



AUSTRALIAN
AUTOMOTIVE
DEALER
ASSOCIATION

2020-21 REVISED PRE-BUDGET SUBMISSION

24 AUGUST 2020



CONTENT

Section 1: Foreword	3
Section 2: AADA Key Budgetary Recommendations	5
Section 3: The AADA	7
Section 4: Incentivise Investment	8
Section 5: Incentivise Consumers	10
Section 6: Encourage Consumer Lending	12
Section 7: Modernise Automotive Taxation	13
Luxury Car Tax (LCT)	15
Passenger Vehicle Tariffs	18
Section 8: Conclusion	19

FOREWORD

AADA is pleased to respond to the invitation from the Minister for Housing and Assistant Treasurer, the Hon. Michael Sukkar MP, to make a submission for consideration by the Government in the preparation of its 2020-21 Budget.

Since our previous Pre-Budget submission, the landscape has significantly changed for our industry and many others across the world. Australia's automotive industry entered the pandemic having experienced some 28 months of falling sales. The situation has only deteriorated since, the low point being the month of April which saw a fall in sales of almost 50 per cent. As of 31 July, new car sales are down around 20 per cent year to date and with the third quarter traditionally being characterised by weak sales and the situation in Victoria having an effect, it seems like sales volumes in 2020 will be the worst in around 20 years.

The Federal Government has provided much needed assistance to the economy during this time and the JobKeeper program has literally saved tens of thousands of jobs in dealerships. The expansion of the instant asset write-off scheme has also provided much needed support, proving an incentive for more businesses to purchase vehicles which they otherwise would not have. Without these measures dealerships all across Australia would have severely struggled and the consequences for the industry would have been catastrophic.

There are significant challenges facing car Dealers in Australia. Our market is one of the most competitive in the world and our business environment is one that is being affected by margin compression, technological change and tighter regulation. Margins have been steadily decreasing and in 2019 they averaged a mere 0.9 per cent and about a third of Dealers made no profit all. Offshore car Manufacturers to which Dealers are franchised are using their power to terminate and rationalise their networks without paying adequate compensation. General Motors withdrawal of the Holden

brand was the most striking example of this, but other Manufacturers are now flagging changes to distribution models. Even Dealers who have had commercial relations with Manufacturers for decades are being told they have no right to compensation.

Dealers have also borne the brunt of a stricter application of responsible lending laws. There is no doubt that this is the single biggest factor behind the sustained drop in new car sales over the past two and a half years. It places a significant handbrake on the industry and will make the post-pandemic recovery very difficult if the situation is not remedied.

Our customers are taxed tens of billions of dollars each year by the Federal and State Governments. While we do not object to paying our fair share of tax, we do think that our customers are being penalised unfairly through a number of inefficient and antiquated taxes, such as the Luxury Car Tax (LCT), and Vehicle Tariffs applied to cars sourced from non-FTA countries. We believe that these taxes were put in place to support a car manufacturing industry that no longer exists, and therefore should now be abolished.

Due to their high turnover, our members have largely missed out on recent company tax relief and many of the stimulus measures provided by the Federal and State Governments.

We urge you to consider the points we have made and would welcome the opportunity to elaborate on our submission. As in previous years we would also like to request an invitation to the budget lockup if one is held this year.



James Voortman
Chief Executive Officer





AADA KEY BUDGETARY RECOMMENDATIONS

1

INCENTIVISE INVESTMENT

- Extend the enhanced the Instant Asset Write-off
- Allow all businesses to access investment incentives
- Remove or restructure the Car Limit

2

INCENTIVISE CONSUMERS

- Establish a Fleet Renewal Program

3

ENCOURAGE CONSUMER LENDING

- Review Responsible Lending Laws

4

MODERNISE AUTOMOTIVE TAXATION

- Review the Automotive Taxation Regime
- Abolish or reform the Luxury Car Tax
- Abolish the Passenger Vehicle Tariff

Australia

3,135 Dealerships





55,815
Dealer Employees


4,463
Dealer Apprentices


\$14.82 million
Community Donations


\$5.10 billion
Dealer Wages


\$2.07 billion
Tax Contribution


\$12.76 billion
Total Economic Contribution

THE AADA

The Australian Automotive Dealer Association is the peak industry body exclusively representing franchised new car Dealers in Australia. There are around 1,500 new car Dealers in Australia that between them operate over 3,000 new vehicle franchises. Those dealerships range from single-site family-owned small businesses to larger multi-site businesses, including a number of public companies, operating in regional Australia and capital cities across all States and Territories. It is important to note that the listed entities account for only around 15 per cent of total new vehicle franchises. Put another way, 85 per cent of new vehicle franchises continue to be owned by individual operators or family groups. This is not an industry dominated by large multinational operators or an industry with monopoly market dynamics such as have developed in the banking and grocery sectors in Australia.

The automotive retail sector is an important contributor to the Australian economy. Our members directly employ almost 56,000 people and almost 4,500 apprentices across Australia. Indirectly the industry employs many more and extends to other industries, such as the media, software, logistics and local businesses in the communities in which dealerships are based.

The economic impact of the new vehicle retailing sector to Australia is also substantial. The industry's total turnover/sales amounts to over \$55 billion and the estimated total economic contribution is almost \$13 billion. New car Dealers also generate in excess of \$5 billion in wages and billions more in tax revenue.

The industry is a significant contributor to Australia's wealth, and ongoing wellbeing, particularly in rural and regional Australia, where new car Dealers are among the biggest employers and contributors to the local economy. All across Australia, Dealers sponsor local sporting clubs, community groups and charities.

Like many other segments of the Australian economy, new car Dealers are facing and overcoming significant challenges arising from technological change, evolving consumer expectations, and national economic pressures. More specifically, our members are under pressure from issues such as the continued government reliance on taxes and tariffs that were developed to support a motor vehicle manufacturing industry that no longer exists.

INCENTIVISE INVESTMENT

It is crucial that we encourage business investment to assist in the recovery from COVID-19 crisis. Both the instant asset write-off and the accelerated depreciation deduction are welcome, but they are likely to be most effective as the economy starts to recover from the effects of the pandemic.

The instant asset write-off has been a feature of the SME investment landscape for a number of years and the changes made in March to the threshold and eligibility criteria for businesses have assisted the economy during the pandemic. The AADA welcomed the fact that the scheme was extended beyond its initial 30 June 2020 expiry date, but given the challenges facing the economy we recommend that the \$150,000 instant asset write-off for businesses with an aggregated turnover of less than \$500 million be extended again to at least 30 June 2021.

Similarly, the accelerated depreciation deduction which allows businesses with an aggregate turnover less than \$500 million to write-down 50 per cent of the value of an eligible asset should be extended.

Both of these schemes are restricted to businesses under \$500 million in turnover and many dealerships cannot access them. While most car Dealer groups fall within this threshold there are a number of groups which exceed this threshold. Due to the nature of the product they sell, car Dealers have high turnovers but razor thin profit margins (0.9 per cent in 2019).

Many of the groups which exceed the \$500 million threshold are made up of a number of businesses which are run by individuals that have an equity stake in the dealerships and are in partnership with the larger group.

Dealers often make major investments in facilities which have flow-on effects in the communities in which they operate as they use local builders, contractors and other service providers. Furthermore, dealerships are located all over the country and these investments benefit country towns, suburban areas and cities. There is a much higher likelihood that these investments will occur if all Dealers have access to investment incentives for their own businesses.

Finally, the AADA would request consideration for the abolition of the car limit. There is currently an upper limit on the cost businesses can use to work out the depreciation for the use of some vehicles. The use of the car limit has been justified by Government as an integrity rule which is designed to limit deductions claimed on premium vehicles which have similar capabilities to other non-premium passenger vehicles. Whether or not the current car limit of \$59,136 is appropriate for premium vehicles is open for debate, with many cars at that price point hardly considered premium. However, what is not open to debate is that the car limit discriminates against cars, as no other asset has such a limit. There is no Boat limit. There is no Coffee Machine limit.

Section 4

Furthermore, it discriminates against certain businesses, such as limousine providers and tour operators for example who are more likely to require vehicles subject to the car limit. The car limit should be abolished or restructured to ensure it targets appropriate vehicles and does not discriminate against certain businesses.



INCENTIVISE CONSUMERS

The Government should develop a fleet renewal scheme that will provide a stimulus for the automotive industry and assist in making Australia's passenger vehicle fleet safer, while also reducing emissions.

Bringing down the age of Australia's fleet will have social and economic benefits. It will save lives and achieve better environmental outcomes while providing a boost for industry and making significant savings to the budget.

The Australasian New Car Assessment Program research has found that vehicles built before the year 2000 represent just 20 per cent of the fleet but are involved in nearly one-third of fatal crashes while Australian Automobile Association research has shown that lowering the average age of Australia's light vehicle fleet by one year would save up to 1,377 lives and create a \$19.7 billion benefit in trauma and emission reductions over a 20-year period.

In terms of efficiency, a 2016 Federal Government fuel efficiency RIS determined that vehicle efficiency improved by 76 per cent from 2005 to 2015. The National Transport Commission has found that the average emissions intensity of the new light vehicle fleet has reduced by 28 per cent since 2002.

Fleet renewal schemes have been successfully applied in other industrialised economies throughout the world during economic downturns. New cars are safer, cleaner and more efficient. According to the ABS Motor Vehicle Census the age of Australia's passenger vehicle fleet has been growing and in 2020 it reached double figures – it is now 10.1 years (10.6 for light commercial vehicles). This is behind other industrialised countries.

GROWING AGE of Australia's vehicle fleet.

NEW CARS ARE SAFER, CLEANER AND MORE EFFICIENT.

According to the ABS Motor Vehicle Census the age of Australia's passenger vehicle fleet has been growing and in 2020 it reached double figures – it is now 10.1 years (10.6 years for light commercial vehicles). This is behind other industrialised countries.

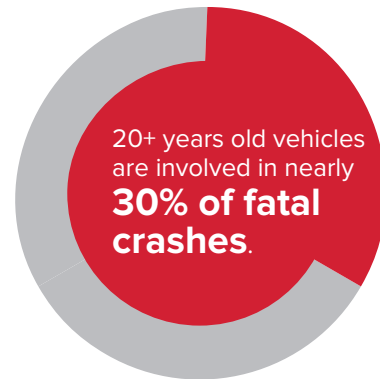
10.1 The average age of Australian passenger cars is older than in other OECD countries.



¹ Australian Bureau of Statistics (ABS) Motor Vehicle Census 2020
² Average age of motor vehicles, 2015



1 in 5 vehicles is older than 20 years.



BENEFITS OF A REDUCED FLEET AGE

SAFER

New cars often come with up-to-date safety features and the latest technology.



- Autonomous Emergency Braking (AEB)
- Lane Keeping Assistant
- Parking Pilot
- Intelligent Speed Assistance
- Traffic Sign Recognition
- Attention Assist

Lowering the average age of Australia's fleet by one year could **save 1,377 lives.**



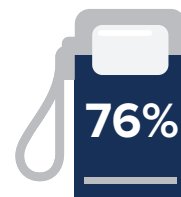
CLEANER

The **CARBON INTENSITY** for new cars sold in Australia has reduced by **28%** since 2002.



MORE EFFICIENT

New cars have fuel-efficient engines. **VEHICLE EFFICIENCY** improved by 76 % from 2005 to 2015.



ENCOURAGE CONSUMER LENDING

In recent years a stricter application of responsible lending laws has resulted in everyday car buyers finding it more difficult to get finance approval for the purchase of vehicles. To compound matters COVID-19 has led to many occupations being deemed high risk resulting in a further tightening of credit. Notes from finance companies have been issued to dealerships restricting them from assessing the JobKeeper portion of a customer's income.

The Government has acknowledged the problem for small and medium enterprises and under the Coronavirus SME Guarantee Scheme it has provided an exemption from responsible lending obligations for lenders providing credit to existing small business customers. Something needs to be done for consumers too.

This is the biggest factor behind the downturn in new car sales over the past two years and if it persists will significantly affect the industry's ability to recover. Default rates in the motor vehicle finance industry have been relatively low in Australia and the Government should explore ways of freeing up credit to appropriate consumers and review the responsible lending laws.

MODERNISE AUTOMOTIVE TAXATION

As we ask businesses to lead the recovery out of this economic downturn, it is important that we take a strong look at reforming the taxation regime which currently exists in the automotive industry.

Australia needs an urgent review of its automotive taxation regime. Each year, Australians pay tens in billions in motoring taxes and charges to governments. According to the Bureau of Infrastructure, Transport and Regional Economics in the 2017-18 financial year, more than \$31 billion in such charges were paid.

As fuel efficient vehicles are increasingly adopted and trends such as ridesharing accelerate, Australia needs to consider the way in which we tax motorists and create a system which is fit for purpose for the future.

At the federal level, a considerable part of that tax revenue has been drawn from the Luxury Car Tax (LCT) and the vehicle tariffs that are applied to new cars sourced from countries with which Australia has no Free Trade Agreement (FTA).

These taxes are outdated and have been discredited by various independent taxation reviews. The Government should abolish or restructure these taxes to provide consumers and local Dealers with some relief, particularly as the new car market has softened over the past year.

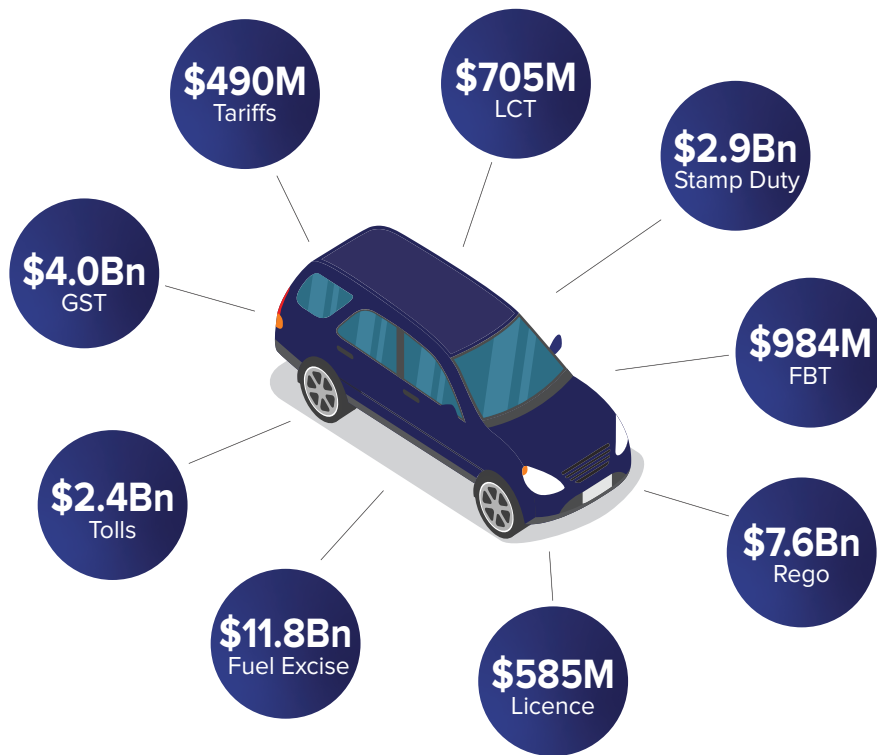
Federal taxes on new cars, such as the import tariff and the LCT highlighted above disadvantage consumers seeking to buy new cars which deliver greater safety as well as environmental and fuel efficiency benefits.

These legacy taxes were introduced in an era when Australia still manufactured passenger cars and maintaining them only disadvantages consumers and local businesses.

Domestic passenger vehicle manufacturing no longer exists, but the tax structures that were there to support it continue to make passenger vehicles in Australia more expensive than they should be. Australia needs to modernise its automotive taxation regime to encourage affordable safe, clean and efficient new cars. The Government has identified road safety, lower energy costs and emissions reduction as priorities – renewing the national fleet by selling new cars supports these priorities.

The AADA notes that technological and societal changes to our personal modes of transport, whether it be the increased uptake of fuel-efficient vehicles or autonomous vehicles in the longer term, will undercut current Commonwealth, State and Local Government taxation revenue streams. We urge the Federal Government to commence a program of consultation and design to establish a comprehensive automotive taxation regime that is fit-for-purpose for these new realities.

BILLIONS Taxed on cars in Australia.



Total Tax paid by Motorists: **\$31 Billion**

Source: BITRE, Australian Infrastructure Statistics Yearbook 2019, Table T 1.4a Selected road-related taxes and charges, Financial Year 2017-18, p. 49.

LUXURY CAR TAX (LCT):

The LCT is a poorly structured tax and acts as a barrier to the renewal of the passenger vehicle fleet at a time when technological improvements continue to make new car models safer, more energy-efficient and more environmentally friendly. The threshold for the tax currently applies to vehicles such as the Toyota Landcruiser rather than only the truly luxury vehicles for which it was intended. Furthermore, it is disappointing that the LCT applies to optional features which discourages consumer uptake of safety features due to concerns it will push their new vehicle over the threshold.

Individuals purchasing expensive vehicles are already paying more by virtue of the GST contribution they make on the final sale price. Furthermore, it is not clear why luxury new vehicles attract a tax when other luxury products such as yachts, private jets and jewellery attract no such charge.

The LCT is also a hurdle to good relations with our trading partners. In particular, the EU and the UK are disproportionately affected and have repeatedly criticised the Australian Government's application of the tax at various trade forums and negotiations.

If the total abolition of the LCT cannot be contemplated within the next budget cycle, then we propose the adoption of one or more of the following options:

Option 1: Raise the threshold to target truly luxury vehicles and stage a sunset period for LCT

As it stands, the LCT is set at a level above that of the premium models of cars that were once manufactured in Australia, such as the Holden Statesman and the Ford Fairlane. A slightly higher threshold exists for cars that claim a fuel consumption of less than seven litres per 100km. As car manufacturing no longer takes place in Australia, it is unclear why the thresholds remain at current levels, particularly when they capture vehicles such as the Toyota Landcruiser or even some variants of the Mazda CX-9 SUV.

The Government should consider escalating the threshold upon which the LCT is payable until only cars that truly meet the definition of luxurious are left in the market.

Our review of car prices and models indicates that a nominal threshold of \$100,000 would meet the above definition. Interestingly, this is the level at which the Queensland and Victorian Governments' state luxury car taxes also apply.

While the AADA is strongly opposed to the Queensland and Victorian Governments' recent introduction of a state tax on luxury cars we acknowledge that the threshold has been set at a level that more accurately reflects the luxury status of the motor vehicles at, and above, that price point.

Increasing the threshold of the LCT to target true luxury vehicles should in our view, be the prelude to the eventual abolition of the LCT. The AADA understands that forgoing the

revenue raised by the LCT is challenging, so our proposal is for a staged abolition, where the rate at which the tax is paid is progressively diminished over a period of five years until it is no longer collected. This approach would show the Government's good faith while allowing a progressive adaptation to the loss of revenue and preventing a consumer boycott to avoid the LCT until it was removed.

Adopting Option 1 would both restrict the tax to cars that are more appropriately labelled as luxury vehicles and lead to the eventual abolition of the tax in a staged and controlled fashion.

Option 2: Exempt low-emissions vehicles

Simply put the LCT has been structured in a way that discourages the purchase of fuel-efficient vehicles.

In 2008 a higher LCT threshold was introduced for fuel-efficient vehicles which consumed less than seven litres of fuel per 100km driven. The threshold was set at \$75,000 for fuel-efficient vehicles, significantly higher than the threshold of \$57,180 for all other vehicles. Both thresholds were indexed, but differing methodologies were applied which has resulted in the threshold for fuel-efficient cars increasing less than one per cent over the past decade – it is now \$75,526. The threshold for non-fuel-efficient vehicles meanwhile has gone up almost 20 per cent to \$67,525.

If the fuel-efficient cars were indexed at the same level as other vehicles, the threshold today would be over \$88,000.

This is one example of how the LCT has in effect disincentivised the uptake of fuel-efficient vehicles. Without a doubt the biggest factor constraining demand for low emission vehicles (that is those with fuel economies better than 3 litres/100 Kilometres) particularly Electric Vehicles (EVs) in Australia is the high up-front cost of purchase.

Despite the significant savings in running costs and the relief from taxation, many motorists are put off by the fact that EVs are nowhere near price parity with Internal Combustion Engine (ICE) vehicles.

Section 7

The reason for the price disparity is the high cost of the lithium-ion battery which is expected to decline over time. In the meantime, some countries have sought to bring down the cost of EVs by offering financial incentives. The question of incentives is, in essence, a philosophical one, and it distracts from the real factors distorting the price of EVs namely the Federal Government's taxes on new cars, which falls disproportionately on EVs.

Many of the EVs sold in Australia are paying a tariff due to the fact that they have been manufactured in non-FTA countries, mainly within the EU. Even more EVs are also paying the LCT as they cost more than the fuel-efficient threshold of \$75,526.

EVs manufactured in Europe are more likely to be priced above the LCT threshold and as such are more likely to be subject to additional Federal Government taxation. While the policy intent of these taxes is not to target low emissions vehicles, the unintended consequence of these legacy taxes is that EVs are more expensive than they should be.

Adopting Option 2 would make electric vehicles and potentially other low emissions vehicles more affordable and encourage their broader acceptance into the Australian fleet. Given the very small numbers of vehicles involved, this option would not significantly affect the revenue raised annually by the LCT.

Option 3: Exclude accessories from the calculation of whether a vehicle hits the threshold for paying the LCT

Adopting this option would modify the calculation of the LCT to ensure that it is calculated solely on the price of the base-level variant of a vehicle, rather than include all accessories present in other variants. This is of particular importance for vehicles that are marginally below the LCT threshold, that mostly only cross it because their new owners have chosen a variant with greater safety features. One example of this being the Mazda CX-9, where only the variant with the highest level of safety features falls within the LCT purview. This situation is particularly problematic for many 4WD vehicles, where aftermarket safety or work-related accessories (winches, lights, bull bars, etc.) are added to the price of the vehicle and thus take it above the LCT threshold. The result is that consumers will still get their accessories but source them after they have purchased their vehicle, and potentially not use genuine parts, with associated effects on the safety of the vehicle's driver and passengers.

Alternatively, we would offer the suggestion that, if the base version of a vehicle does not breach the LCT threshold, then none of the versions featuring more extensive options, would breach the threshold either.

PASSENGER VEHICLE TARIFFS

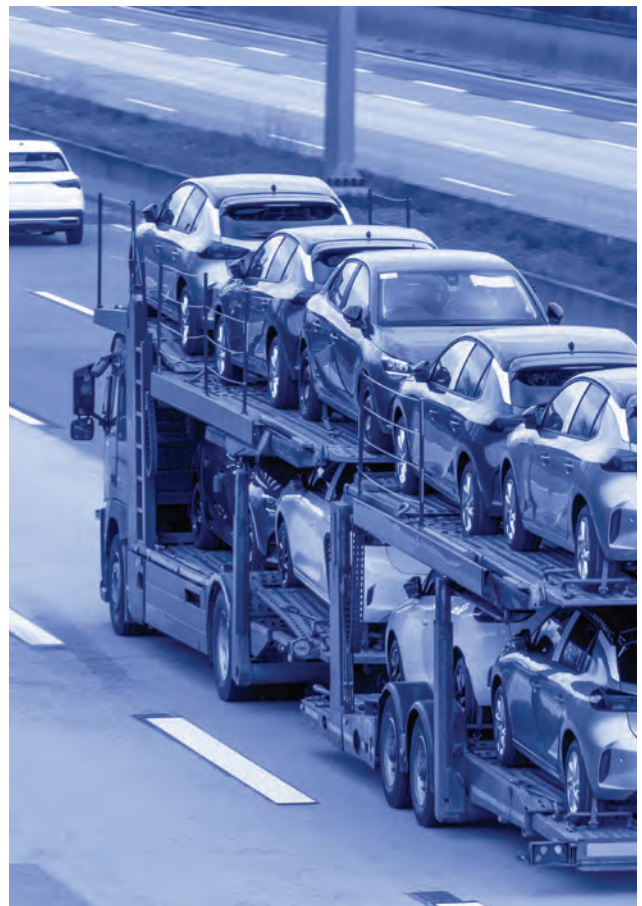
Currently, import tariffs are applied on motor vehicles that are manufactured in, or imported from countries with which Australia does not have a Free Trade Agreement (FTA). Given the growing number of FTAs, including the prospective trade agreements with the EU and UK, we believe that the Australian public would be best served by the Government removing existing tariffs from all passenger vehicles imported into Australia.

Vehicle tariffs are an invisible and discriminatory tax that is applied on approximately 400,000 new vehicles sold in Australia each year. On average, this is estimated to add almost \$2,000 tax per vehicle. There is an estimated \$1,500 in import tax for a mid-range VW Golf, one of the more popular small cars sold in the country. Many models from popular brands such as Ford, Nissan and Suzuki are built in non-FTA countries and thus subject to this hidden import tax.

The Volvo XC60, a five-star ANCAP rated vehicle which is highly regarded for its state-of-the-art safety features and is ranked on the Government's Green Vehicle Guide as one of the cleanest most efficient vehicles on sale in Australia, attracts an extra \$2,350 in duties. Significant duties are applied to some EVs, such as the new Jaguar I-pace and the Renault Zoe – cars with zero tailpipe emissions. There are countless other examples of the price of various vehicle models being inflated by the tariff.

Trade policy experts say that the vehicle tariff will naturally fall away as part of the inevitable FTA with the EU. However, FTA's can drag on and motorists should not be asked to hold their breath in the case of the EU where Australia is negotiating with a Union of 28-member states and which is also currently managing the departure of the United Kingdom.

Consumers deserve immediate relief for new vehicles and so does industry, particularly those new car dealerships which have a disproportionate amount of product on their showroom floor which just happens to be manufactured in a non-FTA country.



CONCLUSION

We would be happy to meet with you to discuss our submission and participate in the budget lockup. If you require further information or clarification in respect of any matters raised, please do not hesitate to contact me.

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