



AUSTRALIAN
AUTOMOTIVE
DEALER
ASSOCIATION

AADA STATS BOOK 2021

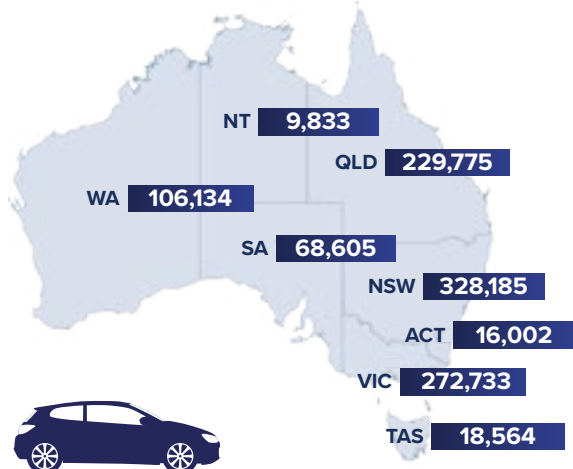


CONTENT

Section 1: New Vehicle Sales Review	4
Section 2: ABS Motor Vehicle Census	5
Section 3: DealerNomics Statistics	6
Section 4: Brand & Dealership Sales	7
Section 5: Skill Shortage	8
Section 6: Federal Taxes	9
Section 7: State Electric Vehicle Incentives	10

Total Sales Volume YTD

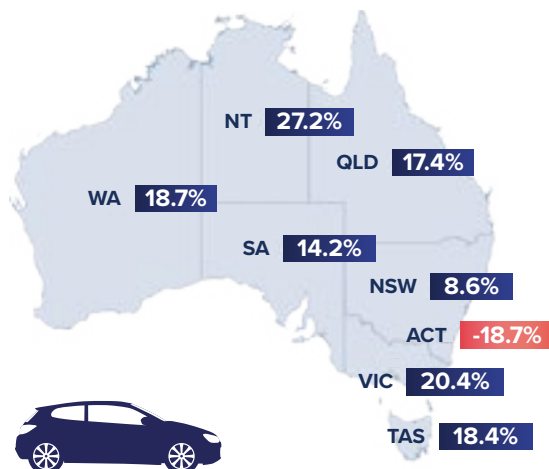
NEW VEHICLE SALES by state.



NATIONWIDE **1,049,831**

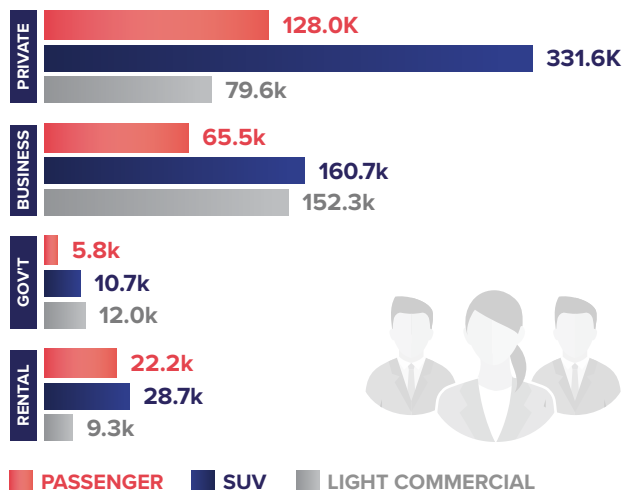
Percentage Change YTD From 2020

NEW VEHICLE SALES by state.

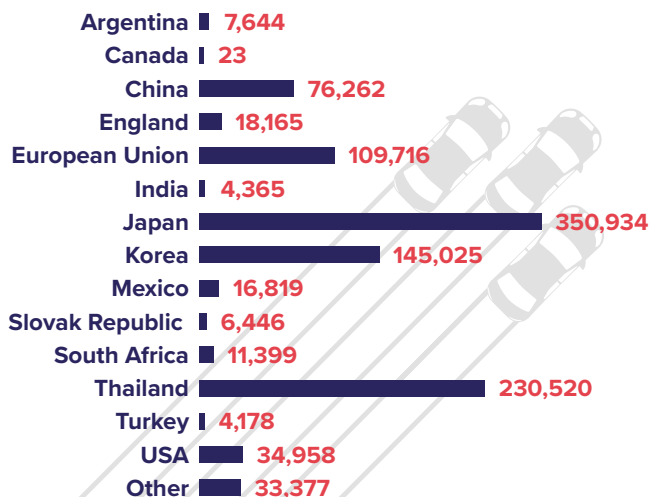


NATIONWIDE **14.5%**

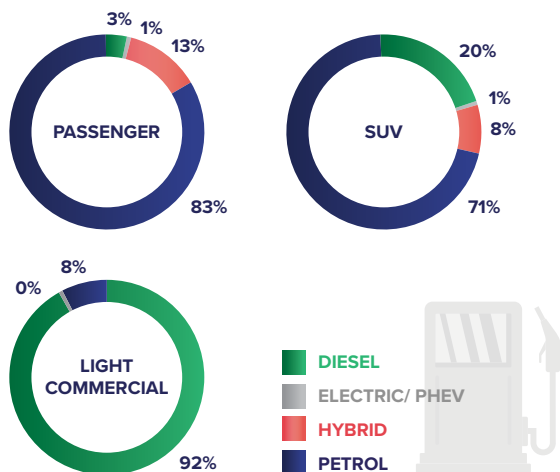
BUYER TYPE in 2021



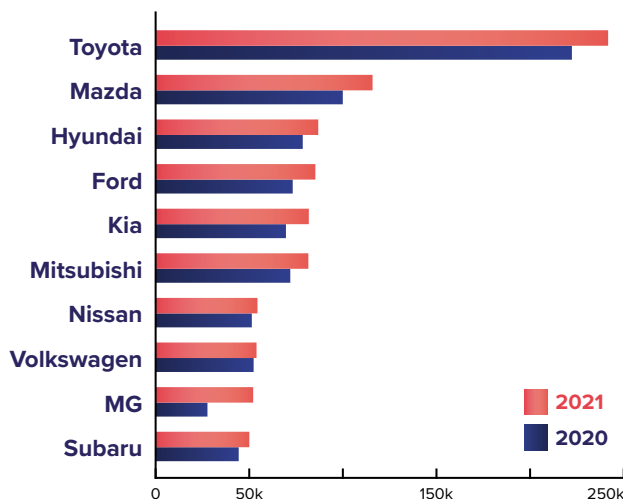
COUNTRY OF ORIGIN in 2021



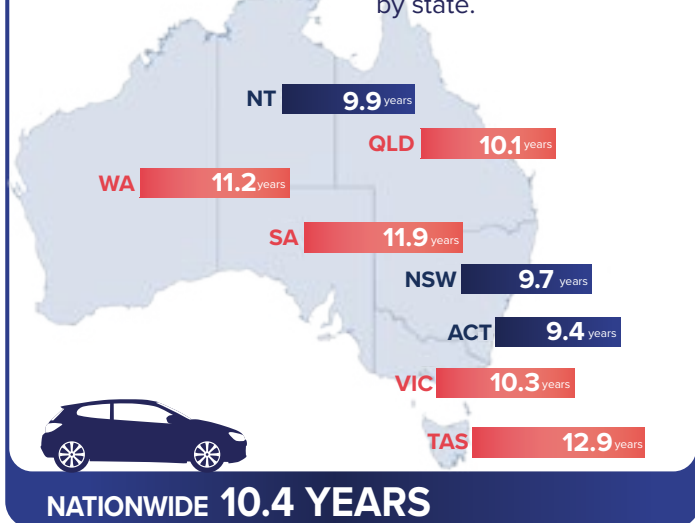
FUEL TYPE in 2021



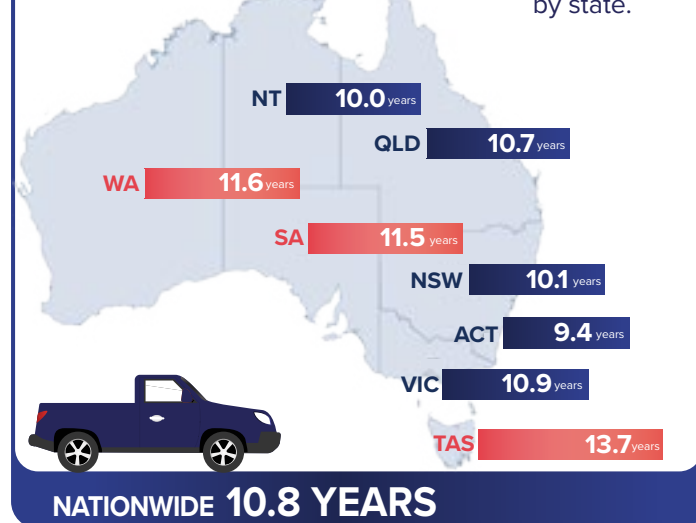
TOP 10 MAKES in 2021



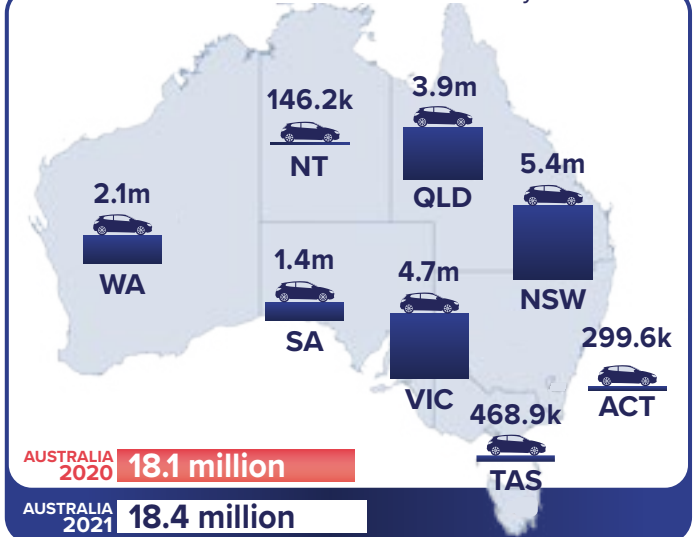
Average age of PASSENGER VEHICLES by state.



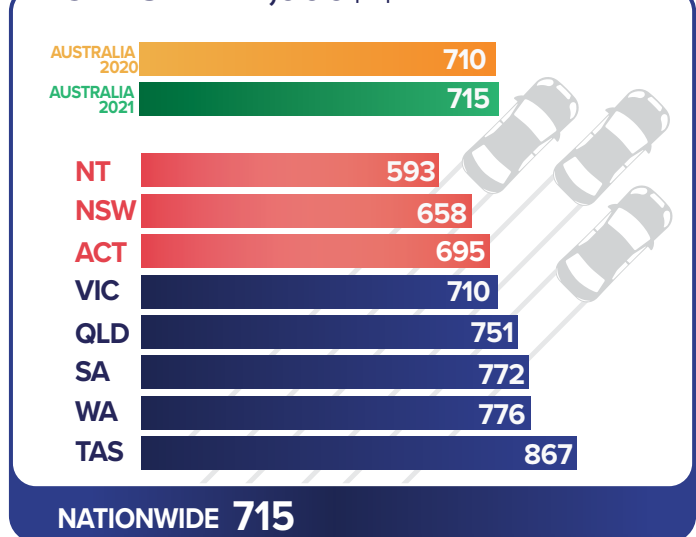
Average age of LIGHT COMMERCIAL VEHICLES by state.



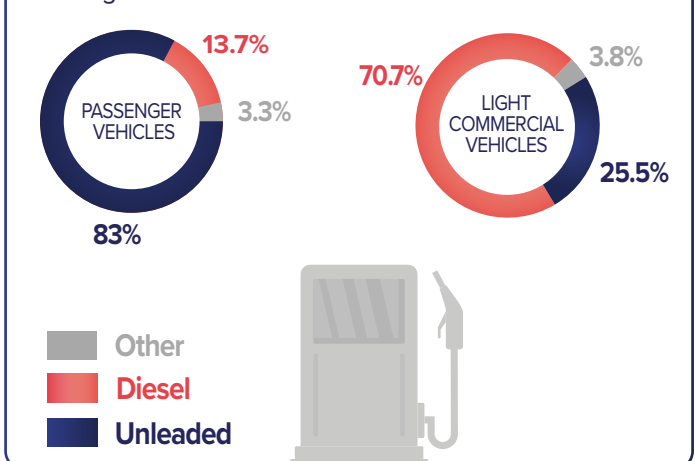
REGISTERED VEHICLES by state.



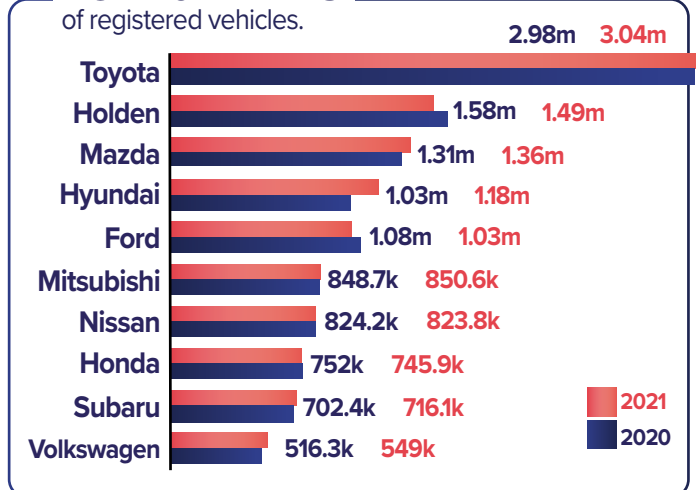
CARS PER 1,000 population.



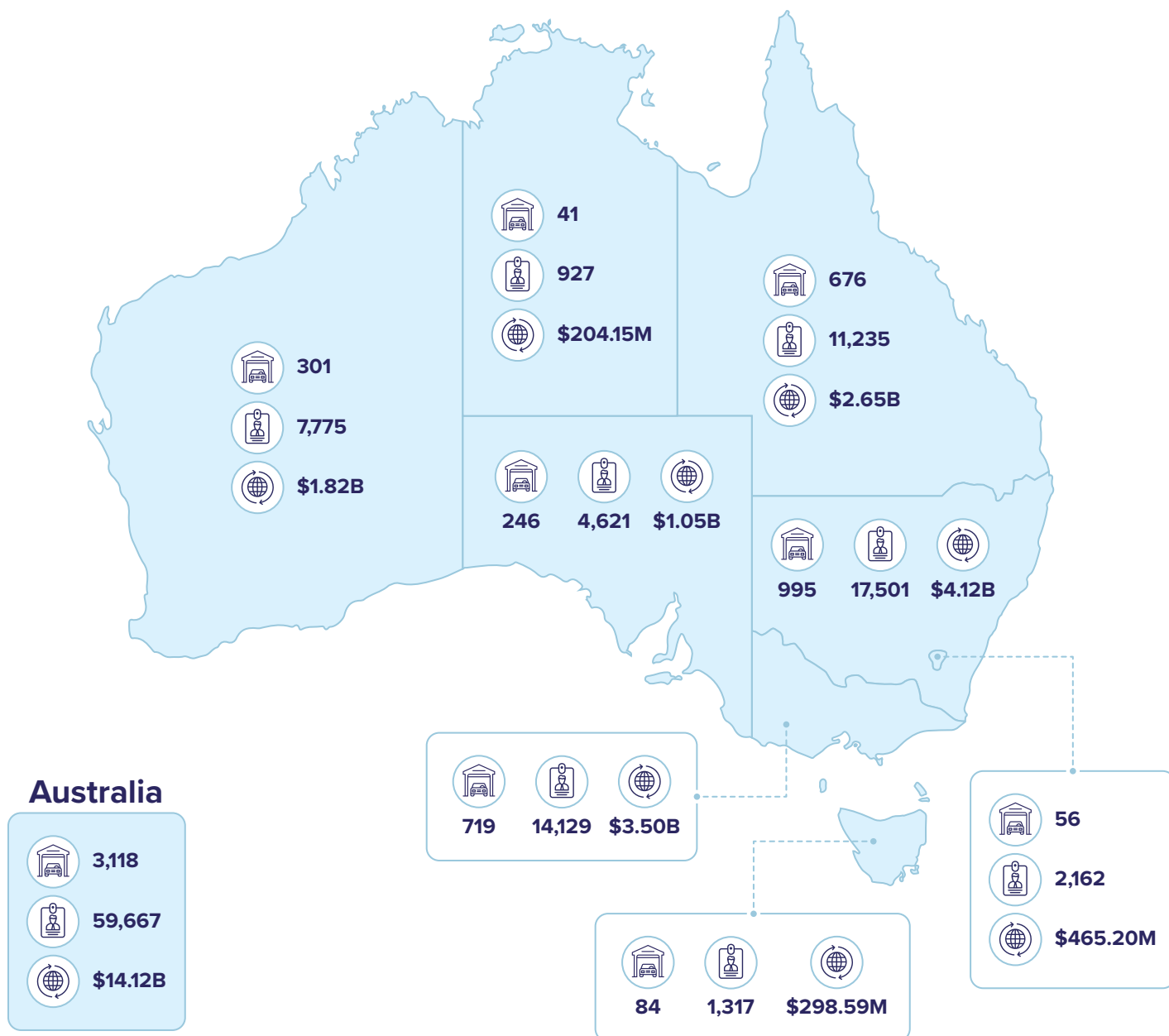
FUEL TYPE of registered vehicles.



TOP 10 MAKES of registered vehicles.



Australia



Key



Number of
Dealerships



Number of
Employees

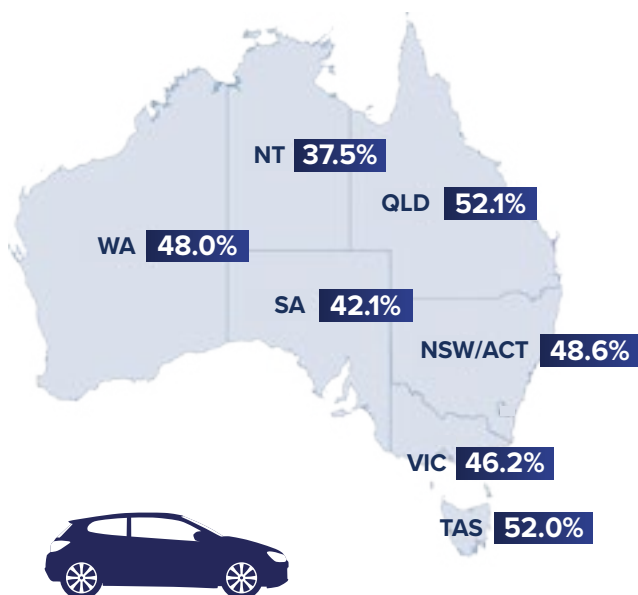


Total Economic
Contribution

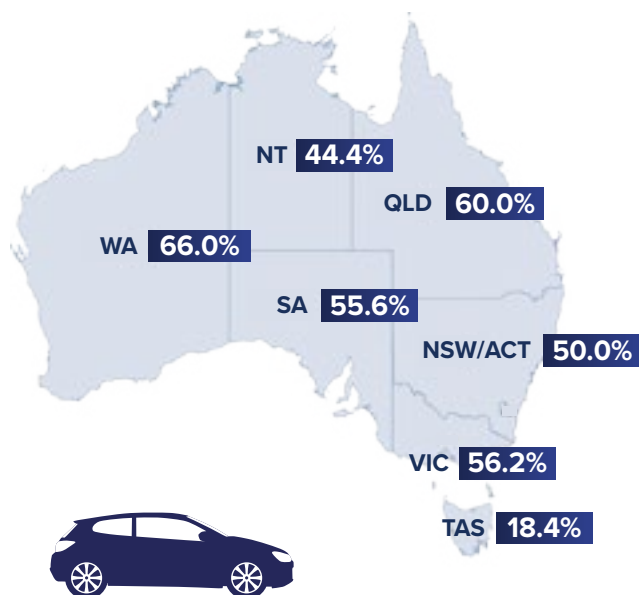


	NUMBER OF DEALERSHIPS	CARS SOLD PER DEALER	CARS SOLD BY BRAND
Toyota	278	804	223,642
Mazda	141	717	101,119
Hyundai	170	429	72,872
Ford	194	368	71,380
Kia	144	472	67,964
Mitsubishi	195	347	67,732
Nissan	187	221	41,263
Volkswagen	108	378	40,770
MG	69	566	39,025
Subaru	118	314	37,015
Isuzu Ute	149	240	35,735
Mercedes-Benz	64	443	28,348
BMW	49	508	24,891
GWM/Haval	135	136	18,384
Honda	79	222	17,562
Suzuki	124	141	17,468
Audi	41	390	16,003
LDV	84	181	15,188
Lexus	22	422	9,290
Skoda	37	248	9,185
Volvo	31	291	9,028
Chrysler Jeep Dodge	60	132	7,932
Renault	52	137	7,099
Land Rover	42	154	6,459
Porsche	14	316	4,428
RAM	60	67	4,025
Mini	23	156	3,579
Ssangyong	54	55	2,978
Peugeot	32	88	2,805
Chevrolet	35	61	2,118
Fiat Professional	8	252	2,016
Jaguar	42	29	1,222
Genesis	4	184	734
Alfa Romeo	8	77	618
Maserati	8	70	560
Bentley	6	37	219
Ferrari	7	28	194
Citroen	12	15	175
Aston Martin	5	28	140
Lamborghini	5	26	131
McLaren	4	22	88
Lotus	5	14	71
Rolls-Royce	4	12	48
Alpine	1	28	28
Morgan	1	3	3

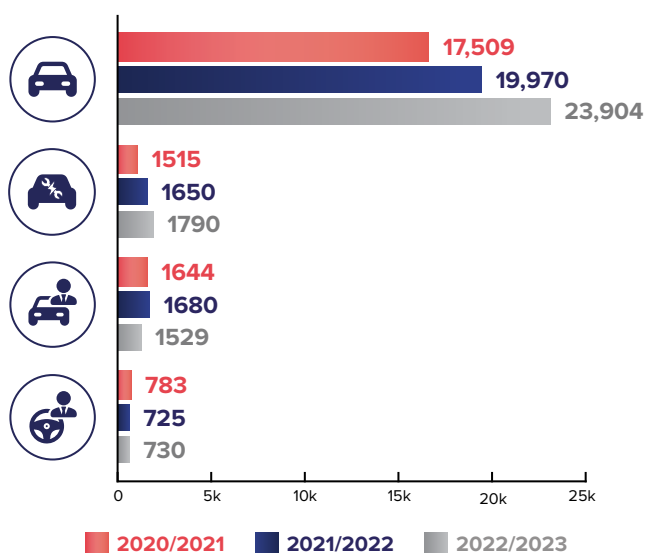
Metropolitan Automotive Business experiencing **SKILL SHORTAGES** by state.



Regional Automotive Business experiencing **SKILL SHORTAGES** by state.



National Automotive **SKILL SHORTAGES** by Occupation.



KEY



Light Vehicle Mechanic



Automotive Electrician



Motor Vehicle Salesperson



Motor Vehicle Parts & Accessories Salesperson

Why the Automotive Industry has **SKILL SHORTAGES** over past 20yrs.

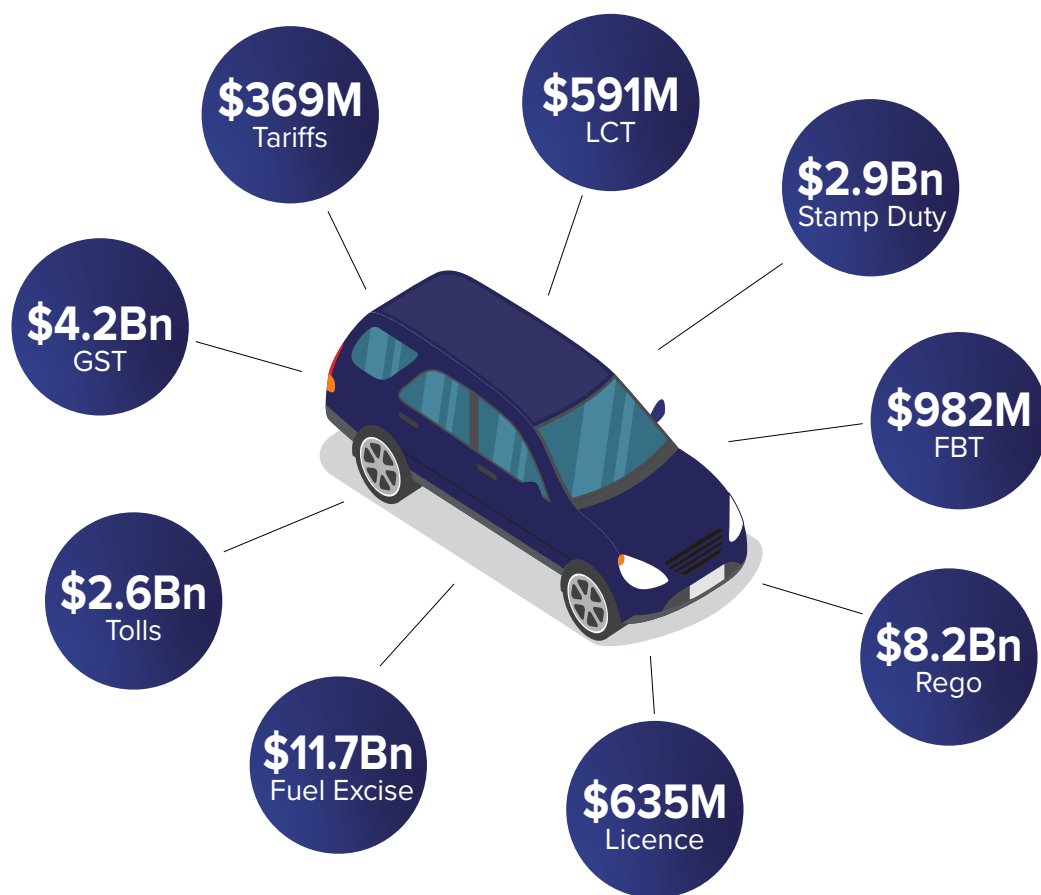
- Negative perception of the Automotive Industry
- Low wages
- Unclear career opportunities
- High apprentice attrition rates
- Attraction to other industries
- Failure to deliver relevant and updated training
- Upskilling does not result in increased income
- COVID and red tape has reduced skilled migrants



BILLIONS Taxed on cars in Australia.



AUSTRALIAN
AUTOMOTIVE
DEALER
ASSOCIATION



Total Tax paid by Motorists: **\$32.2 Billion**



ELECTRIC VEHICLE INCENTIVES & CHARGES PER STATE

Nationally, Australia has introduced a higher Luxury Car Tax (LCT) threshold for some Battery Electric Vehicles.

EV – electric vehicle
BEV – battery electric vehicle
ZEV – zero emissions vehicle (hydrogen fuel cell and battery electric vehicle)

WESTERN AUSTRALIA



None



SOUTH AUSTRALIA*



3 year free registration
\$3,000 rebate for up to 7,000 buyers of new EVs & \$2000 subsidy for buyers who include household smart charging for four years.



2.5 cents/km Road User Charge from 1 July 2027 or when EVs make up 30% of all new vehicle sales.

2 years stamp duty exemption for new & used EVs.

2 years free registration for EVs purchased by car rental companies & coach operators.

NORTHERN TERRITORY



\$1,500 stamp duty reduction for 5 years from July 2022.



5 years free registration from 2022 for new ZEVs.



TASMANIA



INCENTIVES

REGISTRATION

STAMP DUTY

TAX

NONE



QUEENSLAND

Stamp duty reductions:

- \$2 per \$100 up to \$100,000 or;
- \$4 per \$100 above \$100,000

\$3000 subsidy to the value of \$58,000, from 1 July 2022

NEW SOUTH WALES*



Stamp duty exemption for EVs priced under \$78,000.



\$3,000 rebate for first 25,000 buyers of EVs priced under \$68,750.



2.5 cents/km Road User Charge from 1 July 2027 or when EVs make up 30% of all new vehicle sales.

AUSTRALIAN CAPITAL TERRITORY



Stamp duty exemption for new ZEVs.



2 years free registration for new and used ZEVs. Up to 20% annual vehicle registration discount.



\$15,000 interest free loans through the Sustainable Household Scheme.

VICTORIA



Exemption from luxury vehicle rate of stamp duty.



\$100 annual discount on registration.



\$3,000 subsidy for first 20,000 eligible new or demo ZEVs priced under \$68,740.



2.5 cents Road User Charge per km/year, from 1 July 2021



*NSW/SA subject to passage of legislation



CANBERRA OFFICE
Suite 1.03, Level 1, 42 Macquarie Street, Barton ACT 2600
PO Box 4409 Kingston ACT 2604

E info@aada.asn.au

aada.asn.au