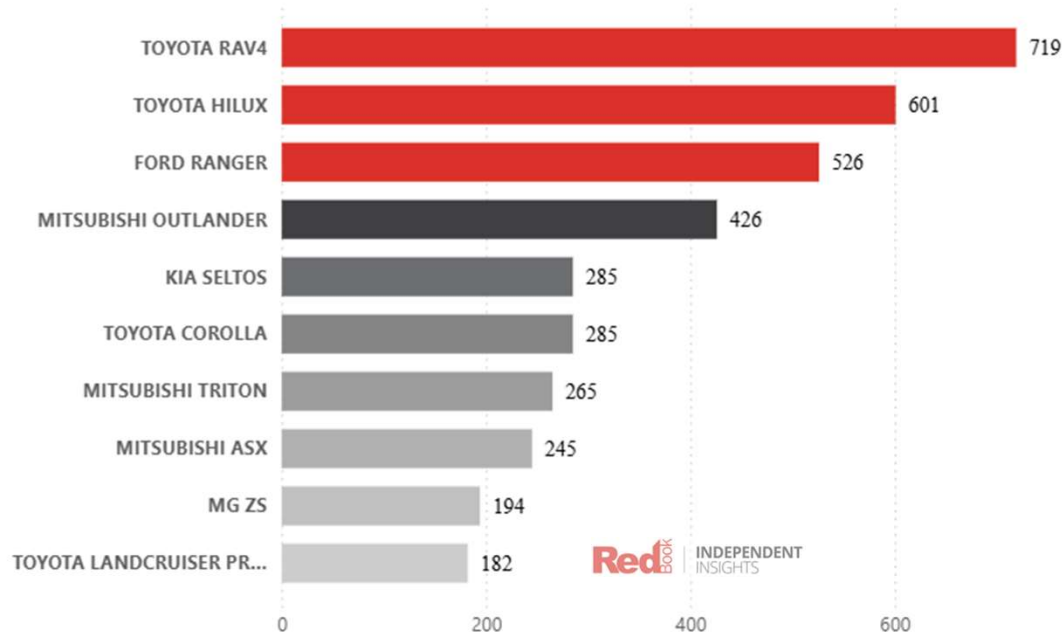


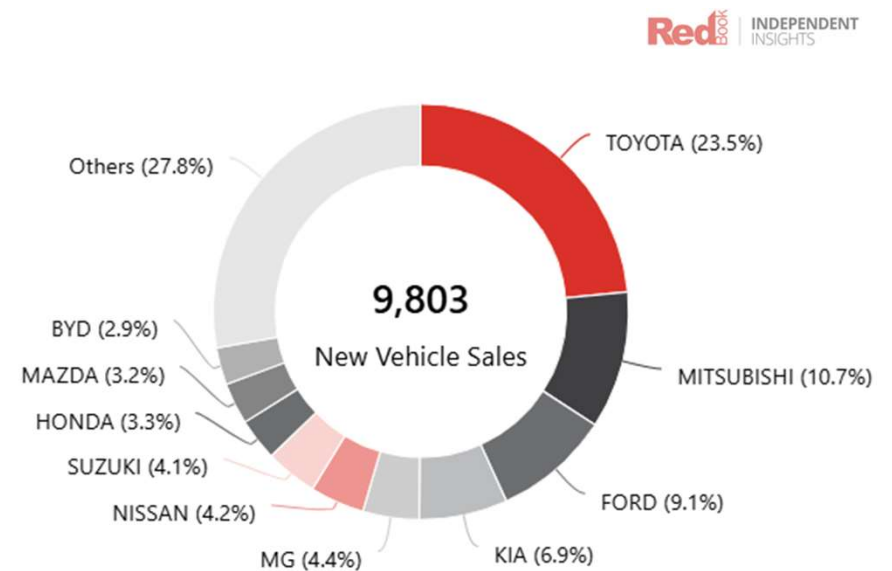
Feb 25

Top Sellers & Market Share

Top 10 Sellers - Feb 2025



Market Share by Brand (Top 10) - Feb 2025



Top Sellers

1. Toyota RAV4 leads: The Toyota RAV4 tops the chart with 719 units sold, leading the market.

2. Toyota Hilux and Ford Ranger follow: Toyota Hilux (601 units) and Ford Ranger (526 units) remain strong contenders.

Market Share

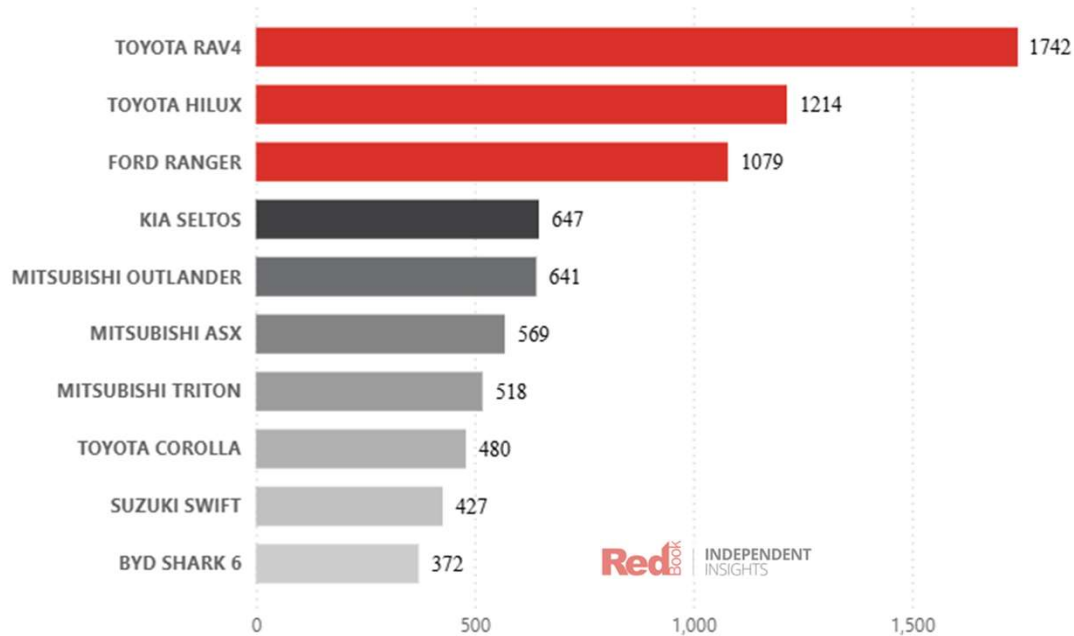
1. Toyota dominates: Toyota continues to hold the largest market share at 23.5%.

2. Ford and Mitsubishi compete: Mitsubishi holds No.2 position with 10.7%, Ford follows with 9.1%.

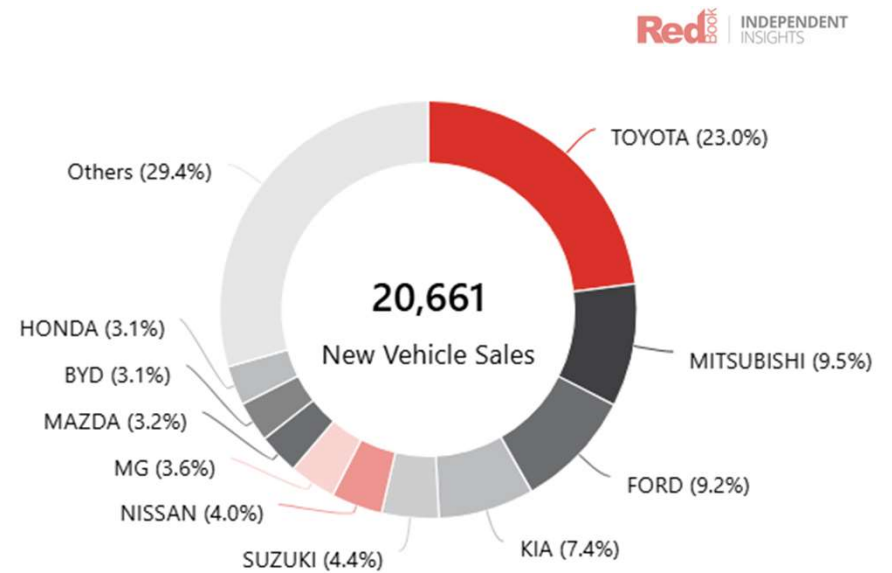
Feb 25

Top Sellers & Market Share -YTD

Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



Top Sellers

1.Utes continue to dominate: Utes make up 2 of the top 3 and have 4 in the top 10.

2.BYD Shark: The first deliveries of the BYD Shark have put it into the Top 10 YTD.

Market Share

1.Toyota dominates YTD: Toyota holds the largest market share at 23.0%, showing its continued dominance in the market.

2.Ford and Mitsubishi compete: Mitsubishi has a 9.5% market share, while Ford holds 9.2%.

Feb 25

NZ New Car Sales Trend

Market Trend

1. Noticeable drop vs previous month –

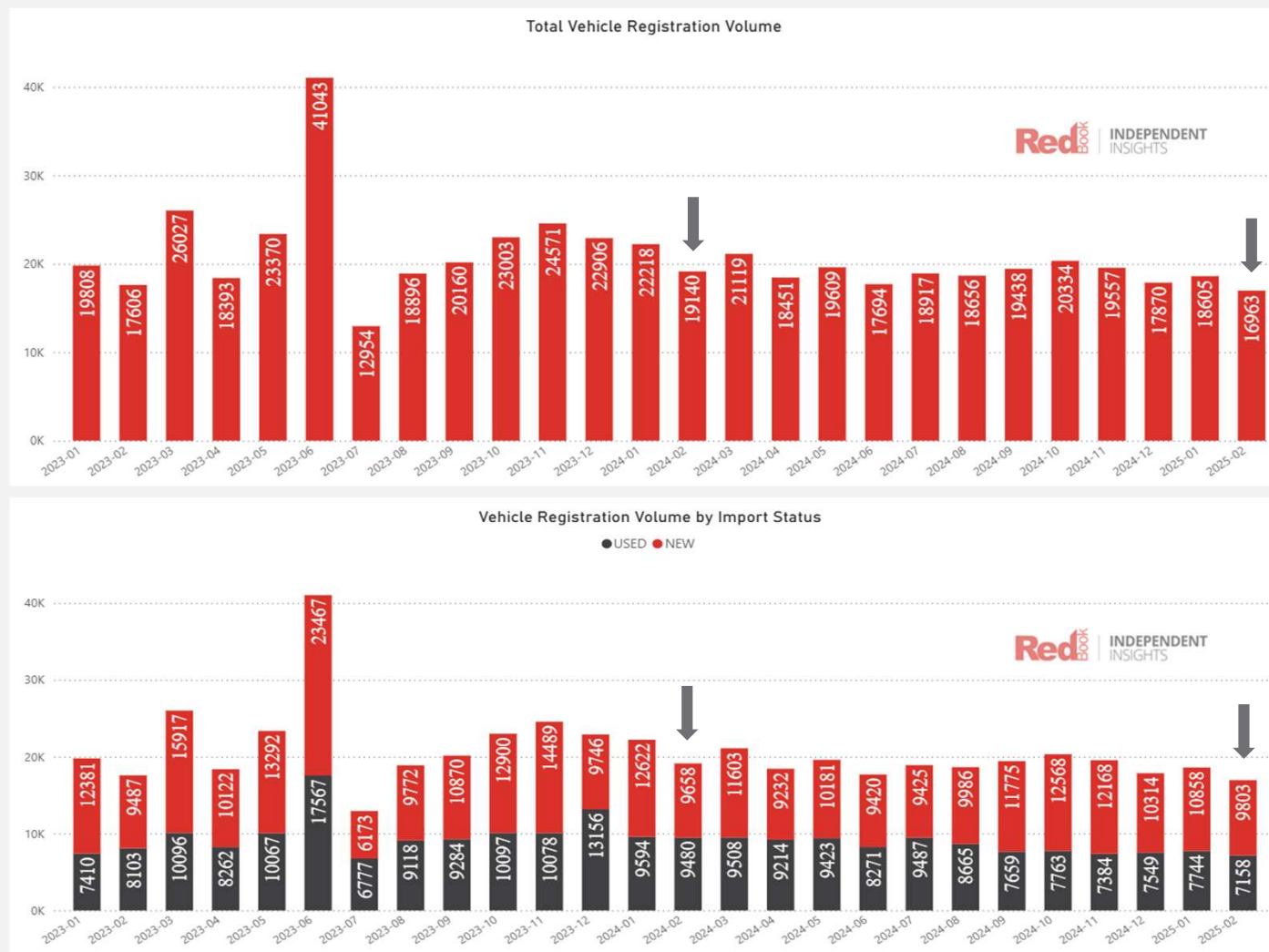
Compared to January 2025, total registrations decreased by 9%, with new registrations falling by 10% and used registrations dropping by 8%.

2. New registrations slightly up YoY –

Compared to February 2024, new registrations increased by 2%, indicating stability in demand for new vehicles.

3. Used registrations down 25% YoY –

Compared to February 2024, used registrations dropped by 25%, reflecting a significant decline in the used vehicle market.

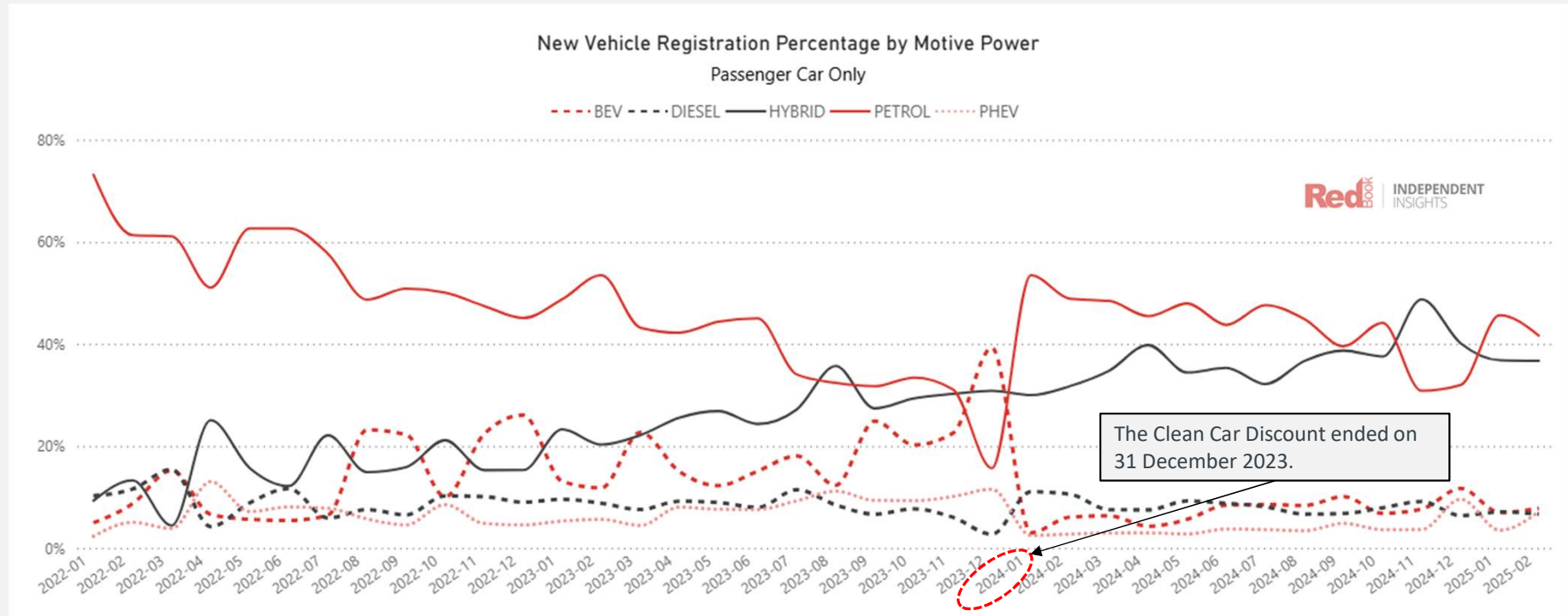


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New Car Sales Trend by Motive Power

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Insights

1. Hybrid maintains stability, while petrol declines: In February 2025, the proportion of hybrid registrations remained stable, while petrol registrations saw a slight decrease.

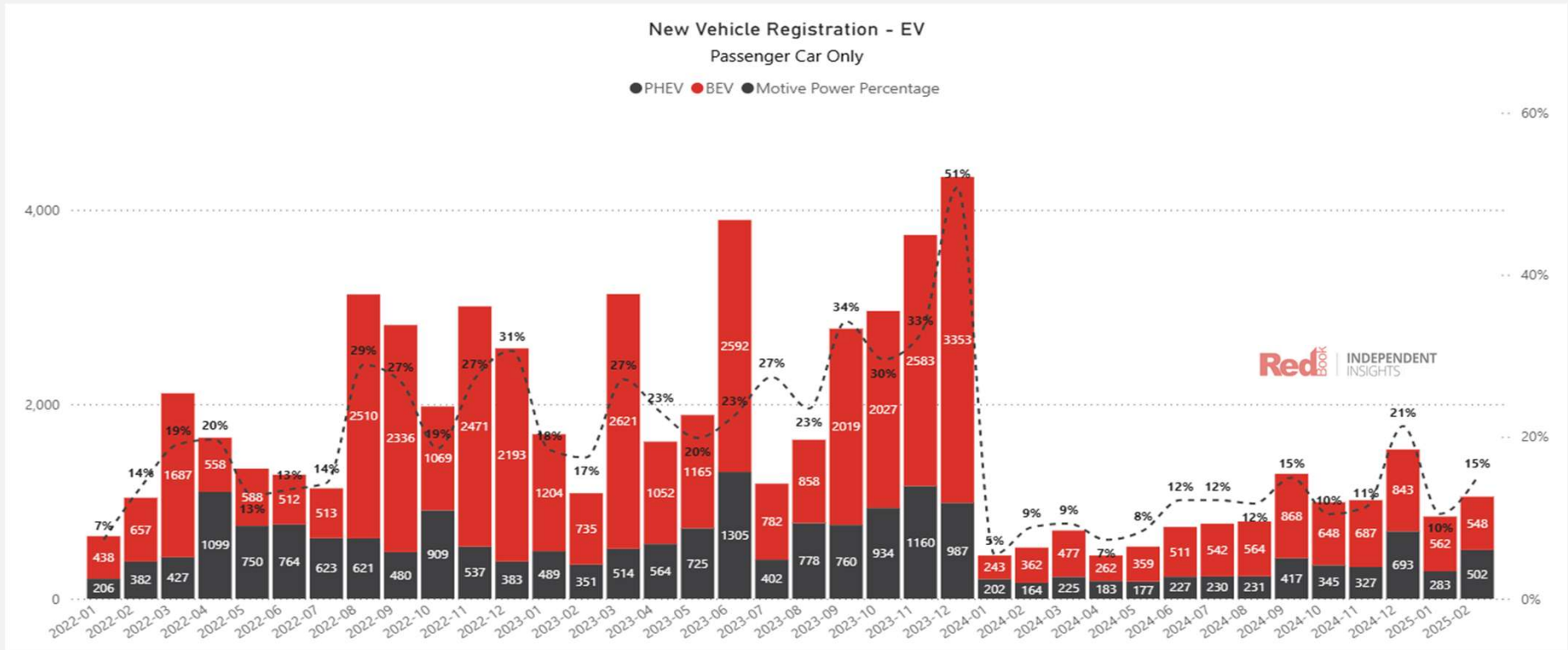
2. EV Registrations on the rise: BEV registrations remained at a similar level, while PHEV registrations experienced a notable increase compared to the previous month. Overall, EV registrations continue to trend upward, recovering from the sharp decline at the beginning of 2024 caused by the termination of the CCD.

Feb 25

EV New Car Sales Percentage

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Insights

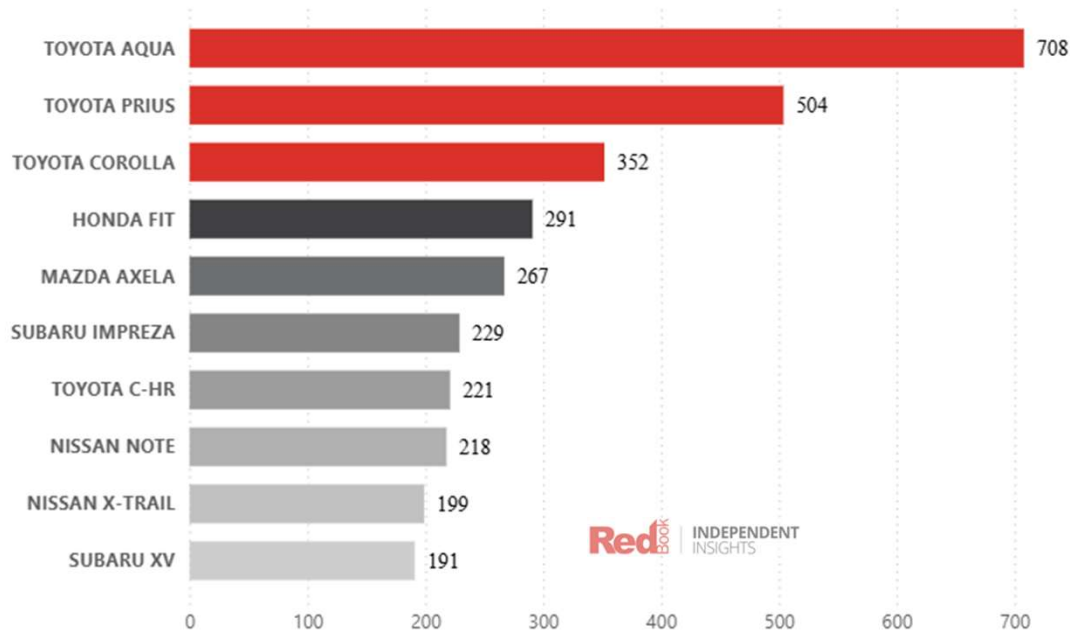
- EV's fight back continues** : BEV registrations remained at a similar level, while PHEV registrations saw a significant increase compared to the previous month. Both categories continue to show an overall upward trend compared to the same period last year.
- The top-selling models** in February 2025 included the **Polestar 2, Tesla Model Y & Model 3, BYD Atto 3, and Mercedes-Benz EQE & EQA.**

Feb 25

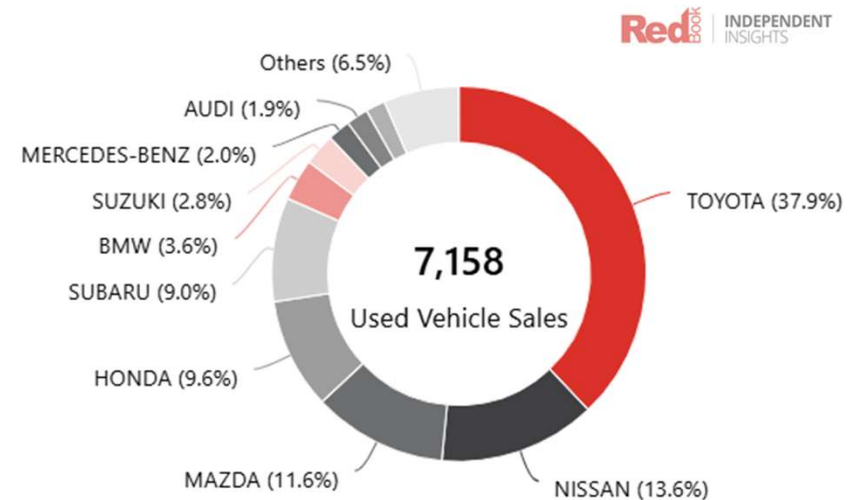
Used Car Top Sellers & Market Share

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Top 10 Sellers - Feb 2025



Market Share by Brand (Top 10) - Feb 2025



Top Sellers

- 1. Toyota's prominence:** Toyota models, including the Aqua, Prius and Corolla, are among the most registered.
- 2. Hybrids dominance:** Nearly half of the list above is made up of hybrids or low petrol usage vehicles.

Market Share

- 1. Hybrids keep ahead:** Toyota has a commanding lead over used car registrations due to their hybrid range of vehicles.
- 2. Leaders remain:** Not a lot of change in the mix of cars coming in, just less of them.

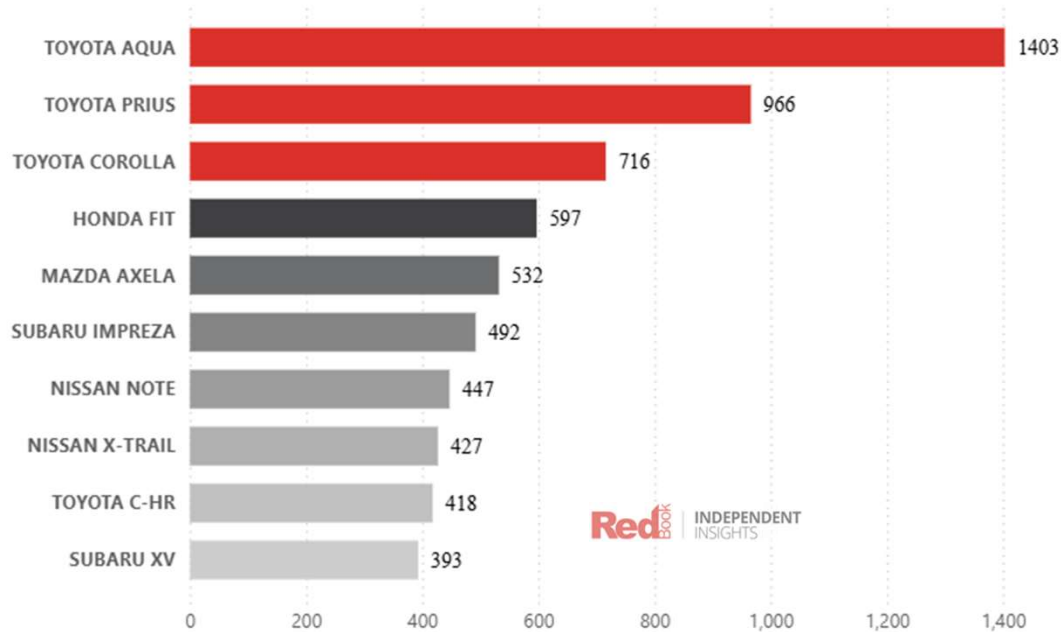
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Used Car Top Sellers & Market Share

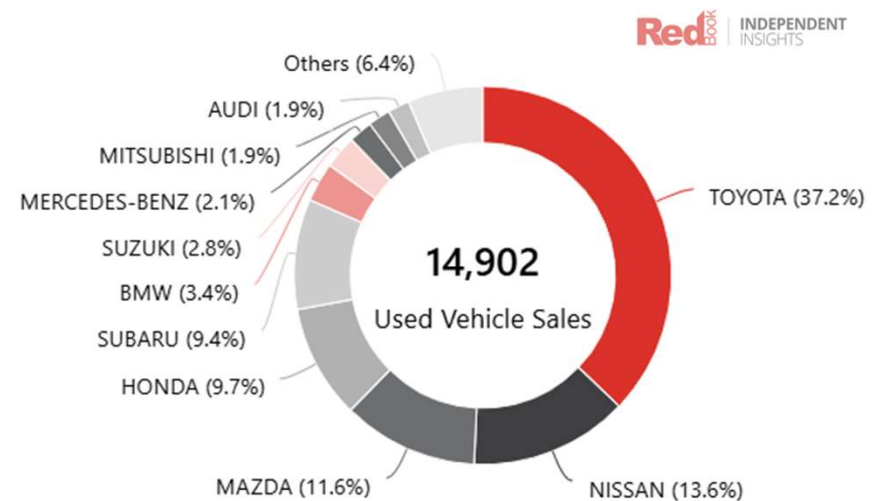
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Top 10 Sellers - YTD 2025



Market Share by Brand (Top 10) - YTD 2025



Top Sellers

1. **Toyota's prominence:** Toyota models, including the Aqua, Prius and Corolla, are among the most registered.
2. **Hybrids dominance:** Nearly half of the list above is made up of hybrids or low petrol usage vehicles.

Market Share

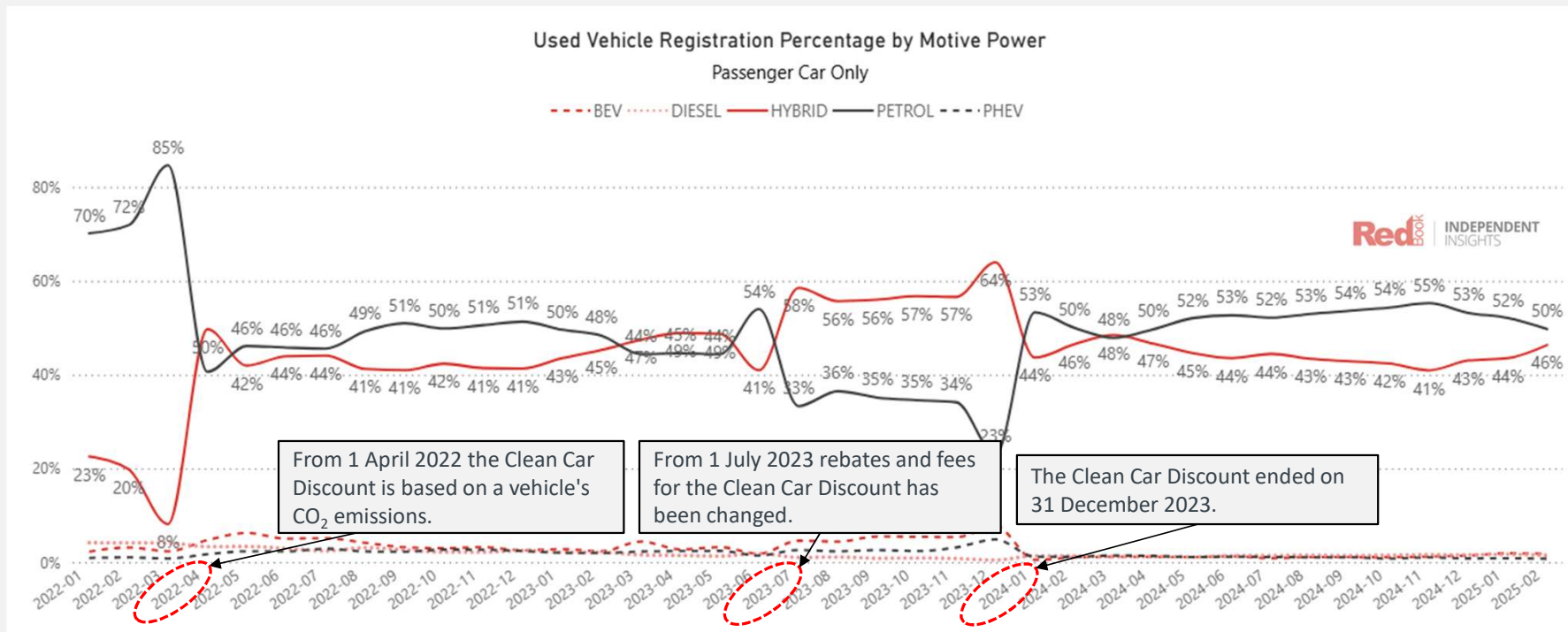
1. **Toyota dominates:** Toyota has a commanding lead with 37.2% of the used car registrations market.
2. **Euro's small:** BMW, Mercedes-Benz, and Audi together account for just 7.4% of the market share, while Japanese brands dominate.

Feb 25

Used Car Sales Trend by Motive Power

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Insights

1. Petrol holds at half of registrations: Petrol vehicles continue to account for around 50% of total registrations, though their share has slightly declined compared to previous months.

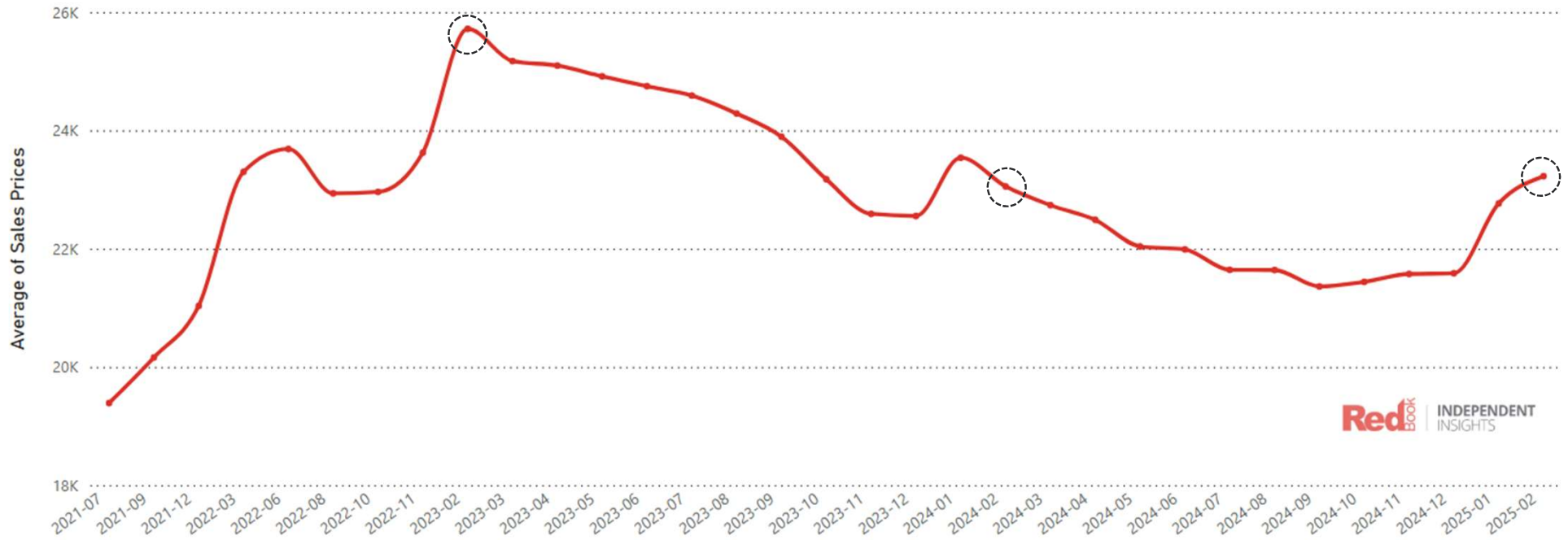
2. Hybrid Vehicles see a modest increase to 46%: Despite the absence of incentives or rebate scheme. Hybrid registrations had been steadily declining. However, the past three months have shown a slight recovery.

1. BEV and PHEV Remain Limited: BEV and PHEV registrations continue to make up a small fraction of the total.

Feb 25

Used Vehicle Price Index

Average Sales Price

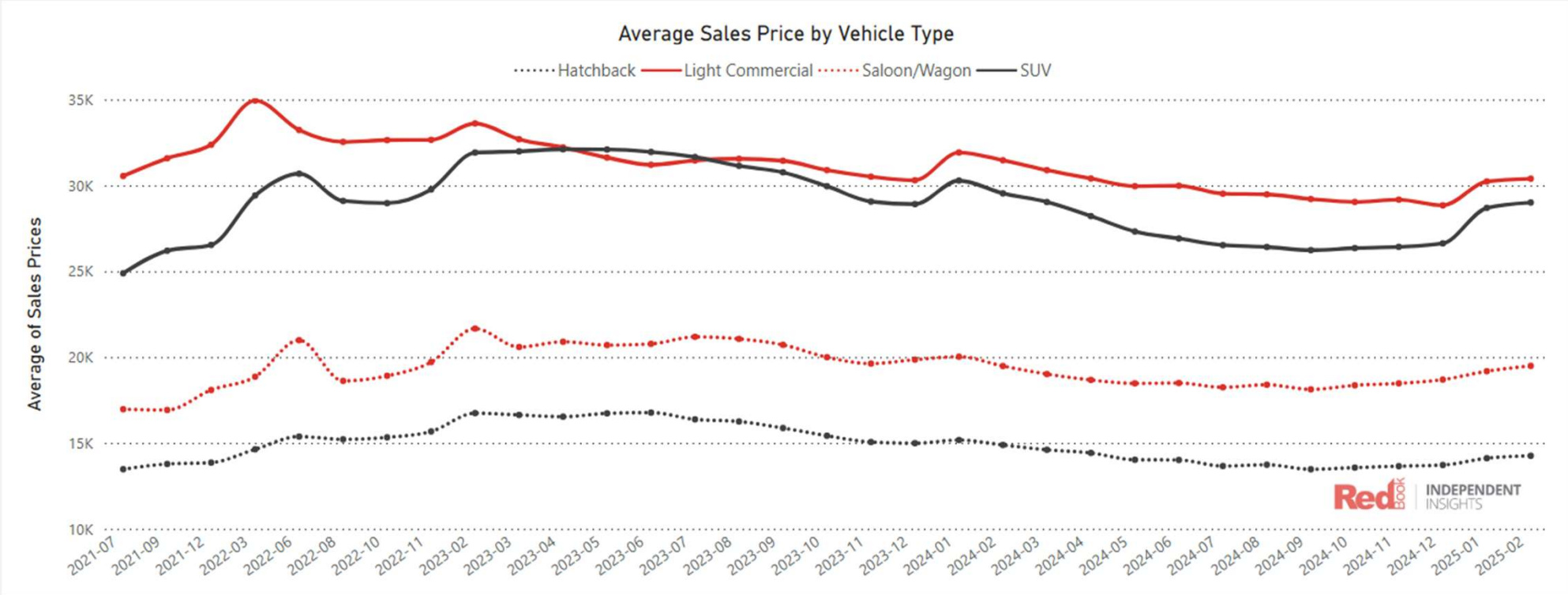


Price Index

- Sales Prices Continue to Rise:** In February 2025, used car prices remained elevated alongside limited supply. Current prices show a recovery, reaching a similar level to the same period in 2024, but they are still well below the peaks seen in 2023. The trend may stabilize as more inventory enters the market in the coming months.

Feb 25

Used Vehicle Price Index by Type



Price Index

1. In February 2025, light commercial vehicles and SUVs maintained similar prices to the previous month after a significant increase in January. Meanwhile, hatchbacks and sedans continued their steady upward trend.