot on the Central North Island of New Zealand as part of the new Ambassadorship. The latest campaign is the first local GMSV production shot in New Zealand.

"The shoot was awesome, it was so much fun to be part of, especially getting the chance to put the new trucks through their paces," Whiddett said.

"With a couple of days behind the wheel of the new model, I have absolute confidence in the product and know the new partnership with GMSV will be spectacular!"

The 2024 Chevrolet Silverado Heavy Duty is on sale now. Customers can order one through any GMSV dealership and visit GMSV to learn more about official specification information and towing capacity details.

The new GMSV Heavy Duty Mad Mike clip is available: <https://youtu.be/akPMp6mTrA4>.



PREMCAR CELEBRATES 10,000TH NEW CAR

Premcar has celebrated production of the 10,000th new car at its Epping assembly plant in Melbourne, Australia.

The vehicle, a 2024 Nissan Patrol Warrior, came down Premcar's Epping assembly line on May 29.

The Gun Metallic 4x4 SUV was met by applause from the company's large manufacturing and engineering teams. The event was also broadcast live on television.

"This is another great day for Australian manufacturing," Premcar chief executive and engineering director **Bernie Quinn** says.

"Since 1996, Premcar has secondary manufactured more than 200,000 new vehicles in Australia – and this number keeps growing.

"Australia's car-making know-how is highly sought-after by major car brands. Premcar's ability to maximise the appeal of global and regional new-car model lines in different countries is long established.

"Australia is the perfect example of how re-engineering and secondary manufacturing popular makes and models for local tastes can quickly grow a car brand's new-vehicle sales."

Premcar is approaching its 30th year of new-car engineering and manufacturing operations.

Following a management buyout by



the company's current two Australian owners 12 years ago, Premcar's sales are 15 times in size today and its local team has grown from 25 to around 200, comprising a mix of decades-long industry leaders to skilled university graduates.

FIVE FACTS ABOUT PREMCAR:

- Premcar is the new-vehicle engineering and manufacturing company behind various major automakers. It develops everything from specific suspension packages to entire new-vehicle platforms to fully enhanced, country-specific new vehicles.
- Premcar's new-vehicle engineering

and design skills are used in the defence and aerospace industries.

- Premcar's new-vehicle work appears on roads in the UK, Europe, the USA, China and, of course, Australia.
- As the company previously behind Australia's famous FPV (Ford Performance Vehicles) brand, Premcar created some of the most famous Falcon models and Ford engines that are today cherished by car enthusiast communities.
- Premcar's work with electric vehicles (EVs) spans complete new-car platform development to local EV powertrain conversions.



MCLAREN AUTOMOTIVE APPOINTS CHARLOTTE DICKSON ASIA PACIFIC REGIONAL DIRECTOR

Mclaren Automotive has appointed **Charlotte Dickson** as its new Asia Pacific regional director based in Singapore.

Dickson joined McLaren in 2018, following ten years in luxury automotive senior positions in sales, marketing, operations, and strategy in Europe and the Middle East.

During her six years of experience with McLaren, Dickson has been instrumental in expanding McLaren's presence in the APAC markets, has secured a healthy and balanced inventory across the 17-strong retailer network, has improved retailer profitability, and secured record Qualified car sales in the region, leading to strengthened residual values across all model lines.

In her new position, Dickson assumes full executive responsibilities for the Asia Pacific region, which includes Australia, Cambodia, Indonesia, Japan, Malaysia, New Zealand, Singapore, South Korea, Taiwan, Thailand, and Vietnam, with a presence in 22

showrooms.

The role reports directly to McLaren's chief sales and marketing officer, **George Biggs.**

Fundamental to her role will be furthering the development of the McLaren brand in the Asia Pacific region, enhancing its recognition as a pioneering creator of luxury, high performance supercars.

With almost 15 years of experience in the luxury automotive sector, Dickson brings immense expertise and determination, consistently driving her teams to deliver exceptional sales, dealer and customer satisfaction and innovative partner collaborations.

She was nominated as one of 2019's Autocar Great Women Rising Stars and 2024's Autocar Top 100 Great Women, and she is the first female Regional Director for McLaren Automotive.

"I am delighted to announce Charlotte's new appointment," Biggs says.

"She has been a critical member of the McLaren team and has

demonstrated exceptional leadership and understanding of our business in the Asia Pacific region. Her vision and dedication will ensure McLaren's continued strength in this crucial region."

"We've got exciting plans shortly, and under Charlotte's leadership, we'll ensure that our customers in the Asia Pacific region will continue to enjoy the full breadth of McLaren's products and experiences," he says.

"I am thrilled to be allowed to lead Asia Pacific at a pivotal moment of the brand and product portfolio growth with the recent unveiling of the McLaren Artura Spider and the future models that will continue to define McLaren cars: Born on track, engineered for the road," Dickson says.

I am proud to be supported by a strong team and a network of retailers across the region. I look forward to raising the McLaren brand and its presence for its second decade and beyond in Asia Pacific," she says.



RAM TRUCKS AUSTRALIA CELEBRATES 30,000 UNITS WITH FINANCE OFFER

Ram Trucks Australia has remanufactured its 30,000th vehicle at its Melbourne Manufacturing Facility – a Ram 1500 Big Horn.

The Billet Silver Crew Cab with 6'4" cargo tub marks a significant milestone in the Ram Trucks Australia journey, which began in 2014 with the Ram 2500 HD rolling off the production line.

Since then, the brand has grown to offer Australia's largest and most comprehensive range of full-size pick-up trucks.

To celebrate the 30,000th full-size pick-up truck and in preparation for the end of the financial year, Ram Trucks Australia has a new finance deal.

'Mates Rates' is a no-deposit 4.99% finance offer for Ram 1500 Big Horn models sold and delivered between May 1 and June 30, 2024.

"30,000 vehicles is a significant car park in anyone's books – that it came about in a segment that didn't exist a few years ago is a testament to the hard work of everyone involved," said Ram Trucks Australia general manager **Jeff Barber**.

"From our partners in the US and Melbourne to our dedicated dealer network in Australia and New Zealand, the Ram Trucks business proves that it's possible to establish an OEM-level automotive manufacturing capability in Australia despite the closure of local automotive brands.

"The lead up to the end of the financial year is always peak buying time for



small to medium business owners, and this 'Mates Rates' finance offer is a compelling deal on the entry point to the Ram Trucks range."

The Ateco Group is the world's only Ram-authorized manufacturer of right-hand drive Ram trucks. The relationship with Ram Trucks in the USA began in late 2013.

All Ram Trucks Australia vehicles are international-spec vehicles – delivered straight from the global Ram Trucks production line in the US – uniquely coded for the Australian and New Zealand markets and the local build process at the Melbourne Manufacturing Facility.

Ram Trucks Australia is the biggest

full-size pick-up truck manufacturer in Australia. With a significant parts warehouse and inventory and 73 dealers throughout Australia and New Zealand, this fast-growing vehicle segment has substantial local supply chain benefits.

It employs 400 people and has two dedicated production lines in Clayton, Victoria, which can produce 50 full-size pickup trucks daily. The RAM Trucks Australia range starts with the 1500 Big Horn, 1500 Laramie, 1500 Laramie Sport, 1500 Limited, 2500 and 3500 Laramie Heavy Duty, and the 1500 TRX Final Edition.



FOTON PARTNERS WITH EVIE NETWORKS IN EOFY OFFER

Foton Mobility Distribution has announced its inaugural End of Financial Year (EOFY) offer, designed to add value for all Foton T5 EV buyers.

Customers who place eligible orders before June 30, 2024, will receive a \$3000 Evie Networks public charging voucher.

The initiative is set to appeal to customers involved in last-mile delivery operations.

Whether relying on public charging infrastructure or a combination of back-to-base and occasional public charging solutions, the Evie public charging voucher ensures convenience and reliability for drivers on the road.

Evie Networks, Australia's DC public fast charging network, offers charging solutions powered by 100% renewable energy with 230 charging stations in 14 cities and regions across every state and territory.

Drivers can quickly locate Evie charging stations via the Evie Charging app or their preferred mapping tool, addressing range anxiety with a network built around highways and popular truck routes.

"We are excited to introduce this EOFY incentive, offering our customers additional value through the \$3000 Evie public charging voucher," Foton Mobility Distribution chief executive Neil Wang says.

"The Foton T5 EV is the perfect solution for urban logistics. This incentive and Evie Networks' robust charging infrastructure make it an unbeatable choice for sustainable transportation," Wang says.

The \$3000 Evie public charging voucher will be included with all new orders of the Foton T5 placed by June 30, 2024, and delivered by December 31, 2024.

The voucher is valid for two years from the date of issue and can provide nearly 10,000km of driving, depending on weight and travel type, making it an ideal option for drivers needing a quick charge while on the road.

"At Evie, we are committed to supporting all drivers and vehicle types in the EV transition," Evie Networks chief executive Chris Mills says.

Our reliable and expansive fast-charging network is designed to meet the diverse needs of the EV community, from passenger cars to heavy vehicles. Partnering with Foton Mobility, our first collaboration with a manufacturer of commercial vehicle EVs, is a significant step forward in our mission to make electric transport accessible and convenient for everyone."

The Foton T5 EV provides a 5-year or 200,000km warranty. Additionally, the battery is covered by an 8-year or 300,000km warranty.

The Foton T5 EV has a towing capacity



of 3,500 kg (braked), making it suitable for various logistics and transport needs. Safety and convenience are paramount, with features like a reversing radar and camera providing enhanced visibility and manoeuvrability.

The vehicle is equipped with a Vehicle Sound for Pedestrians (VSP) system, which emits a low-speed warning sound to alert pedestrians, thereby improving urban safety. In the event of an accident, the driver and front passenger airbags provide critical protection, while 24/7 roadside assistance ensures help is always at hand.

The Foton T5 EV is versatile in terms of licensing requirements, needing either a car license or a Light Rigid licence, making it accessible to a broad spectrum of drivers.

For more information, visit: www.FotonEOFYoffer.com.



NEW SANTA FE PRICED FROM \$55.5K

Hundai Australia has the new Santa Fe hybrid available from a \$55,500 Manufacturer's List Price (MLP), which excludes dealer delivery and on-road costs, with a 2.5T-GDi powertrain set to join the lineup in late Q4 2024.

It features a three-row cabin and an enlarged tailgate, along with a highly equipped three-trim lineup featuring Bluelink Connected Car Services, over-the-air (OTA) software update capability, a SmartSense safety suite, e-Motion Drive in the hybrid, ten airbags, and wireless Apple CarPlay and Android Auto.

Hyundai says innovations include a curved panoramic display incorporating a 12.3-inch digital cluster and infotainment displays, first-row relaxation seating, and a bi-directional centre console.

It says spacious second- and third-row seating and a practical cargo area are all made possible by an extended wheelbase, efficient packaging, and a tailgate aperture 145mm wider than the preceding model.

The new Santa Fe offers second-generation technologies highway driving assist (HDA2), forward collision assist (FCA2), lane following assist (LFA2) and intelligent regenerative braking.

Comfort and convenience features include a bilateral multi-console storage space easily accessible for both front and rear occupants, a 6.6-inch climate control display, and high-speed, dual wireless smartphone charging.

The top-of-the-line Calligraphy variants also feature first-row relaxation seating with leg rests,



power-reclining second-row captain's chairs (six-seat option), a digital centre mirror, and a UV-C sterilisation tray that eliminates bacteria from personal items.

"Now in its fifth generation, the new Santa Fe brings expansive space and extensive equipment to give adventurous families an attractive, rugged and sophisticated three-row SUV," says Hyundai Motor Company Australia chief executive **Ted Lee**.

The new Santa Fe is available in a three-trim lineup with a choice of two powertrains, and two-wheel drive and all-wheel drive – SmartStream G1.6T-GDi Hybrid – available now, and SmartStream G2.5T-GDi – available from late Q4, producing 206kW and 422Nm, mated to an eight-speed wet dual-clutch transmission.

The hybrid is powered by a petrol/electric hybrid system featuring a 1.6-litre T-GDi Smartstream engine and a 44.2kW electric motor, drawing power from a 1.49kWh lithium-ion polymer battery.

It produces 172kW and 367Nm and is paired with a six-speed automatic transmission.

The new Santa Fe is available in 10 exterior colours, including the standard Creamy White mica and Terracotta



Orange (solid).

Premium mica colours include Abyss Black, Pebble Blue and Cyber Sage, and premium metallic colours include Typhoon Silver, Magnetic Force and Ocado Green. Creamy White and Earthy Brass are offered in matte finish.

The Calligraphy variants feature a blacked-out treatment comprising black badging, wheels, and body cladding.

The new Santa Fe offers extra headroom (up 60mm) and legroom (up 50mm), a raised cushion (up 30mm), a 10-degree backrest recline and enlarged side windows.

It has four ISOFIX and five top tether mounting points, including IOSFIX and top tether mounting points for the third-row seats.

Hyundai says eco-friendly materials are used for many soft surfaces, and they are available with upholstery in Obsidian Black cloth, Obsidian Black or Supersonic Gray leather, Black Ink, Forest Green or Pecan Brown Nappa leather.

The Santa Fe's shift-by-wire (SBW) drive selection stalk is mounted on the steering column.

The new Santa Fe Elite and Calligraphy features a Bose premium audio system.



NEW VEHICLE SALES SURPASS 111K IN MAY 2024

Australia's automotive industry continues its streak of record-breaking new vehicle sales, setting yet another new record tally for May.

A total of 111,099 vehicles were sold in May 2024, surpassing last year's figure of 105,694, the previous best May result on record.

The year-to-date sales now stand at 512,753, marking an increase of 55,920 vehicles compared to the same period last year (456,833).

Toyota was the market leader with sales of 23,389, followed by **Ford** (8806), **Mazda** (8002), **Kia** (7504) and **Hyundai** (6495).

The **Ford Ranger** was Australia's top-selling vehicle with sales of 5912, followed by the **Toyota Hilux** (5702), **Toyota RAV4** (5517), **Isuzu Ute D-Max** (2612) and **Toyota Landcruiser** (2578).

FCAI chief executive **Tony Weber** says that another record-breaking month underscores the ongoing strength of the industry.

"The continued growth highlights consumer confidence and the

industry's ability to meet diverse needs of Australian motorists despite current economic challenges," Weber says.

"The Australian market is one of the most open and competitive in the world, which supplies consumers with a wide choice of vehicles across all segments and price categories."

Monthly sales of Hybrid and Plug-in Hybrid vehicles saw a notable increase, capturing 15.8% of the market compared to 7.9% in the previous year. Battery Electric Vehicles saw a slight increase in sales, accounting for 8.1% of new sales, up from 7.7% in the same month last year.

Sales in the Australian Capital Territory were up by 10.6% (1673); New South Wales increased by 5.3% (33,145); Queensland increased by 5.5% (23,534); South Australia increased by 11.3% (7501); Victoria increased by 3.2% (30,095); Western Australia increased by 5.4% (12,334), Tasmania increased by 7.1% (1818) and Northern Territory decreased by 8.8% (999).

TOP 10 BRANDS



1. TOYOTA 23,389



2. FORD 8806



3. MAZDA 8002



4. KIA 7504



5. HYUNDAI 6495

4X4 UTES



1. Ford Ranger
5449



2. Toyota HiLux
5055



3. Isuzu Ute D-Max
2049



4. Mitsubishi Triton
1128



5. Toyota Landcruiser
70 PU/CC
1096



6. Mazda BT-50
1085



7. Volkswagen Amarok
911



8. Nissan Navara
734



9. GWM Ute
685



10. LDV T60
510

SUV SMALL <\$40K



1. Hyundai Kona
1842



2. MG ZS
1841



3. GWM Haval Jolion
1265



4. Mazda CX-30
1010



5. Toyota Corolla
Cross
957



6. Mitsubishi Eclipse
Cross
920



7. Mitsubishi ASX
842



8. Subaru Crosstrek
783



9. Volkswagen T-roc
732



10. Kia Seltos
692

TOP 10 BRANDS



6. MITSUBISHI 6409



7. ISUZU UTE 4401



8. MG 4159



9. TESLA 3567



10. NISSAN 3425



MAY NEW VEHICLE SALES SETS RECORD

Australia's automotive industry continues its streak of record-breaking new vehicle sales, setting a record for May which underscores the industry's ongoing strength, says FCAI chief executive Tony Weber.

Monthly sales of hybrid and plug-in hybrid (PHEV) vehicles saw a notable increase, capturing 15.8% of the market compared to 7.9% in the previous year.

Battery electric vehicles (BEVs) saw a slight increase in sales accounting for 8.1% of new sales, up from 7.7% at the same month last year.

The combination of electrics, hybrids and PHEVs is generally outgunning fossil fuelled vehicles in percentage increases, although often from a low base.

For instance, VFACTS figure released for May show total new electric vehicle sales at 8974 – up 10.5% on May 2023's 8124. Year-to-date (YTD) figures put electrics at 40,636 – up 26.8% on YTD 2023's 32,050.

Hybrids jump 113.4% in May (from 7600 to 16,218) and 126.6% YTD (from 29,293 to 66,437).

PHEVs are up 73.6% in May comparisons (791 to 1373) and 118.1% in YTD comparisons (2797 to 6011).

In contrast, petrol new vehicle sales dropped 13.5% (52,339 to 45,262) in May comparisons and down 5.1% in YTD comparisons (234,294 to 222,368) while diesel ones went up 7.4% in May

comparisons (32,101 to 34,479) and 13.4% in YTD comparisons (138,442 to 156,941).

Passenger category electrics rose 121.3% in May (from 1908 to 4223) and 47.7% YTD (from 12,387 to 18,293), hybrids went up 104.7% in the same category in May (from 2203 to 4509) and 139.2% YTD (from 7628 to 18,246).

PHEVs in the passenger sector went from 47 in May 2023 to 53 last month, while YTD comparisons show a 128.7% rise from 153 to 349.

Electrics dropped in the popular SUV category in May comparisons – down 24.1% from 6201 to 4706 and rose 13.1% in YTD comparisons from 19,610 to 22,180.

Hybrids rocketed 116.4% in the SUV

sector in May comparisons (5397 to 11,679) and 121.6% in YTD comparisons (21,665 to 48,011) while PHEVs went from 744 to 1320 (up 77.4%) in May comparisons and from 2644 to 5750 (117.5%) in YTD comparisons.

The light commercial sector shows electric and hybrid growth – up from 15 in May 2023 to 45 in May 2024, up from 53 to 163 in YTD comparisons, from zero to 30 in May comparisons and zero to 180 in YTD comparisons respectively.

Internal combustion engine (ICE) utes are still a top seller – the Ford **Ranger** leading on 5912 sales, the Toyota **HiLux** on 5702, with **Tesla**, **MG** and **BYD** among the best-selling electrics.

| ELECTRIC, PHEV AND HYBRID SALES | | | | | MAY 2024 | | | |
|---------------------------------|--------|--------|---------|--------|-----------------------|--------|--------|--------|
| Total Market | Month | | YTD | | Variance +/- Vol. & % | | | |
| | 2024 | 2023 | 2024 | 2023 | MTH | YTD | MTH | YTD |
| ELECTRIC | | | | | | | | |
| Passenger | 4,223 | 1,908 | 18,293 | 12,387 | 2,315 | 5,906 | 121.3% | 47.7% |
| SUV Private | 4,706 | 6,201 | 22,180 | 19,610 | -1,495 | 2,570 | -24.1% | 13.1% |
| Light Commercial Non-Private | 45 | 15 | 163 | 53 | 30 | 110 | 200.0% | 207.5% |
| Sub Total | 8,974 | 8,124 | 40,636 | 32,050 | 850 | 8,586 | 10.5% | 26.8% |
| HYBRID | | | | | | | | |
| Passenger Private | 4,509 | 2,203 | 18,246 | 7,628 | 2,306 | 10,618 | 104.7% | 139.2% |
| SUV Private | 11,679 | 5,397 | 48,011 | 21,665 | 6,282 | 26,346 | 116.4% | 121.6% |
| Sub Total | 16,188 | 7,600 | 66,257 | 29,293 | 8,588 | 36,964 | 113.0% | 126.2% |
| PHEV | | | | | | | | |
| Passenger Private | 53 | 47 | 349 | 153 | 6 | 196 | 12.8% | 128.1% |
| SUV Private | 1,320 | 744 | 5,750 | 2,644 | 576 | 3,106 | 77.4% | 117.5% |
| Sub Total | 1,373 | 791 | 6,099 | 2,797 | 582 | 3,302 | 73.6% | 118.1% |
| Total | 26,535 | 16,515 | 112,992 | 61,343 | 10,020 | 51,649 | 60.7% | 84.2% |