Motor Industry Services

March | 2025

Australian Listed Dealer Comparison

Executive summary *December 2024 results*

In this edition of the Pitcher Partners Motor Industry Services – Australian Listed Dealer Comparison, Pitcher Partners provide insights into the top three listed motor dealer groups and explore how major trends, the macroeconomic environment and inventory supply has affected them in the 12 months ended 31 December 2024.

The listed dealership groups Eagers Automotive (ASX: APE), Autosports Group (ASX: ASG), and Peter Warren Automotive Holdings (ASX: PWR) all saw revenue growth in CY24, up 13.6%, 0.9%, and 10.1% respectively. However, the rising costs of running operations has added pressure on top of the impact of compressed margins caused by the oversupply of vehicles in the second half of 2024. Average inventory days' supply increased across the board, rising from 61.1 to 69.7 days for APE, 65.1 to 82.8 days for ASG, and 76.5 to 79.5 days for PWR.

Despite strong top-line growth, Net Profit Before Tax ("**NPBT**") as a percentage of revenue reduced across all groups, with APE achieving 3.0% (down from 4.3%), ASG recording 2.0% (down from 3.8%), and PWR at 1.1% (down from 3.1%). With increased inventory aging & pressure on interest rates, the cost of carrying stock remains a key challenge heading into CY25.

CY24 has been another record-breaking year for new vehicle sales, building on the momentum of CY23, closing at 1,237,287 units sold (just shy of Pitcher Partners estimate of 1.25m units), a 1.7% increase on CY23, according to VFacts. The first half of the year started strong, up 8.7%, but the second half saw a clear slowdown. Starting in June 2024 sales declined by 4.2% YOY, with overall volumes slowing down in subsequent months.

The increased vehicle volume and increased vehicles MSRPs have been key growth drivers for listed dealer groups, supporting double-digit year-on-year revenue growth. However, profitability pressures continue to mount. Compressed front-end gross margins, rising expenses, and shifting market dynamics are forcing dealerships to double down on higher-margin products and services. Floorplan costs, advertising, employee compensation, and rent have all climbed, squeezing profit margins even further. As operating conditions bottom out, dealerships must return to fundamentals: disciplined cost control, operational efficiency, and a focus on profitable departments will be essential during tough market conditions.

Interest rates remain elevated compared to the past decade, despite the Reserve Bank of Australia's decision at its February 2025 meeting to decrease the cash rate by 0.25 percentage points to 4.1 per cent. While this marks a shift in monetary policy, finance costs remain high, continuing to impact affordability for consumers. Inflation has fallen substantially since its 2022 peak, with underlying inflation recorded at 3.2 per cent in the December quarter. This suggests inflationary pressures are easing more quickly than expected, aided by subdued private demand. With inflation now tracking closer to the RBA's 2-3 per cent target range, there is growing confidence that price stability is being restored.

This is before any impacts of the current trade and tariff 'wars' taking place since the inauguration of President Trump in the USA. Despite the market headwinds, Pitcher Partners now forecasts new vehicle sales of 1.1 million units in CY25 (after a subdued start), reflecting a decline from 2024 levels as demand normalises following the pandemic-era new vehicle sales volume highs.

Results *snapshot*

Listed Dealer Groups consolidated performance vs PCP

Total revenue growth

10.8%↑

Total revenue increased across all listed entities by **$16.37bn**. This was primarily driven by record car sales and dealership acquisitions in CY24.

NPBT as % of total rev

2.0%

NPBT as a % of total revenue **decreased YOY by 1.7%** on average as revenue growth outpaced gross margin.

Average inventory days

77.3 days

Inventory days **increased by 14.5% YOY** as a result of new car stock oversupplying across the industry from multiple OEMs.

Average cash conversion cycle days

77.6 days

Cash conversion **increased by 9.3 days** driven mainly by increasing inventory days.

Interest expense growth YOY

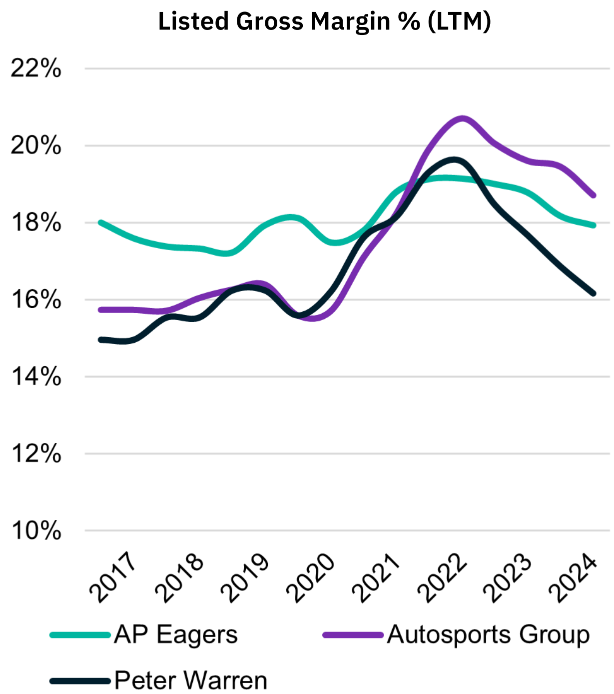
37.3%↑

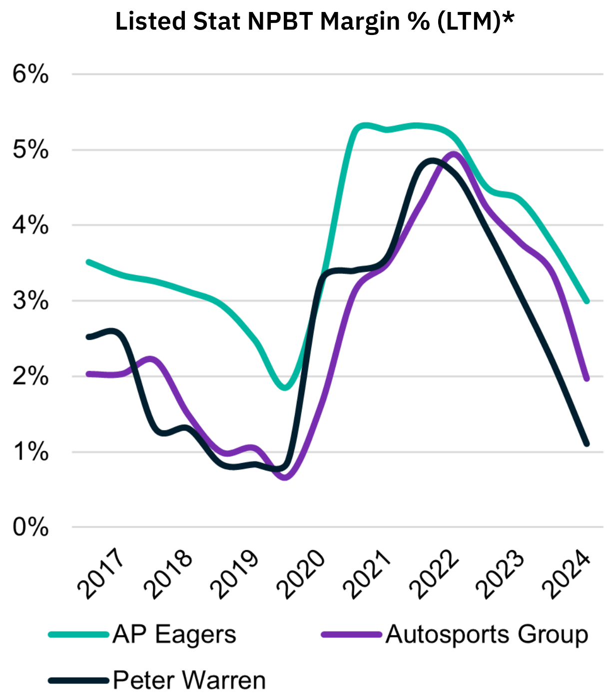
Interest expense on average **increased from $71.49m to $98.18m YOY**. Alongside this average interest expense % of Gross increased from 7.7% to 10.1%.

Interest coverage ratio

2.1x

Interest coverage **decreased from 3.4x** on the back of increased floorplan costs associated with increased inventory days and declining profitability.





Source: Capital IQ, Pitcher Partners Analysis.

*2019 and 2020 NPBT figures have been adjusted to remove impairment of goodwill.

Listed results *summary*

The good

Revenue growth

Despite economic challenges, all three listed dealer groups (PWR, APE, and ASG) reported revenue growth, with a combined revenue increase of $1.99B AUD YOY, moving from $14.78B to $16.37B AUD, or up 10.8%. This indicates that while profitability stays under pressure, demand is not timid.

The not so good

Increasing the cost base

The cost of running a dealership has continued to climb across the board, with nearly every area of operation seeing increased expenses. These increases are compounded by inflationary pressures and higher input costs, which are eroding profitability.

In 2024, the average listed dealer's operating expenses reached $727.67 million, compared to $654.87 million in 2023, an increase of 11.1%. And as a percentage of gross profit, operating expenses have risen from 71.62% in 2023 to 77.15% in 2024, marking a 7.72% increase. As the cost of doing business continues to rise, it is becoming more challenging for dealerships to maintain margins, despite revenue continuing to grow.

Inventory management challenges

The automotive industry continues to grapple with inventory management, with oversupply becoming a real concern. While some dealerships have done well to manage inventory effectively, the broader trend of oversupply is concerning. This excess stock has led to increased bailment expenses and higher holding costs, which are eroding into profit margins. Overall, the average days' supply of inventory for all three companies has risen to 77.3 days, up from 67.6 in CY23 (up 14.5% YoY).

Substantial increase in finance costs

Interest expenses are becoming an ever-greater concern for dealerships, especially with the rise of higher inventory levels and recent historically high cash rate. In 2023, the average interest expense across the three listed was $71.5 million. This figure rose to $98.2 million in 2024 (up 37.3% YoY), reflecting an increase of $26.7 million YoY. This surge in finance costs represents a significant drain on profitability, with the higher interest burden eroding profit by approximately $30 million across the average listed dealer.

The interesting

Market shift from NSC (national sales company) to distributor dominance will see the large retail groups dip their toe into distribution

- Australia's fragmented market, that is 75+ brands selling just 1.2 million new units annually, cannot sustain its current structure. The rise of distributors (Eagers Automotive & BYD's joint venture is an example) will streamline these brands offerings, ensuring models that suit local demand and benefit both dealers and consumers.
- This shift will also elevate the importance of the used car market. No longer will a brand be able to sell ~10,000 units in Australia and employ hundreds of staff to do so. The economics haven't stacked up for over a decade. The implementation of NVES and Chinese brand competition will force the hand of many brands to distribution.

NVES: A political football and industry catalyst

- The implementation of the National Vehicle Emissions Standards (NVES) will be clunky (run on an $80m spreadsheet) and caused a stir in the first quarter of CY25.
- This will die down as the impact in year one is minimal, and the traditional OEMs will have loaded up on ICE stock to get them through the first half of CY26. However, NVES will be contentious during Australia's May federal election.
- The biggest impact of NVES will be the allocation of vehicles a dealer will provided to sell. For example, OEM distributors may only allocate a limited number of high emissions vehicles to dealers that attract penalties once the penalties become significant in CY27. Despite customer demand, dealers will not receive any additional high emission vehicles to sell so that the OEM can achieve its emissions targets to avoid penalties.

Results *snapshot* (cont.)

Eagers Automotive performance vs PCP

Total revenue growth	Gross margin	EBITDA margin
13.6%↑	17.9%	6.1%
Revenue increased to **$11.20bn**. This was driven by record car sales and dealership acquisitions in CY24.	Gross margin has decreased by 0.9% YOY (18.8% to 17.9%) despite Total Gross Profit **increasing by 8.4%** YOY to **$2.01bn** demonstrating margin compressions.	EBITDA increased by **11.68m** YOY. However, EBITDA margin **decreased by 0.7%** attributed to declines in gross margin demonstrating continued margin pressures within the market.
EBIT margin	**NPBT as % of total rev**	**Average inventory days**
4.8%	3.0%	69.7 days
EBIT decreased by **$10.89m**, due to increasing depreciation and impairment of the NZ cash generating unit. The EBIT margin decreased 0.8%.	NPBT as a % of total revenue **decreased YOY by 1.3%**, due to gross margin compression and increasing operating expenditure.	Inventory days **increased by 14.1%** YOY as a result of inconsistent stock levels across OEMs and growth in the parts business.
Average cash conversion cycle days	**Interest expense growth YOY**	**Interest coverage ratio**
68.9 days	41.1%	2.9x
Cash conversion **increased by 5.6 days** driven mainly by increasing inventory days.	Interest expense **increased from $130.75m to $184.48m YOY**. Alongside this Interest expense % of Gross increased from 7.1% to 9.2%.	Interest coverage **decreased from 4.2x** on the back of increased floorplan costs due to excess stock and declining profitability.
Return on equity	**Total enterprise value to EBIT**	**Price to earnings per share**
16.8%	13.2x	18.9x
Return on equity **decreased by 28.5% YOY**, due to a decrease in earnings representing gross margin compression and increasing operating expenditure.	EV to EBIT increased to **13.2x** compared to **11.3x** at Dec 23. This is primarily attributed to a decline in EBIT.	The share price to earnings per share (before extraordinary items) is **18.9x** compared to **13.2x** at Dec 2023.

Results *snapshot* (cont.)

Autosports performance vs PCP

Total revenue growth

0.9%↑

Revenue increased to **$2.67bn**. The increase was driven by dealership acquisitions in CY24.

Gross margin

18.7%

Gross margin has decreased by 0.9% YOY (19.6% to 18.7%). Total Gross Profit **decreased by 3.7%** YOY to **$500.5m** demonstrating continued margin pressure.

EBITDA margin

6.6%

EBITDA decreased by **$37.12m** YOY. EBITDA margin **decreased by 1.5%** attributed to declines in gross margin demonstrating continued margin pressures within the market.

EBIT margin

4.3%

EBIT decreased by **$43.42m**. Alongside this, EBIT margin **decreased by 1.7%**.

NPBT as % of total rev

2.0%

NPBT as a % of total revenue **decreased YOY by 1.8%**, due to gross margin compression and increasing operating expenditure.

Average inventory days

82.8 days

Inventory days **increased by 27.2%** YOY as a result of stock oversupply from multiple OEMs.

Average cash conversion cycle days

77.2 days

Cash conversion increased by **18.7 days** driven mainly by increasing inventory days.

Interest expense growth YOY

28.5%

Interest expense **increased from $48.02m to $61.70m** YOY. Alongside this Interest expense % of Gross increased from 9.2% to 12.3%.

Interest coverage ratio

1.9x

Interest coverage **decreased from 3.3x** on the back of increased floorplan costs due to excess stock and declining profitability.

Return on equity

7.4%

Return on Equity **decreased by 11.9% YOY**, mainly due to a decrease in earnings and increased interest costs.

Total enterprise value to EBIT

12.3x

EV to EBIT increased to **12.3x** compared to **8.9x** at Dec 23. This is primarily attributed to a decline in EBIT.

Price to earnings per share

10.3x

The share price to earnings per share (before extraordinary items) is **10.3x** compared to **7.1x** at Dec 2023.

Results *snapshot* (cont.)

Peter Warren performance vs PCP

Total revenue growth	Gross margin	EBITDA margin
10.1%↑	16.2%	4.5%
Revenue increased to **$2.50bn**. This was driven by record car sales in 2024 and dealership acquisitions in CY24.	Gross margin has decreased by 1.5% YOY (17.7% to 16.2%) despite total gross profit **increasing by 0.7%** YOY to **$404.2m** demonstrating margin compressions.	EBITDA decreased by **$19.92m** YOY. EBITDA margin also **decreased by 1.3%** attributed to declines in gross margin demonstrating continued margin pressures within the market.
EBIT margin	**NPBT as % of total rev**	**Average inventory days**
3.0%	1.1%	79.5 days
EBIT decreased by **$24.52m**. Alongside this, EBIT margin **decreased by 1.4%**.	NPBT as a % of total revenue **decreased YOY by 2.0%**, due to gross margin compression and increasing operating expenditure.	Inventory days **increased by 3.9%** YOY as a result of stock oversupply from multiple OEMs.
Average cash conversion cycle days	**Interest expense growth YOY**	**Interest coverage ratio**
86.6 days	35.5%	1.6x
Cash conversion **increased by 3.5 days** driven mainly by increasing inventory days.	Interest expense increased from $35.70m to $48.36m YOY. Alongside this interest expense % of gross increased from 8.9% to 12.0%.	Interest coverage **decreased from 2.8x** on the back of increased floorplan costs due to excess stock and declining profitability.
Return on equity	**Total enterprise value to EBIT**	**Price to earnings per share**
3.7%	13.3x	13.1x
Return on equity **decreased by 61.0% YOY**, due to a decrease in earnings representing gross margin compression and increasing operating expenditure.	EV to EBIT increased to **13.3x** compared to **11.1x** at Dec 23. This is primarily attributed to a decline in EBIT.	The share price to earnings per share (before extraordinary items) is **13.1x** compared to **8.8x** at Dec 2023.

At a *glance*

Australia Listed Dealer Groups Comparison – 12 months to 31 December 2024

	ASX:APE		ASX:ASG		ASX:PWR		CY24
	2024	2023	2024	2023	2024	2023	Average
Financial Performance							
Total Revenue	**11,197.2**	**9,860.1**	**2,674.6**	**2,650.7**	**2,500.3**	**2,270.3**	**5,457.4**
Total Revenue Growth YOY	13.56%		0.90%		10.13%		8.20%
Gross Profit	**2,007.7**	**1,851.7**	**500.5**	**519.7**	**404.2**	**401.3**	**970.8**
Margin %	17.93%	18.78%	18.71%	19.60%	16.16%	17.68%	17.79%
EBITDA	**682.2**	**670.5**	**177.8**	**214.9**	**112.4**	**132.3**	**324.1**
Margin %	6.09%	6.80%	6.65%	8.11%	4.50%	5.83%	5.94%
EBIT	**538.3**	**549.2**	**115.4**	**158.8**	**75.5**	**100.0**	**243.1**
Margin %	4.81%	5.57%	4.32%	5.99%	3.02%	4.40%	4.45%
NPBT	**335.6**	**427.3**	**52.7**	**100.0**	**27.6**	**69.7**	**138.7**
Margin %	3.00%	4.33%	1.97%	3.77%	1.11%	3.07%	2.54%
Net Income	**205.1**	**281.1**	**36.1**	**66.1**	**18.3**	**47.6**	**86.5**
Margin %	1.83%	2.85%	1.35%	2.50%	0.73%	2.10%	1.58%
Return on equity	16.79%	23.48%	7.42%	13.99%	3.73%	9.56%	9.31%
Capital Structure and Funding Ratios							
Total Debt	3,370.6	2,674.3	1,078.8	960.6	777.2	704.2	1,742.2
Total Equity	1,350.3	1,305.4	489.3	492.8	518.4	525.0	786.0
Total Debt/Equity	249.62%	204.86%	220.47%	194.95%	149.91%	134.14%	206.66%
Total Assets	5,454.1	4,720.7	1,840.5	1,681.3	1,420.7	1,342.4	2,905.1
LT Debt/Equity	122.13%	91.47%	79.04%	78.84%	58.42%	52.22%	86.53%
Total Liabilities/Total Assets	75.24%	72.35%	73.41%	70.69%	63.51%	60.89%	70.72%
EBIT / Interest Exp	2.9	4.2	1.9	3.3	1.6	2.8	2.1
Interest Expense	(184.5)	(130.8)	(61.7)	(48.0)	(48.4)	(35.7)	(98.2)
Common Dividends Paid	(190.9)	(186.8)	(36.3)	(38.2)	(25.6)	(37.8)	(84.2)
Total Funding Costs	(5.47%)	(4.89%)	(5.72%)	(5.00%)	(6.22%)	(5.07%)	(5.81%)
Market Capitalization	**3,868.5**	**3,719.9**	**372.5**	**470.3**	**239.1**	**419.7**	**1,493.4**
- Cash & Short-Term Investments	(183.7)	(222.2)	(26.2)	(26.6)	(22.7)	(23.9)	(77.5)
+ Total Debt	3,370.6	2,674.3	1,078.8	960.6	777.2	704.2	1,742.2
+ Pref. Equity	-	-	-	-	-	-	-
+ Total Minority Interest	35.8	35.3	-0.8	5.8	9.1	8	14.7
Total Enterprise Value (TEV)	**7,091.3**	**6,207.3**	**1,424.3**	**1,410.2**	**1,002.6**	**1,107.9**	**3,172.7**
Management Efficiency Ratios							
Inventory Turnover	5.3x	6.0x	4.4x	5.6x	4.6x	4.8x	4.8x
Accounts Receivable Turnover	31.1x	29.2x	31.1x	41.2x	30.5x	33.7x	30.9x
+ Average Inventory Days' Supply	69.7x	61.1x	82.8x	65.1x	79.5x	76.5x	77.3x
+ Avg. Days Sales Out.	11.8x	12.5x	11.8x	0.0x	12.0x	10.8x	11.8x
- Avg. Days Payable Out.	12.6x	10.3x	17.4x	15.5x	4.8x	4.1x	11.6x
= Average Cash Conversion Cycle	**68.9**	**63.3**	**77.2**	**58.5**	**86.6**	**83.2**	**77.6**
Liquidity Ratios							
Working Capital	40.3	51.7	(290.7)	(197.3)	(1.4)	35.3	(60.3)
Current Ratio	1.0x	1.0x	0.7x	0.8x	1.0x	1.1x	0.9x
Quick Ratio	0.2x	0.3x	0.1x	0.1x	0.2x	0.2x	0.2x
Cash from Ops. to Curr. Liab.	0.1x	0.2x	0.2x	0.2x	0.1x	0.2x	0.2x

Source: Capital IQ, share prices as at 28/02/2025

At a *glance* (cont.)

Australia Listed Dealer Groups Comparison – 12 months to 31 December 2024 (cont.)

Income Statement ('000s)	APE		ASG		PWR	
For the Fiscal Period Ending	**LTM 31 Dec 2024**	**% of sales (expenses shown % of GP)**	**LTM 31 Dec 2024**	**% of sales (expenses shown % of GP)**	**LTM 31 Dec 2024**	**% of sales (expenses shown % of GP)**
Currency	**$AUD**		**$AUD**		**$AUD**	
Revenue	11,193.7		2,674.6		2,500.1	
Interest And Invest. Income (Rev)	3.5		-		-	
Other Revenue	-		-		0.1	
Total Revenue	**11,197.2**		**2,674.6**		**2,500.3**	
Cost Of Goods Sold	9,189.6		2,174.1		2,096.1	
Gross Profit	**2,007.7**	**17.93%**	**500.5**	**18.71%**	**404.2**	**16.16%**
Selling General & Admin Exp.	802.2	39.95%	220.9	44.13%	237.4	58.74%
Depreciation & Amort.	143.9	7.17%	62.3	12.46%	36.9	9.13%
Other Operating Expense/(Income)	523.3	26.07%	101.8	20.35%	54.3	13.45%
Stock-based Compensation	-	-	-	-	-	-
Other Operating Exp., Total	**1,469.3**	**73.19%**	**385.0**	**76.94%**	**328.7**	**81.32%**
Operating Income	**538.3**	**4.81%**	**115.4**	**4.32%**	**75.5**	**3.02%**
Interest Expense	184.5	9.19%	61.7	12.33%	48.4	11.97%
Interest and Invest. Income	-	-	(0.1)	(0.02%)	(0.9)	(0.22%)
Net Interest Exp.	**184.5**	**9.19%**	**61.6**	**12.31%**	**47.5**	**11.75%**
Income/(Loss) from Affiliates	1.123		-		-	
Other Non-Operating Inc. (Exp.)	-		-		0.3	
NPBT Excl. Unusual Items	**355.0**	**3.17%**	**53.8**	**2.01%**	**28.3**	**1.13%**
Merger & Related Restruct. Charges	-		(1.1)		(0.6)	
Impairment of Goodwill	(17.3)		-		-	
Gain (Loss) On Sale of Assets	4.9		-		-	
Asset Writedown	(7.0)		-		-	
Other Unusual Items	-		-		-	
NPBT Incl. Unusual Items	**335.6**	**3.00%**	**52.7**	**1.97%**	**27.6**	**1.11%**
Income Tax Expense	112.7	5.61%	16.3	3.26%	8.2	2.02%
Earnings from Cont. Ops.	**222.9**	**1.99%**	**36.4**	**1.36%**	**19.5**	**0.78%**
Earnings of Discontinued Ops.	-		-		-	
Net Income to Company	**222.9**	**1.99%**	**36.4**	**1.36%**	**19.5**	**0.78%**
Minority Int. in Earnings	(17.8)		(0.3)		(1.2)	
Net Income	**205.1**	**1.83%**	**36.1**	**1.35%**	**18.3**	**0.73%**

In millions of $AUD, except per share items.
May not add due to rounding.
Source: Capital IQ.

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At a *glance* (cont.)

Australia Listed Dealer Groups Comparison – 12 months to 31 December 2023

Income Statement ('000s)	APE		ASG		PWR	
For the Fiscal Period Ending	**LTM 31 Dec 2023**	**% of sales (expenses shown % of GP)**	**LTM 31 Dec 2023**	**% of sales (expenses shown % of GP)**	**LTM 31 Dec 2023**	**% of sales (expenses shown % of GP)**
Currency	**$AUD**		**$AUD**		**$AUD**	
Revenue	9,851.7		2,650.7		2,269.9	
Interest And Invest. Income (Rev)	8.4		-		-	
Other Revenue	-		-		0.4	
Total Revenue	**9,860.1**		**2,650.7**		**2,270.3**	
Cost Of Goods Sold	8,008.3		2,131.1		1,869.0	
Gross Profit	**1,851.7**	**18.78%**	**519.7**	**19.60%**	**401.3**	**17.68%**
Selling General & Admin Exp.	728.3	39.33%	214.6	41.30%	224.8	56.02%
Depreciation & Amort.	121.3	6.55%	56.0	10.78%	32.3	8.05%
Other Operating Expense/(Income)	435.4	23.51%	90.2	17.36%	44.2	11.01%
Stock-based Compensation	-	-	-	-	-	-
Other Operating Exp., Total	**1,302.5**	**70.34%**	**360.8**	**69.43%**	**301.3**	**75.08%**
Operating Income	**549.2**	**5.57%**	**158.8**	**5.99%**	**100.0**	**4.40%**
Interest Expense	130.8	7.06%	48.0	9.24%	35.7	8.90%
Interest and Invest. Income	-	-	(0.2)	(0.03%)	(0.7)	(0.17%)
Net Interest Exp.	**130.8**	**7.06%**	**47.9**	**9.21%**	**35.0**	**8.73%**
Income/(Loss) from Affiliates	1.3		-		-	
Other Non-Operating Inc. (Exp.)	-		-		6.1	
NPBT Excl. Unusual Items	**419.8**	**4.26%**	**111.0**	**4.19%**	**71.1**	**3.13%**
Merger & Related Restruct. Charges	-		(5.0)		(1.4)	
Gain (Loss) On Sale of Assets	7.6		-		-	
Asset Writedown	-		(6.0)		-	
Other Unusual Items	-		-		-	
NPBT Incl. Unusual Items	**427.3**	**4.33%**	**100.0**	**3.77%**	**69.7**	**3.07%**
Income Tax Expense	128.3	6.93%	33.0	6.35%	21.3	5.31%
Earnings from Cont. Ops.	**299.1**	**3.03%**	**67.0**	**2.53%**	**48.4**	**2.13%**
Earnings of Discontinued Ops.	-		-		-	
Net Income to Company	**299.1**	**3.03%**	**67.0**	**2.53%**	**48.4**	**2.13%**
Minority Int. in Earnings	(18.0)		(0.9)		(0.8)	
Net Income	**281.1**	**2.85%**	**66.1**	**2.50%**	**47.7**	**2.10%**

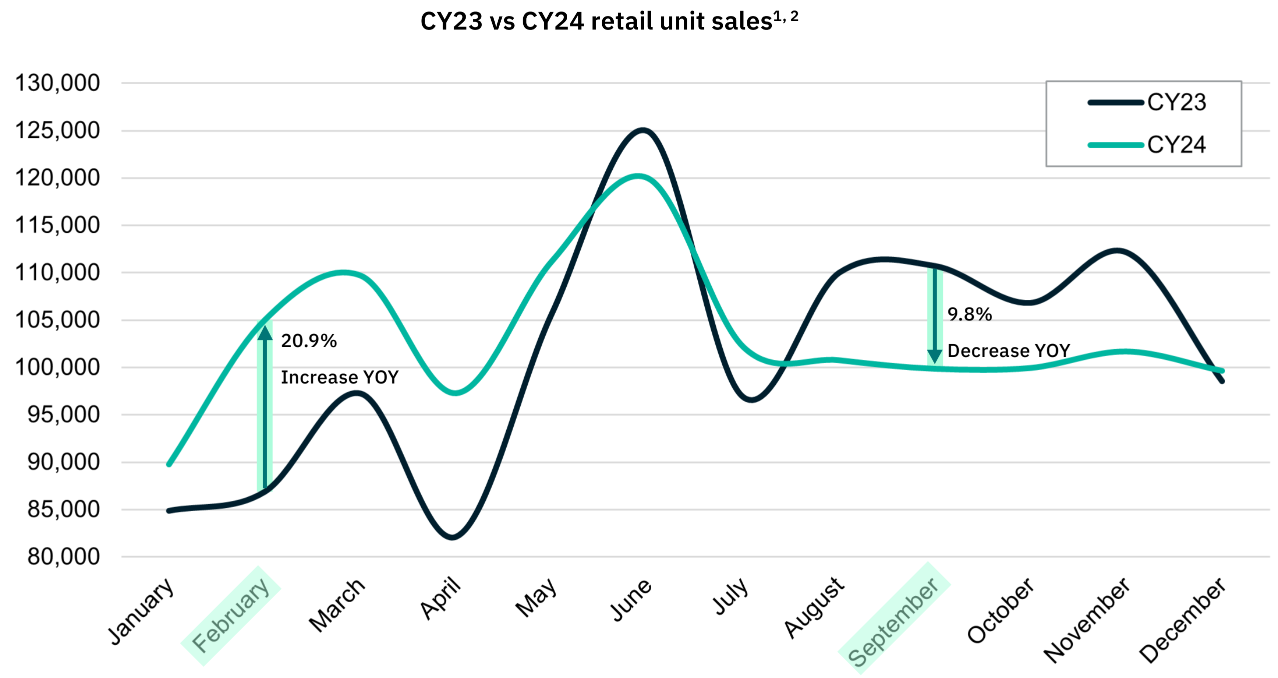
In millions of $AUD, except per share items.
May not add due to rounding.
Source: Capital IQ.

Market *share* VFACTS National – December 2024

	Month		YTD		Variance +/- VOL		%		MTD%		+/-	YTD%		+/-
Total Market	**2024**	**2023**	**2024**	**2023**	**Month**	**YTD**	**Month**	**YTD**	**Mshare 24**	**Mshare 23**	**%**	**Mshare 24**	**Mshare 23**	**%**
Alfa Romeo	23	57	561	716	(34)	(155)	(59.6%)	(21.6%)	0.0%	0.1%	(0.0%)	0.0%	0.1%	(0.0%)
Aston Martin	15	16	154	157	(1)	(3)	(6.3%)	(1.9%)	0.0%	0.0%	(0.0%)	0.0%	0.0%	(0.0%)
Audi	1,551	1,470	15,333	19,039	81	(3,706)	5.5%	(19.5%)	1.6%	1.5%	0.1%	1.3%	1.6%	(0.3%)
Bentley	20	31	183	229	(11)	(46)	(35.5%)	(20.1%)	0.0%	0.0%	(0.0%)	0.0%	0.0%	(0.0%)
BMW	2,465	2,005	26,341	26,184	460	157	22.9%	0.6%	2.6%	2.1%	0.4%	2.2%	2.2%	(0.0%)
BYD	1,993	1,463	20,458	12,438	530	8,020	36.2%	64.5%	2.1%	1.5%	0.5%	1.7%	1.1%	0.6%
Chery	1,885	730	12,603	5,890	1,155	6,713	158.2%	114.0%	2.0%	0.8%	1.2%	1.1%	0.5%	0.6%
Chevrolet	425	356	4,303	3,703	69	600	19.4%	16.2%	0.4%	0.4%	0.1%	0.4%	0.3%	0.0%
Chrysler	-	-	-	7	-	(7)	-	(100.0%)	0.0%	0.0%	0.0%	0.0%	0.0%	(0.0%)
Citroen	3	14	147	228	(11)	(81)	(78.6%)	(35.5%)	0.0%	0.0%	(0.0%)	0.0%	0.0%	(0.0%)
CUPRA	323	282	2,339	3,765	41	(1,426)	14.5%	(37.9%)	0.3%	0.3%	0.0%	0.2%	0.3%	(0.1%)
Dodge	-	-	6	-	-	6	-	-	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Ferrari	11	13	246	215	(2)	31	(15.4%)	14.4%	0.0%	0.0%	(0.0%)	0.0%	0.0%	0.0%
Fiat	26	42	527	755	(16)	(228)	(38.1%)	(30.2%)	0.0%	0.0%	(0.0%)	0.0%	0.1%	(0.0%)
Fiat Professional	17	130	1,478	1,307	(113)	171	(86.9%)	13.1%	0.0%	0.1%	(0.1%)	0.1%	0.1%	0.0%
Ford	8,305	9,826	100,170	87,800	(1,521)	12,370	(15.5%)	14.1%	8.6%	10.3%	(1.7%)	8.4%	7.5%	0.9%
Genesis	113	113	1,400	1,916	-	(516)	0.0%	(26.9%)	0.1%	0.1%	(0.0%)	0.1%	0.2%	(0.0%)
GWM	4,073	3,862	42,782	36,397	211	6,385	5.5%	17.5%	4.2%	4.1%	0.2%	3.6%	3.1%	0.5%
Honda	1,085	1,577	14,092	13,734	(492)	358	(31.2%)	2.6%	1.1%	1.7%	(0.5%)	1.2%	1.2%	0.0%
Hyundai	5,025	4,887	71,664	75,183	138	(3,519)	2.8%	(4.7%)	5.2%	5.1%	0.1%	6.0%	6.4%	(0.4%)
Isuzu Ute	3,558	3,987	48,172	45,341	(429)	2,831	(10.8%)	6.2%	3.7%	4.2%	(0.5%)	4.0%	3.9%	0.2%
Iveco Bus	-	-	-	3	-	(3)	-	(100.0%)	0.0%	0.0%	0.0%	0.0%	0.0%	(0.0%)
Jaguar	40	77	743	581	(37)	162	(48.1%)	27.9%	0.0%	0.1%	(0.0%)	0.1%	0.0%	0.0%
Jeep	157	325	2,377	4,634	(168)	(2,257)	(51.7%)	(48.7%)	0.2%	0.3%	(0.2%)	0.2%	0.4%	(0.2%)
Kia	6,302	5,583	81,787	76,120	719	5,667	12.9%	7.4%	6.5%	5.9%	0.7%	6.8%	6.5%	0.3%
Lamborghini	19	23	273	241	(4)	32	(17.4%)	13.3%	0.0%	0.0%	(0.0%)	0.0%	0.0%	0.0%
Land Rover	558	649	7,910	8,425	(91)	(515)	(14.0%)	(6.1%)	0.6%	0.7%	(0.1%)	0.7%	0.7%	(0.1%)
LDV	1,087	1,623	16,022	21,298	(536)	(5,276)	(33.0%)	(24.8%)	1.1%	1.7%	(0.6%)	1.3%	1.8%	(0.5%)
Leapmotor	64	-	64	-	64	64	-	-	0.1%	0.0%	0.1%	0.0%	0.0%	0.0%
Lexus	1,273	1,144	13,642	15,192	129	(1,550)	11.3%	(10.2%)	1.3%	1.2%	0.1%	1.1%	1.3%	(0.2%)
Lotus	5	9	155	183	(4)	(28)	(44.4%)	(15.3%)	0.0%	0.0%	(0.0%)	0.0%	0.0%	(0.0%)
Maserati	22	37	377	638	(15)	(261)	(40.5%)	(40.9%)	0.0%	0.0%	(0.0%)	0.0%	0.1%	(0.0%)
Mazda	7,256	6,765	95,987	100,008	491	(4,021)	7.3%	(4.0%)	7.5%	7.1%	0.4%	8.0%	8.5%	(0.5%)
McLaren	13	4	95	85	9	10	225.0%	11.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Mercedes-Benz Cars	1,681	2,045	19,989	24,315	(364)	(4,326)	(17.8%)	(17.8%)	1.7%	2.2%	(0.4%)	1.7%	2.1%	(0.4%)
Mercedes-Benz Vans	475	222	4,842	4,538	253	304	114.0%	6.7%	0.5%	0.2%	0.3%	0.4%	0.4%	0.0%
MG	4,218	3,834	50,592	58,346	384	(7,754)	10.0%	(13.3%)	4.4%	4.0%	0.3%	4.2%	5.0%	(0.7%)
MINI	306	279	3,982	4,289	27	(307)	9.7%	(7.2%)	0.3%	0.3%	0.0%	0.3%	0.4%	(0.0%)
Mitsubishi	5,754	5,134	74,547	63,511	620	11,036	12.1%	17.4%	6.0%	5.4%	0.6%	6.2%	5.4%	0.8%
Nissan	4,224	2,658	45,284	39,376	1,566	5,908	58.9%	15.0%	4.4%	2.8%	1.6%	3.8%	3.3%	0.4%
Peugeot	108	217	1,896	2,516	(109)	(620)	(50.2%)	(24.6%)	0.1%	0.2%	(0.1%)	0.2%	0.2%	(0.1%)
Polestar	178	405	1,713	2,463	(227)	(750)	(56.0%)	(30.5%)	0.2%	0.4%	(0.2%)	0.1%	0.2%	(0.1%)
Porsche	602	302	7,029	6,052	300	977	99.3%	16.1%	0.6%	0.3%	0.3%	0.6%	0.5%	0.1%
RAM	320	349	3,852	6,833	(29)	(2,981)	(8.3%)	(43.6%)	0.3%	0.4%	(0.0%)	0.3%	0.6%	(0.3%)
Renault	418	448	5,556	8,024	(30)	(2,468)	(6.7%)	(30.8%)	0.4%	0.5%	(0.0%)	0.5%	0.7%	(0.2%)
Rolls-Royce	5	5	54	49	-	5	0.0%	10.2%	0.0%	0.0%	(0.0%)	0.0%	0.0%	0.0%
Skoda	258	631	5,015	7,999	(373)	(2,984)	(59.1%)	(37.3%)	0.3%	0.7%	(0.4%)	0.4%	0.7%	(0.3%)
SsangYong	291	494	5,393	5,966	(203)	(573)	(41.1%)	(9.6%)	0.3%	0.5%	(0.2%)	0.4%	0.5%	(0.1%)
Stellantis	7	-	79	-	7	79	-	-	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Subaru	2,969	3,623	40,604	46,114	(654)	(5,510)	(18.1%)	(11.9%)	3.1%	3.8%	(0.7%)	3.4%	3.9%	(0.5%)
Suzuki	1,355	1,203	21,278	17,078	152	4,200	12.6%	24.6%	1.4%	1.3%	0.1%	1.8%	1.5%	0.3%
Tesla	3,593	2,192	38,347	46,116	1,401	(7,769)	63.9%	(16.8%)	3.7%	2.3%	1.4%	3.2%	3.9%	(0.7%)
Toyota	18,657	19,281	241,296	215,240	(624)	26,056	(3.2%)	12.1%	19.3%	20.3%	(1.0%)	20.1%	18.3%	1.8%
Volkswagen	2,719	3,613	36,480	43,821	(894)	(7,341)	(24.7%)	(16.8%)	2.8%	3.8%	(1.0%)	3.0%	3.7%	(0.7%)
Volvo Car	616	927	8,898	11,128	(311)	(2,230)	(33.5%)	(20.0%)	0.6%	1.0%	(0.3%)	0.7%	0.9%	(0.2%)
Total cars	**96,466**	**94,962**	**1,199,117**	**1,176,186**	**1,504**	**22,931**	**1.6%**	**1.9%**	**100.0%**	**100.0%**		**100.0%**	**100.0%**	
Daf	42	88	629	849	(46)	(220)	(52.3%)	(25.9%)	1.3%	2.5%	(1.1%)	1.6%	2.1%	(0.4%)
Dennis Eagle	13	32	99	98	(19)	1	(59.4%)	1.0%	0.4%	0.9%	(0.5%)	0.3%	0.2%	0.0%
Foton Mobility	3	2	68	71	1	(3)	50.0%	(4.2%)	0.1%	0.1%	0.0%	0.2%	0.2%	0.0%
Freightliner	16	24	266	355	(8)	(89)	(33.3%)	(25.1%)	0.5%	0.7%	(0.2%)	0.7%	0.9%	(0.2%)
Fuso	323	369	3,827	4,822	(46)	(995)	(12.5%)	(20.6%)	10.1%	10.3%	(0.2%)	10.0%	11.9%	(1.9%)
Hino	426	520	5,077	5,909	(94)	(832)	(18.1%)	(14.1%)	13.3%	14.5%	(1.2%)	13.3%	14.6%	(1.3%)
Hyundai Commercial Vehicles	16	23	338	319	(7)	19	(30.4%)	6.0%	0.5%	0.6%	(0.1%)	0.9%	0.8%	0.1%
Isuzu	1,184	1,060	13,402	13,658	124	(256)	11.7%	(1.9%)	37.0%	29.6%	7.4%	35.1%	33.6%	1.5%
Iveco Trucks	251	208	2,357	2,073	43	284	20.7%	13.7%	7.8%	5.8%	2.0%	6.2%	5.1%	1.1%
Kenworth	358	410	3,774	3,655	(52)	119	(12.7%)	3.3%	11.2%	11.4%	(0.3%)	9.9%	9.0%	0.9%
Mack	62	118	959	1,097	(56)	(138)	(47.5%)	(12.6%)	1.9%	3.3%	(1.4%)	2.5%	2.7%	(0.2%)
Man	51	33	420	328	18	92	54.5%	28.0%	1.6%	0.9%	0.7%	1.1%	0.8%	0.3%
Mercedes-Benz Trucks	73	85	1,160	1,041	(12)	119	(14.1%)	11.4%	2.3%	2.4%	(0.1%)	3.0%	2.6%	0.5%
Scania	95	133	1,459	1,383	(38)	76	(28.6%)	5.5%	3.0%	3.7%	(0.7%)	3.8%	3.4%	0.4%
SEA Electric	-	-	12	26	-	(14)	-	(53.8%)	0.0%	0.0%	0.0%	0.0%	0.1%	(0.0%)
UD Trucks	55	117	896	1,176	(62)	(280)	(53.0%)	(23.8%)	1.7%	3.3%	(1.5%)	2.3%	2.9%	(0.5%)
Volvo Commercial	220	349	3,193	3,552	(129)	(359)	(37.0%)	(10.1%)	6.9%	9.7%	(2.9%)	8.4%	8.8%	(0.4%)
Western Star	12	11	234	182	1	52	9.1%	28.6%	0.4%	0.3%	0.1%	0.6%	0.4%	0.2%
Total Heavy / Commercial	**3,200**	**3,582**	**38,170**	**40,594**	**(382)**	**(2,424)**	**(10.7%)**	**(6.0%)**	**100.0%**	**100.0%**		**100.0%**	**100.0%**	
Total Market	**99,666**	**98,544**	**1,237,287**	**1,216,780**	**1,122**	**20,507**	**1.1%**	**1.7%**						

Sources:
[1]Federal Chamber of Automotive Industries – VFACTS Report December 2024 [2]Electric Vehicle Council – Vehicle Sales Report December 2024

VFACTS December 2024 *summary*



Sources:
[1]Federal Chamber of Automotive Industries – VFACTS 2023 & 2024 monthly reports.
[2]Electric Vehicle Council – 2024 monthly vehicle sales reports.

Key takeaways for the month of December 2024

- December 2024 monthly figures were up 1.1% for the total market compared to December 2023, thanks to the strong performances by BYD, Chery, Ford, GWM, KIA, Mitsubishi, Nissan, Suzuki and Toyota offsetting mediocre performances by others.
- Ford finished the year with a slim lead over Mazda with continual impressive sales in the Ranger and Everest ranges.
- The Chinese brands have now fully established themselves in the volume (Chery, GWM, and MG) and EV segments (BYD and Tesla).

Dealer performance

- Margins continue to compress, forcing dealers to focus on the back end, F&I and aftermarket to maintain best practice profitability.
- Dealers should also be reviewing the big four expenses (floorplan, advertising, employee and rent) and generate well-developed strategies to generate productivity and efficiencies throughout the business to mitigate the ever-increasing cost base of running a dealership.
- The return to pre-pandemic gross profits and inflationary cost base has put dealers into a vice that is significantly impacting net profit margins. Dealers must focus on pro-active generation of gross and expense management is now critical.
- Do not fall behind! In these times, dealers need to return to fundamentals and focus on best practices to keep the dealership profitable!

VFACTS December 2024 *summary* (cont.)

VFACTS analysis

Pitcher Partners predict CY25 new vehicle sales volumes will be 1.1million+ units, with the first half being particularly impacted by cost-of-living pressures and the looming May election. We believe the second half of CY25 will see increasing new car sales as interest rate reductions start to drive improved consumer sentiment.

The good news is once the industry navigates through the first half of CY25 and the election; the second half should be better for dealers and their bottom lines.

To quell any concerns about the trajectory that the Australian market is on, we analysed the last 15 years of monthly VFACTS data compared to Australia's population.

Population growth will also continue to contribute to increasing unit sales. The population grew by 552,000 people in CY24 meaning 25,000 more new vehicles were sold by virtue of population growth alone. That means 4.58 % of the Australian population bought a new car in CY2024. Despite any economic headwinds, Australians still need cars and trucks for mobility and transport of goods. In Pitcher Partners opinion, the new 'water-line' for new vehicle sales is ~1.1m units as the natural replacement rate of vehicle in Australia. Anything more or less will be due to external environmental or economic impacts.

About *Pitcher Partners*

Sydney statistics		National statistics		
34 partners	300+ people	145+ partners	1,500+ people	6 independent member firms

Statistics as at January 2025.

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Today, we're one of the largest accounting, audit and business advisory firms in Australia. We work with middle market businesses, from family-run companies to renowned industry leaders and iconic brands. And help families and individuals manage their wealth across generations.

If you've got ambition, we're the team you want on your side.

Local knowledge, national footprint

Pitcher Partners is a national association of six independent accounting, audit and business advisory practices. You'll find our firms in Adelaide, Brisbane, Melbourne, Newcastle and Hunter, Perth and Sydney. Each firm has a unique character, with a strong connection to the local community. Supported by our combined resources, we deliver Australia's most personalised and responsive assurance and advisory services.

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We'll always make it personal

At the heart of Pitcher Partners is the idea that business is never just business. We're known for the dedication we give to building great relationships, and it's been that way from the start. People first.

Everything we do is grounded in communication and collaboration. We're here for that frank, refreshing and always informed discussion that leads to new ideas and better decisions. And we're here for you. Whatever your goals, we can get there together.

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Every day, more than 43,500 people in 143 territories share experiences and expertise to help privately held businesses and public interest entities meet challenges and proactively respond to opportunities. International capability and global consistency of service are central to the way we work.

3,840+	43,500+	143	$5.6bn
partners	**experienced professionals**	**territories**	**worldwide revenue 2024 (USD)**

Global statistics as at January 2025.

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Pitcher Partners

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