

WWW.AUTOTALK.COM.AU

autotalk

NOVEMBER 2024

THE AUSTRALIAN VEHICLE DEALER'S NEWS SOURCE



BRISBANE DEALERS EMBRACE LEAPMOTOR P.10

■ 03

DEALER-USED CAR PRICES
DECLINE

■ 08

PENSKE TO ACQUIRE
PORSCHE MELBOURNE

■ 18

ISUZU D-MAX BLADE HITS
DEALERSHIPS

🔍 Websites to sell cars|



Radius
COX AUTOMOTIVE

HOW WILL TRUMP'S POLICY AFFECT THE GLOBAL AUTOMOTIVE SUPPLY CHAIN?

Hello there,

The US presidential election results will undoubtedly concern the global automotive manufacturing sector.

An avid anti-globalist, President-elect Donald Trump has essentially declared a trade war on the Chinese and Mexican automotive industry in the (misguided) belief that it will Make Automotive Great Again in the United States of America.

To provide a local context, the top ten countries which supplied new vehicles to Australia year to date (YTD) at the end of October 2024 were:

1. Japan, 315,725 units YTD
2. Thailand, 230,919 units YTD
3. China, 147,638 units YTD
4. Korea, 134,688 units YTD
5. Germany, 47,881 units YTD
6. USA, 25,220 units YTD
7. Mexico, 11,438 units YTD
8. South Africa, 10,827 units YTD
9. Hungary, 7266 units YTD
10. Turkey, 6858 units YTD

Wales is the smallest manufacturing country of origin, having exported 52 units of the Aston Martin DBX to Australia.

The global automotive industry is one of the most complex and interconnected supply chains, vastly reliant on free trade agreements and low or zero tariffs.

For example, in 1987, I worked for a year as a financial cadet for the Ford Motor Company of New Zealand, which operated an aluminium wheel plant in South Auckland.

This plant exported alloy wheels for the Ford Taurus by the 40-foot container load to the Goodyear Tyre plant in Hermosillo, Mexico, where they were fitted with new tyres and then shipped across the border to the Chicago assembly plant.

That was 32 years ago, and now Trump has outlined several initiatives that he believes will revitalise the American vehicle manufacturing industry.

These proposed changes will have far-reaching effects, influencing production strategies, trade dynamics, and environmental policies worldwide.

The proposals include imposing substantial tariffs on imported vehicles, particularly those manufactured in Mexico and China, and offering tax incentives to bolster domestic car production.

Trump wants a 100% tariff on cars produced in Mexico, intending to encourage brands like Ford, GM, Stellantis, and others to relocate manufacturing to the United States.

Those other brands include Audi, BMW, Honda, Kia, Nissan, Mercedes-Benz, Toyota, and Volkswagen.

"We're going to put the biggest tariffs; there won't be one damn car that's going to be able to come through our border," Trump says.

He plans to ban Chinese brands from the US market and impose high tariffs on vehicles from China and Mexico.

Incidentally, Mexico is the fourth largest vehicle exporter globally after Germany, Japan and the United States. More than 95% of the automotive production in



ROBERT BARRY

EDITOR | AUTOTALK AU

Mexico is light passenger vehicles, and the rest is heavy trucks.

To stimulate domestic car production, Trump has proposed making car loan interest tax-deductible and lowering the corporate tax rate to 15% for companies manufacturing within the US.

"We will make the Trump tax cuts the largest tax cut in history," he says.

Trump has been critical of current electric vehicle (EV) policies, referring to them as "electric car lunacy" and expressing intentions to rescind unspent funds from the Inflation Reduction Act, which includes EV incentives.

These policies are expected to have significant global repercussions. Imposing high tariffs on imported vehicles could disrupt international trade relations, particularly with Mexico and China, potentially leading to retaliatory measures.

South Korean companies, for instance, may increase investments in the US to circumvent such tariffs.

Furthermore, scaling back EV incentives may affect global efforts to combat climate change and could influence international automotive markets, especially in countries investing heavily in EV technology.

The global automotive supply will experience four bumpy years, and seeing how it all plays out will be interesting.

Enjoy your reading this month.

Kindest regards,

Robert Barry
EDITOR AUTOTALK



DEALER-USED CAR PRICES CONTINUED DECLINE IN THIRD QUARTER

Average used car selling prices in Australian dealers continued their long-term decline during the third quarter of 2024, with the **Cox Automotive Australia (CAA)** Dealer Delisted Price Index back to January 2021 levels.

However, the critical supply and demand indicators continue to show positive signs, with dealer-used vehicle inventory tracked by CAA up 5.4% year-on-year (YoY) and sales volume up 9.7% year-to-date (YTD).

As has become a familiar pattern, selling prices of older used vehicles remain more elevated over pre-2020 levels than those for younger vehicles. Moreover, traditional passenger hatchbacks and sedans remain more elevated than SUVs, which are in excellent supply.

CAA tracks the most used vehicles sold and listed in Australian dealers, principally through its retail data solutions businesses, such as the SmartPublisher inventory management dashboard.

USED CAR PRICES UPDATE

The CAA Dealer Delisted Price Index is 129.6, denoting an average 29.6% price increase on all dealer-listed vehicles since the base period of December 2019—volume-weighted and adjusted by MSRP. This is the lowest the

Index has been in over 3.5 years, down 6.6% YoY and 12.5% since the market peaked in August 2022.

The latest CAA data shows that 41% of all used cars sold by Australian dealers in the CAA database (as of September) receive one or more discounts while listed for sale, with an average of 7.1% per vehicle. The cumulative YTD figure is 39.6%, suggesting an uptick lately.

However, not all dealer-used vehicles are equal when it comes to softening prices. Comparing relative price changes and residual values across age brackets and vehicle types reveals this.

Total used vehicles sold under 2 years have a current Price Index of 106.5, denoting just a 6.5% increase in selling prices since December 2019. This compares to a current Index of 117.5 for vehicles aged 2–4 years, 127.1 for those aged 5–7 years, and 140.1 for those aged 8–10 years.

Average selling prices for used vehicles aged under 2 years are down 8.2% over the last 12 months (YoY), compared to an 8.6% reduction for cars aged 2–4, a 5.9% reduction for vehicles aged 5–7, and a 4.3% reduction for cars aged 8–10.

“This doesn’t mean older cars cost more outright than younger cars,” CAA Corporate Affairs Manager Mike Costello says.

“But it does suggest that older vehicles are proportionately more inflated relative to longer-term norms than younger cars -- a situation driven by high demand for older cars due to cost-of-living, and greater supply of new cars suppressing the value of late-model assets.”

Looked at by vehicle segment rather than age, more pricing patterns emerge. The Price Index for traditional passenger cars (sedans and hatchbacks, etc.) is 144.6, denoting a 44.6% increase since the December 2019 base period. By contrast, the Price indices for other vehicle types are lower: 121.2 for SUVs, 127.2 for utes, 127.9 for vans, and 112.9 for EVs and PHEVs.

Average selling prices for passenger vehicles of all ages are down 3.8% across the last 12 months (YoY), compared to a 7.0% reduction for SUVs, a 9.4% reduction for utes, an 8.3% reduction for vans, and a 2.3% reduction for EVs and PHEVs -- from their small sample size.

RESIDUAL VALUES

Another way to demonstrate relative price changes in used assets over time is to map changes in average selling residual values (RV%), defined as what the used selling price was as a percentage of the vehicle’s RRP when new.

continue to page 05...



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

Auto Media Group Limited makes every endeavour to ensure information contained in this publication is accurate, however we are not liable for any losses or issues resulting from its use.

automedia
GROUP LIMITED

autotalk.co.nz **autotalk**
autotalk.com.au **autotalk**
transporttalk.co.nz **transport**
futuretrucking.com.au **futuretru**
evs&beyond.co.nz **EVs&BEYON**
evtalk.com.au **EVtalk**



FLEET AND LEASE VEHICLES DROVE MANHEIM'S INCREASED Q3 VOLUME

Wholesale auction house Manheim Australia continues to post strong sales volume growth in 2024 as the market returns towards pre-COVID activity levels.

Manheim's wholesale volume for quarter three (Q3) of 2024 was 39.4% greater than Q3 of 2023, and year-to-date (YTD) volume is precisely 40% up.

Moreover, the sales volume in Q3 of 2024 was 7.3% greater than in Q2 of 2024, meaning the company's auction lanes continued to pick up speed throughout the calendar year.

A particular bright spot is the fleet and lease sector, which represents vehicles remarketed on behalf of vendors, including LeasePlan, Custom Fleet, Summit, and SG Fleet.

The volume of these Fleet and Lease cars sold in Manheim Australia's auction lanes broke the company's all-time quarterly record in Q3 of 2024, eclipsing the previous high-water mark in Q4 of 2002.

Fleet and Lease sales volume over the first nine months of 2024 (January to September) is up 43% year-over-year—

the highest Q1–Q3 cumulative tally on record for Australian operations.

Demonstrating the strength of the wholesale market, Manheim Australia is seeing more than just a strong volume uptick from fleet and lease.

Sales volume of vehicles is up across many sectors YoY, such as:

- Dealers ↑ 44% YoY
- Governments ↑ 47%
- Manufacturers ↑ 72%
- Rental Companies ↑ 53%

Manheim volumes are also up across all regions where the company competes:

- Adelaide ↑ 39% YoY
- Brisbane ↑ 48%
- Darwin ↑ 75%
- Hobart: ↑ 11%
- Melbourne ↑ 42%
- Newcastle ↑ 26%
- Perth ↑ 46%
- Sydney ↑ 28%
- Townsville ↑ 44%

While sales volume is well up this

continue to page 05...

Support these GREAT sponsors!



Autotrader

better[®]
finance



Manheim



... continued from page 04

year, market conditions are dictating the continued softening of wholesale vehicle prices over the intense COVID-era inflation, which was linked to vehicle shortages.

The latest Manheim Australia Wholesale Price Index is 131.7, meaning an average 31.7% price increase since December 2019. While this is strong growth in isolation, in context, the Index has been down 4.6% YoY and down 21.2% since the Index peaked at 167.6 points in May 2022.

Passenger Vehicles (sedans, hatchbacks and wagons) are the most inflated on the Price Index due to an increasing undersupply linked to their declining share of the new market -- with all its downstream impacts.

They are also the quickest cars to sell; on average, finding a buyer seven days faster than SUVs.

Manheim Australia Wholesale Price Indexes by Vehicle Type in September 2024:

- Passenger cars: 147.6 (down 9.2% YoY)
- SUVs: 126.3 (down 0.6% YoY)
- Utes: 130.8 (down 7.0% YoY)

Manheim continues to see more inflated Price Indexes for older vehicles than younger ones. Demand from private buyers for stock aged 8-10 years drives up prices and discounts in the new market, negatively impacting price yields on the youngest wholesale stock.

Manheim Australia Wholesale Price Index by Vehicle Age in September 2024:

- 2-4 years: 115.8 (down 9.1% YoY)
- 5-7 years: 134.7 (down 3.5% YoY)
- 8-10 years: 139 (down 7.5% YoY)

These numbers do not mean that older cars are more expensive than younger ones but denote that they are more inflated relative to their pre-COVID levels.

To put this into further context, the expected residual values of

wholesale assets aged 2-4 years are 65.8% today, compared to 68.5% in September 2023 and 82.3% at the market's peak in May 2022.

This data is vital for fleet managers to calculate total ownership costs.

TOP-SELLING VEHICLES AT MANHEIM IN 2024 YTD:

1. Ford Ranger ↑ 34.5% YoY
2. Isuzu D-Max ↑ 70.2%
3. Toyota Hilux ↑ 49.6%
4. Toyota Corolla ↑ 74.5%
5. Toyota Camry ↑ 5.9%

However, the vehicle with the more significant percentage volume growth YoY is the 2-4-year-old Toyota RAV4, whose volumes are up eightfold. Vendors should note that this has pushed down prices from their previously very inflated levels when supply was so tight between 2022 and 2023.



... continued from page 03

At a top level, used vehicles aged 2-4 years have an expected RV percentage of 78.3, down from 91.9% two years ago when vehicle shortages inflated prices across the used market. RV percentage has decreased on those cars aged 5-7 years from 73.6 two years ago to 64.6 as of September 2024.

USED CAR SUPPLY UPDATE

The topline used vehicle inventory in dealers within the CAA data set is up by 5.6% yearly, meaning more vehicles are available now than last year.

Despite this, the supply of used passenger cars (sedans, hatchbacks, wagons) is down 0.9% YoY, clearly tied to the steady sales decrease for these vehicles in the new market across the past decade. This is a crucial driver of why passenger cars have more inflated Price Indexes.

Year-on-year inventory of used SUVs in dealers is up 6.3%, used ute stocks are up a robust 11.7%, used van inventory has grown 28.5%, and supply of used EVs and PHEVs is up 36.3%. When mapping inventory by type, 47.8% of for-sale used cars in dealers as of September 30 were SUVs, 30.6% passenger cars, 21.1% light commercials, and 0.5% EVs and PHEVs.

USED CAR SALES UPDATE

The dealer-used market also shows robust sales figures, up 9.7% YTD (January-September 2024 vs. January-September 2023). The market also showed quarterly growth in Q3, by 8.9% over Q3 of 2023 and 6.1% over Q2 of 2024, respectively.

On a YTD basis, sales of used EVs and PHEVs are up precisely 100%, while used SUV sales are up 14.5%, used

ute sales are up 9.9%, and used passenger cars are up 3.3% -- linked more to shortages of supply rather than tapering demand, as reflected in their shorter-than-average selling time of 39 days per unit.

TOP-SELLING DEALER-USED CARS YTD:

1. Ford Ranger ↑ 25.9%
2. Toyota Hilux ↑ 5.5%
3. Toyota Corolla ↑ 36.9%
4. Toyota RAV4 ↑ 29.6%
5. Hyundai i30 ↑ 1%

Toyota Corolla and RAV4 sales are particularly up YoY, with sales of Corollas aged 2-4 up 72.4% and RAV4s aged 2.4 up 46.8% after COVID-era shortages. This explains their decrease in selling prices across 2024.



RESEARCH REVEALS WHAT CONSUMERS VALUE IN THE CAR-BUYING JOURNEY

Cox Automotive Australia (CAA) recently hosted a masterclass, where head of product Gillian Allen and lead product manager Callum Coe presented CAA's new automotive website platform, Radius.

The session provided an in-depth look at the extensive research and connected features that make Radius a competitive website platform option for automotive dealers in Australia.

RESEARCH AND DEVELOPMENT

During the class, Allen highlighted that the development of Radius was a meticulous process spanning over a year and a half. The team conducted extensive research, drawing insights from both international markets and the unique needs of Australian consumers in the automotive industry. This dual focus ensures that Radius meets global standards and addresses local market expectations.

The research revealed several critical insights into consumer and dealer expectations. A survey of hundreds of Australian consumers who had purchased vehicles in the last six months highlighted significant gaps in user satisfaction. Over 50% of critical factors in the digital car buying journey were found to be underserved, indicating a substantial opportunity for improvement.

Key consumer insights shared included trust and transparency, user experiences and performance, integration and seamless experience, frictionless conversion, finance and trade-in transparency.

TRUST AND TRANSPARENCY

One of the most striking findings was the importance of trust and transparency. Consumers expressed a strong desire for accurate and honest information about vehicles. More than 85% of consumers expressed the importance of trusting the vehicle information, and more than 80% wanted to avoid unpleasant sales interactions.

Radius addresses this need by ensuring that all vehicle details are clearly and accurately represented, reducing the risk of buyer's remorse and building consumer confidence.

CALLUM COE



GILLIAN ALLEN

USER EXPERIENCE AND PERFORMANCE

Consumers also emphasised the value of a high-quality, user-friendly website. They wanted a seamless experience from online browsing to the showroom.

Radius delivers on this expectation with high-resolution images, interactive features, and a streamlined test drive process to enhance user engagement and satisfaction. Notably, 68% of sessions are on mobile devices, highlighting the importance of a mobile-friendly design.

INTEGRATION AND SEAMLESS EXPERIENCE

Radius integrates with existing product suites, such as lead management systems and service booking platforms. This integration ensures a smooth and efficient experience for dealers and consumers, supporting a cohesive digital retailing strategy.

FRICTIONLESS CONVERSION

A key goal of Radius is to minimise bounce rates and keep consumers engaged.

"You want the bounce rate to be between 20 and 40%, 20% meaning only one in five consumers are going somewhere else before doing something on your website," Coe says.

The platform achieves this by providing clear, easy-to-navigate options and calls to action. Features like quick search, high-resolution imagery, and interactive elements help maintain user interest and drive conversions.

FINANCE AND TRADE-IN TRANSPARENCY

Another cornerstone of Radius is transparency in vehicle valuations and finance options. The platform includes tools like finance calculators and detailed trade-in value information, helping consumers confidently make informed decisions.

For instance, 63% of consumers want to value their existing vehicle, and 67% seek trustworthy finance information directly from the dealer's website.

Download a copy of the research [here](#) or access the masterclass [here](#).

PEUGEOT AUSTRALIA OFFERS EXCLUSIVE E-308 EVALUATION EXPERIENCE

Peugeot Australia has launched an exclusive customer evaluation program to ensure its local electric vehicle range aligns with the unique requirements of the local market.

As part of the Peugeot Preview Program, 14 Peugeot E-308 vehicles are available.

Customers who have registered their interest in the new car have priority. They can choose from various colours for the Peugeot E-308, including the hero shade of Olivine Green.

The participating customers can purchase a Peugeot E-308 from dealers at a nationally recommended driveaway price of \$65,990.

Over the first 12 months of their ownership experience, those customers will be asked to share their feedback with Peugeot Australia.

After extending an exclusive invitation to customers who registered their interest, the opportunity to purchase one of the E-308s in the Peugeot Preview Program will open to all Australian consumers on November 8, 2024.



This coincides with the E-308's exclusive presence at the Sydney International Electric Vehicle Show this weekend, where visitors can test-drive the all-electric hatchback.

As part of the brand's electrification journey, Peugeot Australia has recently introduced efficient hybrid passenger and SUV vehicles, including the 308 Hatch, to meet evolving consumer preferences and new Australian

regulations.

Although the date for introducing the Peugeot E-308 in Australia has not been announced, the brand's electric vehicle range will expand from 2025.

The Peugeot Preview Program opportunity is available while stock remains.

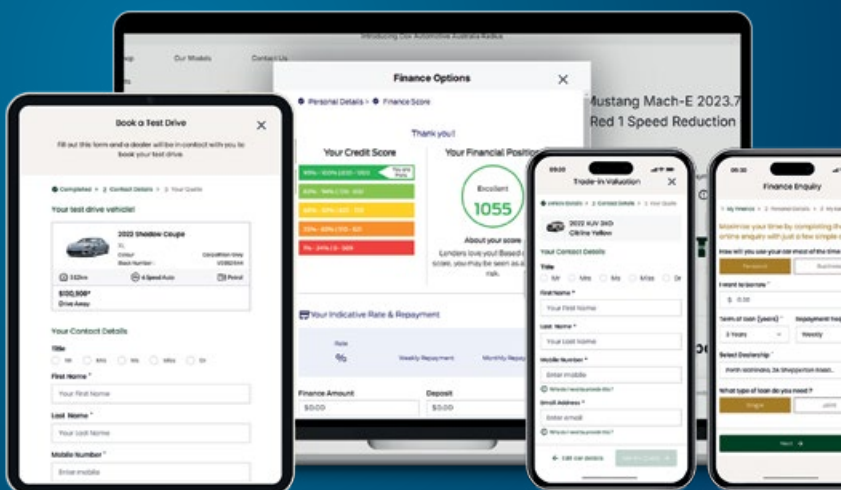
NEW AUTOMOTIVE WEBSITES

Seamless. Engaging. **Connected.**

Introducing Radius, our new and improved website platform, set apart by the unparalleled advantages of our connected tools and conversion focused approach. Radius is here to help you sell cars.

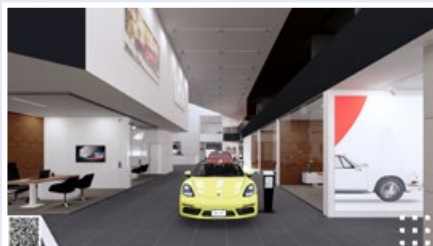
- ✓ Connected lead generation tools such as Trade-in Valuation, Finance Enquiry, Finance Score and Book a Test Drive
- ✓ Seamless lead management with LeadDriver integration
- ✓ Powered with AI functionalities and personalisation features

UNLOCK MASTERCLASS



Radius
COX AUTOMOTIVE

PENSKE AUTOMOTIVE TO ACQUIRE PORSCHE CENTRE MELBOURNE



Subject to closing conditions, Penske Automotive Australia will take over Porsche Centre Melbourne's operations in Collingwood on December 2, 2024.

It will be Penske's third Porsche Centre acquisition in Melbourne, Victoria.

Penske previously acquired Porsche Centre Brighton and Porsche Centre Doncaster in June 2024. It now owns 24 Porsche Centres across the globe.

Penske Automotive Australia shares Porsche's vision of new retail formats in Melbourne, providing a seamless customer experience and continuing Porsche's 70-year local history.

"Melbourne has always been a cornerstone for Porsche in Australia, and our collaboration with Penske Automotive Australia ensures that this vibrant history is preserved and enriched," Porsche Cars Australia managing director **Daniel Schmollinger** says.

"We aim to offer our customers a journey that reflects Porsche's heritage of excellence and commitment to innovation."

Porsche Cars Australia and Penske Automotive Australia will set a new standard for automotive excellence, reinforcing Porsche's leadership in the luxury segment.

As part of the partnership, all three Porsche dealerships in Melbourne will adopt a joint approach to further elevating Porsche customers' experiences. This includes exploring new formats and locations for a more personalised and innovative customer journey.

The collaboration will offer fresh engagement opportunities to enrich the Melbourne Porsche community, reflecting both brands' forward-thinking spirit.

"This partnership embodies our commitment to delivering extraordinary

experiences for our customers. By aligning with Penske Automotive Australia, we are confident we can set new benchmarks for excellence in the Australian market," Schmollinger says.

"We are thrilled to extend our relationship with Porsche in Melbourne and are committed to providing exceptional service and innovative retail experiences that exceed our customers' expectations," Penske Automotive Group International chief operating officer **Randall Seymore** says.

Porsche Cars Australia and Penske will focus on creating world-class dealership environments enhanced by a digital ecosystem. This will integrate physical and online touchpoints to ensure a streamlined customer experience. The digital approach will offer customers more convenience, personalisation and interaction, reinforcing Porsche's commitment to innovation.

The partnership will inspire new levels of creativity by tapping into the global Porsche Penske community, sharing best practices, and leveraging international expertise to benefit local customers.

Melbourne Porsche owners, prospects and fans will now be part of a broadened global community connected to the world of Porsche and Penske's celebrated motorsport heritage.

"We are incredibly excited to jointly build the dream of Porsche ownership in Australia for our loyal customers, offering them a journey that aligns with the prestige and performance of the Porsche brand," Seymore says.



TOYOTA AUSTRALIA LAUNCHES ALL-NEW CUSTOMER PORTAL

Toyota Australia has launched its new online customer portal, Toyota Go, with a promotional prize draw of four \$1,000 gift cards to redeem for vehicle servicing, accessories, or branded merchandise.

Since September, Toyota says 30,000 people have joined Toyota Go.

The portal allows customers to register and receive various rewards and discounts on everything from fuel to movie tickets, along with safe, secure access to view their Toyota vehicle and personal ownership information.

Toyota Australia's chief marketing officer, **Vin Naidoo**, said the new customer portal would reward owners for their loyalty to Toyota and manage essential aspects of their vehicle ownership.

"We know our customers are often time-poor and may miss important communications from us or their Toyota dealer, so the new Toyota Go customer portal will enable them to have direct secure access to everything they need to know at times that work for them", Naidoo said.

"It's all about improving the experience for customers, not

continue to page 10...



TOYOTA GO CUSTOMERS RECEIVE DISCOUNTED FUEL AT AMPOL

TOYOTA PARTNERS WITH TEACH FOR AUSTRALIA



FROM LEFT TO RIGHT: JESSICA ROWE AND SAM BUCKLEY, TEACHER LOUISE HOBBS, MAISY BATSON AND WILL HAUSLER

Toyota Community Trust has partnered with Teach For Australia to provide \$1 million in funding over the next three years to support its programs for developing teachers and empowering the next generation of innovators.

The Toyota Community Trust Fund promotes science, technology, engineering, and math (STEM) education.

It announced the partnership on World Teachers Day, October 25.

This funding will support 119 STEM-specialist educators completing the program and will reach and teach 10,200 students nationwide.

Teach For Australia's founder and chief executive, **Melodie Potts Rosevear OAM**,

thanked Toyota Community Trust for its support and said it would help the organisation train high-quality STEM teachers. There is a critical nationwide shortage, particularly in regional and remote schools.

"Their support enables us to deploy more STEM teachers who can breathe life into their subjects, making a tangible difference for their students," Potts Rosevear says

Agriculture and Business Management Teacher **Louise Hobbs** at Goroke P-12 College (VIC) knows the difficulties many students face in remote communities.

"Having grown up in Victoria's Wimmera Region, I had to move to a different school to complete my VCE and pursue my dream of studying at

Monash University," Hobbs said.

"When I graduated, I decided to give back to my community by teaching in a country school, where I aim to make STEM 'come alive' for my students."

Hobbs believes it's critical to innovate in her teaching practice to help bridge inequity gaps for her students. Her commitment to providing as many opportunities as possible ensures students feel capable of anything.

"It shows them that they are receiving a fantastic education here in country schools and gives them a real confidence boost," Hobbs says.

Teach For Australia was founded in 2009 to further its belief that every child deserves more excellent choices for the future.

Since then, it has recruited, developed, and empowered more than 1600 teachers who work in hundreds of schools and provide learning opportunities for more than 650,000 children in communities experiencing disadvantage.

Toyota Community Trust Chair **Mike Rausa** said Toyota was proud to support Teach For Australia and was committed to making quality education accessible to all.



RENOWNED BRISBANE DEALERS TAKE ON LEAPMOTOR

Leapmotor International has appointed the Ignition Car Centre in Brisbane (MM Brisbane Holdings Pty Ltd) as its sole dealership for the area.

The Ignition Car Centre is owned and operated by Martin Roller, Marvin Burke, and Anthony Alafaci, renowned Brisbane car dealers.

The Stafford-based dealership operates the Brisbane agency for Ineos Grenadier and has a strong used prestige car business.

Over the past months, Roller, Burke, and Alafaci reviewed the range of new Chinese brands in Australia. After due diligence, they decided that Leapmotor presents the best potential for success for their business.

Roller says Leapmotor is focused on

the larger SUV segments, which are very strong in South East Queensland. The brand is also developing high-quality battery electric and range-extender vehicles.

He says the Leapmotor International joint venture with Stellantis provides a solid local support infrastructure for sales, service, parts and systems and sharp pricing to allow market competitiveness.

Roller and Burke previously owned and ran LMM Brisbane Holdings along with trucking magnate Lindsay Fox.

LMM sold and serviced prestige brands such as BMW, Ferrari, Mini, Volvo, Lamborghini, Fiat, and Alfa Romeo. In 2019, it was sold to Sime Darby Motors.

Roller and Burke focused on their property portfolios and operated a

caravan business while observing a non-compete period.

Alafaci then joined Roller and Burke as they returned to the new vehicle sales market to take on the Ineos Grenadier, a 4x4 designed and built by UK billionaire Sir James Ratcliffe.

They say that in 1.5 years, the Ignition Car Centre has become the leading agent for Ineos Grenadier in Australia.

Whilst Leapmotor produces several vehicles for the Chinese domestic and international markets, Australia will launch the mid-sized Leapmotor SUV, the C10, in November.

This model will be available in two specification levels, launching at \$45,888 plus on-roads in November.



... continued from page 09

to mention allowing them to take advantage of regular discounts and special offers with a variety of our partners," he said.

In addition to the opportunity to win a \$1,000 gift card, owners who register on the Toyota Go portal will be rewarded with:

- A four cents per litre discount on fuel at all Ampol service stations
- A \$50 KINTO voucher to use on Toyota's carshare service
- Discounts on selected items at JB

HiFi

- Discounted tickets for selected movies
- A ten per cent discount on any Toyota Merchandise

To register, customers visit toyota.com.au/membership and input their personal and vehicle details to receive a secure login. If they are already My Toyota Connect App members, they do not need to register; they can use the same credentials to access the portal.

Customers can then access information

on their vehicle servicing requirements, book a service at a time that works for them, or check their service history.

They can also consult the latest vehicle manuals for information about recalls or service campaigns.

Toyota will explore further opportunities with its partners, including Kayo, Cricket Australia, and the AFL, and add more discounts and rewards.



VOLKSWAGEN GROUP AUSTRALIA ANNOUNCES NEW MANAGEMENT APPOINTMENTS



VOLKSWAGEN GROUP AUSTRALIA HEADQUARTERS CHULLORA, NSW



KARSTEN SEIFERT
VOLKSWAGEN GROUP AUSTRALIA MANAGING DIRECTOR

Volkswagen Group Australia (VGA) managing director Karsten Seifert has announced new appointments in senior management at the European importer.

There are new directors for Volkswagen Passenger Vehicles, Skoda and Finance/IT.

"These three new appointees arrive as VGA undergoes transformation, and our whole team implements an aligned strategy for our five brands, one that is integrated into the global approach," Seifert says.

"That means improvements in cooperation, mobility services and the cars our customers drive on the road."

"VGA's overall BEV choices will more than double, while almost every model range is being updated either with a new generation or by significant mid-life upgrades. We have developed a common strategic plan to increase the presence of all VGA brands in this market."

The new senior leadership team members are **PierGiorgio Minto**, **Lucie Kuhn** and **Michael Raethe**.

"They have more than 60 years of combined experience within the Volkswagen Group with strong market knowledge and great connections with their headquarters to implement our long-term ambitions in Australia," Seifert says.

Minto will start as Director of Volkswagen Passenger Vehicles in December at VGA's national

headquarters in Sydney's Zetland. He has worked for Volkswagen for two decades in Germany, Japan, South America, and his native Italy.

Minto replaces **Michal Szaniecki**, whose three-year contract has reached completion.

"Michal has been an inspirational leader," Seifert says. "He has been a key factor in the brand's post-COVID recovery, bringing it to the verge of electrification. He has inspired great loyalty and affection from all fortunate to work with him. He will pursue his career elsewhere within the Group while maintaining close connections to us."

Kuhn will begin as Skoda's director early in 2025. He will succeed **Michael Irmer**, who started in his new VGA Director of group aftersales post on October 1. Skoda Australia's long-serving **Kieran Merrigan** is currently the brand's Acting Director.

Kuhn joined VGA from Skoda Auto in the Czech Republic, where she was Regional Manager for Southern Europe, including France, Italy, and Spain. She has 20 years of experience with the Volkswagen Group, 12 of which were with Skoda.

"VGA thanks Michael Irmer for his long-term direction of the Skoda brand and Kieran Merrigan, who continues to support the team and its partners," Seifert says.

"Lucie has been a vital factor in Skoda's exceptional performance in

Europe, where it has risen to the fourth best-selling brand this year. She will continue that performance here with her insights and experience."

Michael Raethe has replaced Gabriele De Neidels as Director of Finance and IT following the fulfilment of her contract. He started at Zetland last month. His two decades of experience include being a brand controller at Volkswagen UK.

"Gabi was not only the CFO for five years, she was also Acting Managing Director for almost 12 months during that period," Seifert says. "She steered the company through the COVID-19 crisis and oversaw the merger of VGA with Audi Australia."

"Michael is already making his mark at VGA. His deep understanding of markets and the Group's financial workings is part of achieving our ambitions in Australia."

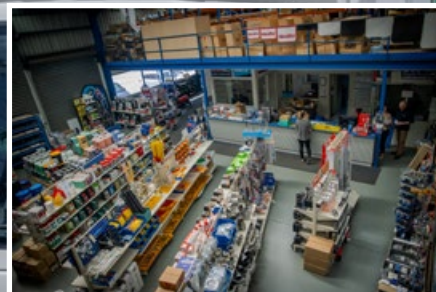
Seifert says that these significant appointments signal VGA's ambitions.

"VGA's combined BEV presence is rising from four to 14," he said. "Already, VGA has an unrivalled presence in conventional vehicles – everything from a city car to a supercar with a class-leading light commercial range."

"This is a unique market, and VGA is a unique company. Whether your vehicle of choice is re-fuelled or re-charged, we have all personal mobility and fleet solutions covered."

TRANSALL MOTORS' MITCHELL DALY (SERVICE MANAGER),
RAY DALY (OWNER) & BOBBY DALY (OPERATIONS MANAGER)

TRANSALL
MOTORS



TRANSALL MOTORS APPOINTED ISUZU TRUCKS AUTHORISED SERVICE AND PARTS OUTLET

Isuzu Trucks has bolstered its Authorised Service and Parts Outlets (ASPOs) network, expanding its footprint to 81 locations nationwide.

One of Isuzu's new ASPOs is **Transall Motors** in Morwell. This experienced heavy vehicle workshop offers complete Isuzu parts and services.

Established in 1983, Transall Motors is owned and operated by the Daly family, with a history of supporting truck owners in the region. It has been part of the Isuzu Dealer network for the past 12 months.

"Being well-established, we can work with both Isuzu and the Gippsland Truck Centre to offer our customers exceptional service and parts sales," Transall Motors operations manager **Bobby Daly** says.

"We understand the diverse range of applications that people use their trucks for in the region, so this ensures that we have all bases covered.

"The ongoing support that Isuzu provides in terms of training and information on the product is second to none—so whether it's a service or

they're needing genuine replacement parts or a run through a warranty enquiry, our customers can feel confident they're going to get the best from us," he says.

The ASPO expansion comes from a string of record sales years for Isuzu Trucks, including 2013 figures of 13,658 deliveries and an estimated total truck park just shy of 100,000 Isuzu units in operation under 10 years old.

Beyond on-the-floor sales figures, Isuzu has recorded an uptick in customer demand for aftersales products and services, such as in-dealership and ASPO servicing, genuine parts and accessories sales and an increase in the uptake of scheduled service agreement packages.

This is driven by several factors, including Chain-of-Responsibility Laws (CoR) that require heavy vehicles to be maintained and operated compliant. This correlates with Isuzu's latest Future of Trucking: The Way Forward Report, which records that 70% of Australian heavy vehicle operators have implemented or are developing CoR

policies.

Nathan Ton, head of Network Development for Isuzu Australia Limited (IAL), says that bringing more ASPOs under the Isuzu Trucks banner ensured customers would continue to receive the full benefit of the brand's support offering.

"Isuzu has an outstanding network of dealers, which has benefitted our customers for more than 50 years," Ton says.

"Due to the broad range of industries and customers that we support, combined with sustained growth over a long period for Isuzu Trucks product, we have stepped up efforts to bring new ASPOs in critical locations into our system.

"Within the strategy, we consider feedback and input from existing Isuzu dealers, who want to ensure their customers are well-supported throughout their truck ownership journeys," he says.

Selecting an ASPO partner is a considered process. Isuzu selects outlets with a reputation

continue to page 13...

LEAPMOTOR AUSTRALIA CONFIRMS INITIAL NATIONAL DEALER NETWORK



Leapmotor Australia has announced its initial dealer network, serving customers in Melbourne, Sydney, Brisbane, Adelaide, Perth, and Canberra.

Unsurprisingly, the network leverages the experience of Jeep, Alfa Romeo, and Fiat dealers, ensuring access to Leapmotor's products and services and providing customer support and convenience.

The launch of the dealer network reinforces Leapmotor and Stellantis' joint mission to accelerate the adoption of electric vehicles and create a more sustainable future.

Each Leapmotor dealership will have certified technicians specialising in the company's electric vehicle technology. This will ensure that customers receive expert maintenance and repair services,

maximising their vehicles' performance and longevity.

With a presence in major metropolitan areas, Leapmotor's dealer network will be a one-stop destination for sales, service, and support for the Leapmotor electric C10 SUV and future models.

The initial network of Leapmotor dealerships are as follows:

- Adelaide City Leapmotor
- McCarroll's Artarmon Leapmotor
- Barbagallo Leapmotor
- Brighton Leapmotor
- Brisbane Leapmotor
- Gold Coast Leapmotor
- Gulson Canberra Leapmotor
- Nunawading Leapmotor
- Parramatta Leapmotor

Leapmotor Australia plans to expand

its network in 2025 to support more models expected to arrive next year.

Customers can visit any Leapmotor dealership and test drive its new C10, a mid-size SUV, starting mid-November.

Intenders registering their interest at leapmotor.com/au by November 30, 2024, can win a month-long Leapmotor C10.

All Leapmotor C10s ordered and delivered before March 31, 2025, receive one year of free charging via the Chargefox network.

The Leapmotor C10, with Introductory Offer Pricing starting at \$47,500 MSRP (Style) and \$51,500 MSRP (Design) drive away, comes with a 7-year, 160,000km vehicle warranty and an 8-year, 160,000km high-voltage battery warranty.

... continued from page 12

for excellence in service and workmanship and then offers all Isuzu Trucks dealerships the same resources.

"An Isuzu ASPO is the same as an Isuzu dealership workshop from our point of view—there's a very high standard to be maintained in terms of service and

staff training," Ton says.

"From the outside view, ASPOs carry the Isuzu pylon and other signage to identify them as part of the Isuzu network.

"All up, this assures customers that their asset is in expert hands," he says.

Isuzu offers up to six years in warranty on new trucks (model dependent) and three years on parts and service when conducted through an Isuzu dealer or ASPO.

MOTORS & MASTERPIECES BRINGS CLASSICS TO MELBOURNE

An array of cars covering 120 years of motoring will assemble at the inaugural Motors & Masterpieces festival, held at the Melbourne Showgrounds from November 22–24, 2024.

The festival will include cars and motorcycles displayed along ten key theme lines, from vintage classics to modern supercars.

The showcase will include unique displays focusing on the 'Wheels of the Silver Screen', 110 years of Maserati, and a Rolls Royce and Bentley feature.

From modern marvels such as the Singer DLS, McLaren Speedtail and Ferrari Enzo, the selection on show extends to a mint condition 100-year-old Rolls Royce 20HP with nearly 1,000,000km on the clock to an original Ferrari 308 used in the Magnum PI television series and beyond.

"We have assembled the Motors & Masterpieces celebration of automotive excellence, with over 200 carefully selected machines set for the festival," said Mark Jansen, Chief Curator of Motors & Masterpieces.

"We have placed a concerted effort into the format for this event, providing an

opportunity for automotive lovers from all walks of life to appreciate some of the finest vehicles to gather on these shores," he says.

Leading off the ten event classes, Swinging London covers the best British motoring. It features a dozen marques,

continue to page 15...





... continued from page 14

from AC to Sunbeam, and models ranging from the Jaguar E Type to the Mini Cooper.

La Dolce Vita, meanwhile, will represent half a dozen of Italy's best makes, including a sensational array of Ferrari and Lamborghini's finest, from the Testarossa to the Countach, Diablo and beyond.

Continental Classics will feature brilliant examples from Germany and France. It will focus on the best Porsche and Mercedes Benz, supported by BMW, Renault, and Messerschmitt.

Big American iron stars in California Dreaming, with entered vehicles covering Detroit's hero cars, including a range of Ford Mustangs and Chevrolet Corvettes.

In Great Southern Land, Australian classics, such as rare examples from Holden and Chrysler, will be joined by oddities such as the Goggomobile Dart.

For lovers of the Japanese Domestic Market, the Tokyo Lights category will feature shining examples from Honda,

Nissan, Toyota, Datsun, Prince, and Mazda.

The Golden Age will celebrate the foundation days of motoring. Featured vehicles include a 1910 Willys Overlander Model 40 and other automotive pioneers.

High Society covers the next step in the evolution of the automobile, with stunning pre-1950 examples from marques such as Singer, MG, Plymouth, Bentley, Delage, and more.

The modern supercar is at the forefront in Monaco Glitz, with a selection of premium models from Ferrari, Lamborghini, Maserati, McLaren, Porsche, and more.

Chequered Flag rounds out the classes by bringing together a range of competition-bred machinery, from modern GT racers to a classic Brabham open-wheeler.

A range of specials will also be on show alongside a selection of barn find and preservation samples.

For two-wheeled enthusiasts, the

event will feature machines dating back to 1904 and cover the entire motorcycle world.

Car clubs will also be prominent at the event, with displays from various marques and interest groups.

The event will showcase the flair of the Australian automotive community's best creative talent by collaborating with Lennox St. Gallery for the Art and Photography Competition. The two categories will offer \$10,000 in prize money.

Also, the event will feature a series of panel discussions encompassing a range of topics pertinent to the classic car and motorcycle movement.

The Motors & Masterpieces Charity Auction will partner with Donington Auctions to raise funds for the event's charity partner, Challenge, which supports children and families with cancer.



MTAQ AND AVERY DENNISON CREATE PATHWAYS FOR NEW AUTOMOTIVE TALENT

In response to staff shortages within the automotive sector, the Motor Trades

Association of Queensland (MTA Queensland) recently collaborated with Avery Dennison to host an introductory training program for vehicle wrapping.

Avery Dennison's Training and Innovation Centre program in Berrinba welcomed seven participants for five days of hands-on training and interactive learning.

Guided by expert trainers **Vaughan Philip** and **Todd Hapgood**, the students explored various topics – from preparing vehicles to installing wrapping panels. They also worked directly with printers, gaining valuable insights into loading, printing, and laminating fleet graphics.

The program culminated in an Industry

Open Day, where participants had the chance to connect with various suppliers and industry stakeholders. This networking event facilitated discussions about work experience and potential job placements, showcasing exciting career opportunities in the sector.

Avery Dennison Technical Services Manager **Vaugh Philip** says watching the participants engage and develop their skills throughout the program was gratifying.

"We believe empowering the next generation of automotive professionals is crucial, and we're proud to play a role in their journey," he says.

Through the Opening Doors to the Automotive Industry program, MTA Queensland aims to create accessible pathways for individuals interested

in pursuing careers in the automotive sector.

This initiative is designed to attract diverse talent, including those from non-traditional backgrounds, ensuring a robust and skilled workforce for the future.

"Initiatives like this are vital for attracting new talent to the industry. MTA Queensland is proud to partner with Avery Dennison to make this possible," says **Brad Flanagan**, MTA Queensland's Director of Industry Initiatives.

"We believe that investing in training and development is essential for addressing the current workforce challenges and creating a sustainable pipeline of skilled professionals," he says.

continue to page 17...

MTAQ CONGRATULATES LNP ON STATE ELECTION VICTORY

MTA Queensland congratulates **David Crisafulli** and the Liberal National Party (LNP) on their 2024 Queensland State Election victory.

As the body representing the state's automotive industry, MTA Queensland welcomes collaborating with the new government to strengthen the automotive sector and promote a sustainable future.

A strong partnership between industry and government will be crucial in addressing the challenges and

opportunities ahead, mainly as the state works toward a net-zero future.

"We look forward to working closely with the Premier and his team to advance initiatives that will benefit the automotive industry and Queenslanders alike. Our state election blueprint outlines vital areas for collaboration, including workforce development, sustainable practices, and enhancing future industry competitiveness," said MTA Queensland chief executive **Rod Camm**.

The MTA Queensland state election blueprint highlighted key priorities and actionable

strategies designed to drive growth in the automotive sector. It emphasises the need for

investment in skills training, infrastructure improvements, and regulatory reforms to combat unscrupulous operators in the industry.

DEEPAL ANNOUNCES INITIAL RETAIL LOCATIONS IN SYDNEY AND MELBOURNE

The Deepal electric vehicle brand has announced opening its first four dealerships in Australia. The two retail stores in Sydney and Melbourne will officially open on November 11.

Deepal Australia plans to expand its official retailer network into Queensland, South Australia and Western Australia in the first quarter of 2025.

The retail spaces will invite customers to experience the Deepal brand and its products in strategically placed dealerships nationwide.

The first four official locations will be:

- Deepal Parramatta | 60–64 Church St, Parramatta NSW 2150
- Deepal North Shore | 24 Herbert Street, Artarmon NSW 2064
- Deepal Melbourne City | 406 Victoria Street, North Melbourne VIC 3051
- Deepal Doncaster | 560 Doncaster Rd, Doncaster, VIC 3108

Deepal Australia's general manager, **Cormac Cafolla**, says the business plans to expand the brand's physical

footprint throughout additional cities.

"Following our first public engagement event at the Sydney International EV show, these initial retail locations will provide the perfect opportunity for enthusiasts and those looking for their first EV to engage with and learn about the Deepal S07," he says.

Every Deepal Australia retailer will offer a customer-centric premium experience tailored to each person's preferences, whether they visit in person, enquire online, or combine the two.

All dealerships will allow customers to experience the brand and gain information about its products in locations that underscore the company's unique design aesthetic and ethos.

The Deepal S07's manufacturer's list price (MLP) is \$53,990. Orders are now open, and customer deliveries and test drives will commence in early December.

Customers who purchase and receive a Deepal S07 before January 31, 2025, will receive 12 months of complimentary unlimited charging on the national EVIE network.

The Deepal S07 is offered in a single variant. Its single electric motor on the rear axle develops 160kW of power and 320Nm of torque. An 80kWh battery pack powers it and delivers a WLTP driving range of up to 475km.

The Deepal S07 provides a full suite of passive and active safety features, including driver assistance technologies, which help ensure a smooth and secure driving experience. In contrast, regenerative braking helps conserve energy and preserve the range.

The S07's interior features a futuristic, inviting wrap-around console. High-quality, soft-touch materials and premium heated and ventilated synthetic leather seats create a sense of refined luxury.

It offers segmented audio with Sony speakers positioned strategically within the driver seat headrest. When enabled, the segmented audio allows for focusing on certain audio elements, such as navigation directions or phone calls to the driver's seat.

... continued from page 16

MTA Queensland and Avery Dennison are paving the way for aspiring automotive professionals, equipping them with the tools and connections

necessary to thrive in an evolving industry.

The Opening Doors to the Automotive Industry program is funded through

the Workforce Connect Fund, powered by the Queensland Government's Good People. Good jobs: Queensland Workforce Strategy 2022–2032.



AUSTRALIAN DEVELOPED ISUZU D-MAX BLADE AVAILABLE IN DEALERSHIPS

As a result of over three years of conception and prototyping behind closed doors, **Isuzu Ute Australia (IUA)** has launched the Isuzu D-Max Blade.

From November 1, 2024, the new flagship of the D-Max range will be available to order from local Isuzu Ute dealers. The introductory price is \$76,990 drive-away.

Engineered and tested locally through a 100,000km durability testing program in Melbourne and Outback Australia, IUA says the D-Max Blade delivers off-road performance and rugged reliability, with local ride and handling tuning to suit local conditions.

All whilst maintaining a 3.5-tonne braked towing capacity, an 896kg payload capacity, and proven performance, efficiency and dependability from Isuzu's 40kW/450Nm 3.0-litre turbo-diesel engine.

To bring the D-Max Blade from concept to reality, IUA turned to **Walkinshaw Automotive Group (WAG)** to capitalise on their 40 years of local automotive manufacturing experience.

Partnering with Walkinshaw provided advantages with local tuning and development and afforded evaluation and benchmarking opportunities.

While each Blade component and

change point was subjected to simulations, dynamic rig tests, and real-world evaluation regimes, it was also validated against baseline vehicles. A dozen prototypes were developed and tested, including 22MY, 23MY, and 24MY pilot vehicles.

"It was an ever-evolving circle of conceptualising, prototyping, validating, developing countermeasures, and testing again," **WAG chief engineer Trevor Barallon** says.

"With second-stage manufacturing projects like this, we have a proven framework to ensure we meet the client's brief. Isuzu developed a strong core vehicle to work with, making our job less challenging with minimal countermeasures required."

"The new Rough Terrain Mode off-road traction control introduced in the 24MY facelift works well, and we've spent considerable time testing the new components to work in harmony with all existing features, including Isuzu's camera-based suite of Advanced Driver Assistance Systems."

"It is quite the honour to be involved with such a project—our team of 60 in-house engineers in Melbourne was entrusted by Isuzu to perfect the Blade, developing it into something truly competitive and capable. We've had engineers with 35 years of experience

leading the development of this program, and the ride and handling improvements speak for themselves," he says.

Blade prototypes were subjected to a 100,000 km testing programme, which included dynamic rig rough track tests that simulated local road surfaces, rough tracks, and the torturous Gibb River Road in Kimberley, Western Australia.

SERVICE PLUS

The D-Max Blade is supported by a national network of over 160 Isuzu Ute dealer sites, as well as IUA's updated Service Plus customer care program, which includes a five-year Flat Price Servicing program at \$449 per year/15,000km intervals, a six-year/150,000km warranty, and up to seven-years of roadside assistance.

PRICING, PAINT, AND AVAILABILITY

The D-Max Blade is available to order from Isuzu Ute Australia dealers from November 1, 2024. Its special introductory price, including premium paint, is \$76,990 drive away.

Befitting the new range flagship, the D-Max Blade is exclusively available in four premium paint finishes at no cost: Moonstone White pearl, Basalt Black mica, Granite Grey mica, and Sunstone Orange mica.





LAMBORGHINI URUS SE MAKES OCEANIA DEBUT IN SYDNEY

Automobili Lamborghini hosted more than 250 guests to the Oceania debut of the Lamborghini Urus SE plug-in hybrid electric vehicle (PHEV) at Cockatoo Island in Sydney.

According to the manufacturer, the Urus SE features a new design, optimised aerodynamics, onboard technology, and a 588kW hybrid powertrain. It builds on the Urus S regarding comfort, performance, efficiency, emissions, and driving pleasure.

Automobili Lamborghini Asia Pacific region director Francesco Scardaoni says the Urus is now firmly established as the brand's best-selling vehicle globally, and he is confident the Urus SE will continue that success in Oceania.

"I am pleased to present the most potent version of Lamborghini's Super SUV in Australia," Scardaoni says.

The twin-turbo 4.0 V8 engine has been re-engineered to work optimally with the electric powertrain. It develops 456kW of power and 800 Nm of torque; combined with an electric powertrain delivering 141 kW and 483 Nm of torque.

The main focus has been on the calibration strategy between ICE and e-motor, reaching a total output of 588kW to ensure an optimal power curve in every driving mode and on every surface. A 25.9-kWh lithium-ion battery and the electronically-controlled rear differential are below the load floor.

The permanent-magnet synchronous electric motor inside the 8-speed automatic transmission can boost the V8 combustion engine and a traction element, making the Urus SE a 100% electric 4WD vehicle capable of travelling more than 60 km in EV mode. The Urus SE sprints from 0 to 100 km/h

in 3.4 seconds (Urus S: 3.5) and from 0 to 200 km/h in 11.2 seconds (Urus S: 12.5), reaching a top speed of 312 km/h (Urus S: 305 km/h).

DESIGN AND AERODYNAMICS

Lamborghini updated the lines of the Urus SE to optimise aerodynamic efficiency.

The front section features a new hood with a floating design, where the absence of the cut-off line gives a sense of continuity and amplifies the athletic style of the Urus SE, recalling certain new styling concepts introduced by the Revuelto. Other new elements include the headlight clusters that feature matrix LED technology, introducing a brand-new light signature inspired by the tail of the Lamborghini brand's bull, along with a redesigned bumper and front grill.

At the rear, the cargo compartment hatch has been completely redesigned, introducing a Gallardo-inspired continuity that harmonises the lines by connecting the taillight clusters with "Y" lights and the new rear diffuser, which gives the vehicle even sportier proportions. Together with the latest spoiler, the diffuser increases rear downforce by 35% at high speeds compared to the Urus S, further enhancing the vehicle's stability. New under-body air vents and revamped air ducts also improve Aerodynamic efficiency, channelling more airflow to cool the mechanical and engine components—a 15% increase over the original Urus. The new front section design has also improved the management of airflows dedicated to the braking system, with a 30% improvement in air cooling over the previous system.

INTERIORS

The cabin has been updated to highlight Lamborghini's "feel like

a pilot" design DNA, featuring new solutions throughout the front section of the dashboard and accentuating the lightweight feeling already introduced on the Revuelto.

A larger screen – now 12.3 inches – installed in the dashboard's centre features a new version of the Human Machine Interface (HMI), consistent with the Revuelto. The Lamborghini designers also focused on the air vents, the anodised aluminium trim elements with the Y shape, and the new panel, seat, and dashboard coverings. The mechanical pushbutton panel gives a more tactile feel.

The driver can use the 12.3-inch digital instrument cluster and the aforementioned 12.3-inch touchscreen display integrated into the dashboard's centre and the heart of the Lamborghini Infotainment System (LIS).

CUSTOMISATION

The Urus SE offers a range of customisation options. The alloy wheels are updated with the introduction of 23" Galanthus rims paired as standard with new Pirelli P Zero tyres. There are three dedicated P Zeros, from 21" to 23", to meet customers' different requirements for comfort and sportiness.

More than 100 colour options are available, including two new colours offered at launch: Arancio Egon (orange), in combination with an interior in Arancio Apodis (orange), and Bianco Sapphirus (white) with interior in Terra Kedros (terracotta).

The interior options include 47 colour combinations and four types of embroidery (Q-cultural stitching), with the additional potential offered via the Ad Personam program enabling owners to make their Urus SE a true one-of-a-kind.



AUSTRALIA PASSES ONE MILLION NEW VEHICLE SALES IN OCTOBER 2024

Australia recorded 98,375 new vehicle sales in October 2024, surpassing one million for the year.

However, it also showed that growth has eased in the last quarter.

The October result is 7.9% down from last year's month and continues the market's easing during the second half of 2024. However, it is the second-best October result yet, bringing the year-to-date sales total to 1,025,621.

"While not at the record levels 2023, the October result is solid," Federal Chamber of Automotive Industries (FCAI) chief executive Tony Weber says.

"However, we remain concerned about the continuing performance of the private buyer's segment, which was down 14.2% this month following a reduction of 17.2% in September. This does indicate that economic pressures are a concern for families across the country," he says.

Weber says that the share of new sales for battery electric vehicles has remained subdued despite the increase in new brands and the substantial tax benefits available to some purchasers through the FBT concession.

"Many of these new EV sales are in the highly competitive medium passenger segment, which already records almost fifty per cent of sales being electric, but the segment accounting for just over four per cent of total sales.

"Conversely, we are now witnessing

the introduction of new plug-in hybrid models in the SUV and light commercial segments, previously dominated by petrol and diesel models. This is significant given Australia's overwhelming popularity of SUVs and light commercial vehicles.

"This activity across segments and models highlights the competitiveness of our market and the increasing choice available to consumers across vehicle and fuel types. It will be interesting to see how this translates to increased sales momentum in the run-up to the end-of-year result in December," he says.

Toyota was the market leader, with 18,471 sales in October, followed by Ford (8581), Mazda (7656), Hyundai (7086), and Kia (6602).

The Toyota RAV4 was Australia's top-selling vehicle, with 4841 sales, followed by the Ford Ranger (4757), Toyota Hilux (4523), Ford Everest (2668), and Isuzu Ute D-Max (2295).

Sales in the Australian Capital Territory were down 16.4% to 1298 in October 2023; New South Wales was down 12.1% to 29,014; the Northern Territory was up 15.3% to 853; Queensland decreased by 1.7% to 21,557; South Australia also reduced by 7.1% to 6205; Tasmania decreased by 20.1% to 1594; Victoria decreased 14.4% to 26,317, and Western Australia increased by 13.5% to 11,537.

TOP 10 BRANDS



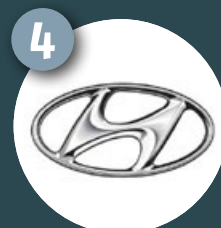
TOYOTA | 18,471



FORD | 8581



MAZDA | 7656



HYUNDAI | 7086



KIA | 6602

4X4
UTES

1

Ford
Ranger
4469

2

Toyota
Hilux
3698

3

Isuzu Ute
D-Max
1884

4

Mitsubishi
Triton
1262

5

Toyota
LC-70
1098

6

Mazda
BT-50
989

7

Volkswagen
Amarok
626

8

Nissan
Navara
620

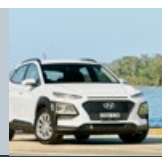
9

GWM
Ute
586

10

LDV
T60
530SMALL SUV
(<\$45k)

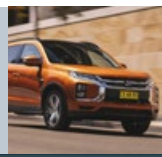
1

Hyundai
Kona
1800

2

MG
ZS
1761

3

Mitsubishi
ASX
1045

4

Mazda
CX30
1022

5

Subaru
Crosstrek
1007

6

GWM Haval
Jolion
967

7

Mitsubishi
Eclipse Cross
629

8

Volkswagen
T Roc
588

9

Kia
Seltos
578

10

Chery
Omoda 5
529TOP 10
BRANDS

6



MITSUBISHI | 5590

7



MG | 5206

8



ISUZU UTE | 3651

9



NISSAN | 3650

10



GWM | 3350



BEVS STILL SUBDUED

The battery electric vehicle (BEV) share of new vehicles sales has remained subdued despite an increasing number of new brands entering the market and substantial tax benefits available to some purchasers through the fringe benefit tax (FBT) concession.

So says Federal Chamber of Automotive Industries (FCAI) chief executive **Tony Weber**, commenting on VFACTS figures for October 2024.

"Many of these new EV sales are in the highly competitive medium passenger segment which already records almost 50% of sales being electric but the segment accounting for just over 4% of total sales," he says.

"Conversely, we are now witnessing the introduction of new plug-in hybrid (PHEV) models in the SUV and light commercial segments which have previously been dominated by petrol and diesel models."

Weber says it will be interesting to see how sales go in the run up to the end of 2024.

Hybrids continue to do well, recording a strong showing with a total 14,176 sales – up 54.6% in October comparisons and recording 144,071 sales year-to-date (YTD) – up 83.3% on the YTD figure of 78,614 for the

same time last year.

PHEVs were up 6.4% in monthly comparisons (1760 to 2407) and down marginally (0.1%) in YTD comparisons (42,836 to 42,807).

Hybrids were the best performing in the light passenger category too, recording 4639 sales for October 2024 against 2495 and 35,280 YTD from 22,516 while electrics dropped 7.8% in monthly comparisons (2689 to 2480) but were up 23% in YTD comparisons (23,359 to 28,731).

PHEVs were unchanged in monthly comparisons (both 60) and rose 63.7% (46 to 681) in YTD comparisons in the passenger sector.

In the SUV category, electrics were down on both counts (3327 to 2320 in October comparisons and 48,260 to 37,036 in YTD comparisons).

Hybrids rose in the category's comparisons (6672 to 11,496 or 72.3% in October comparisons, 56,098 to 109,299 or 93.1% YTD).

PHEVs also did well in the SUV sector, going from 1700 to 2347 or 38.1% in month comparisons and climbing from 8395 to 17,272 or 105.7% in YTD comparisons.

In the light commercial vehicle category, hybrids went from zero to 41 in October comparisons and zero to 492

YTD.

Internal combustion engine (ICE) vehicles (petrol and diesel) continue to lose ground across most sectors.

The Electric Vehicle Council reports on Tesla and Polestar showed a slump in Tesla sales (1988 to 1464) in October comparisons and a rise in Polestar sales (78 to 130). Both brands are down in YTD comparisons – Tesla from 39,988 to 32,214 and Polestar from 1863 to 1460.

The Tesla Model Y sold 1042 units in October 2024 – up 28.64% on October 2023's 810 but a 26.90% drop in YTD comparisons (24,267 to 17,739), while the Tesla Model 3 dropped in both monthly and YTD comparisons.

The EVC says all car brands are welcome to provide their data for the free, public report on a non-exclusive basis.

"Ultimately, the EVC's aim is for data to be publicly available for all Australian new vehicle sales, and it welcomes the support of more OEMs in achieving this goal."

The EVC also urges the Federal Government to establish a public vehicle sales dashboard as a free source of data to inform policy, planning and research.