TEN POINT PLAN

AADA
AUSTRALIAN AUTOMOTIVE DEALER ASSOCIATION

GOVERNMENT

1 PAUSE THE ENTRY OF FURTHER CAR BRANDS

› Pause the entry for any new brands seeking to enter the Australian market and consider a capped licensing regime.

2 FAST-TRACK DEALER PROTECTIONS

› Prioritise the development of previously announced Unfair Trading Practices protections for franchisees modelled on Part 6 of the New South Wales Dealers and Repairers Act. New vehicle market entrants should be paused until these protections are passed and in place.

3 FAST-TRACK ACL REFORM

› Reposition the liability for breaches of the ACL and improve clarity for consumers. New market entrants should be paused until these protections are passed and in place.

4 REMOVE BARRIERS TO RESTRUCTURING

› Introduce a targeted merger notification exemption for smaller and family-owned dealership transactions, with a low-cost, expedited approval pathway for transactions unlikely to raise competition concerns.

SUPPLIERS

5 DELIVER IMMEDIATE PRICING RELIEF

› Freeze price increases for at least 12 months and provide meaningful fee reductions or rebates while dealer profitability remains under severe pressure.

TEN POINT PLAN

MANUFACTURERS

6

ESTABLISH DEALER COUNCILS

› Develop Dealer Councils to establish partnerships strongly focused on dealer and OEM viability.

7

MATCH STOCK TO CUSTOMER DEMAND

› Agree realistic sales targets and inventory levels with Dealer Councils. Allow dealers to decline excess stock without losing incentives or facing other commercial penalties.

8

PROVIDE EXCESS INVENTORY RELIEF

› Fund extended interest support, aged-stock assistance and stock transfers or buybacks where manufacturer-driven allocations have left dealers carrying unsustainable inventory.

9

COMPENSATE DEALERS PROMPTLY

› When manufacturer price cuts reduce the value of vehicles already in stock and fully fund manufacturer-directed discounting.

10

PAUSE NON-ESSENTIAL CAPITAL DEMANDS AND RELAX RESTRICTIONS ON MULTI-FRANCHISING

› Defer showroom upgrades, corporate identity changes and discretionary investment requirements. More flexibility around mulit-franchsising and brand space allocation.