



5 June 2018

## **Record May sales set the scene for record first half year**

With just the month of June to go and with another month of record sales in May, new truck deliveries in 2018 are looking to rewrite the history books for the first half of the year. The total Australian new truck market for May 2018 reached 3,913 units, up a healthy 20.9 percent on the same month in 2017 and is a record for May heavy vehicle sales, surpassing the previous best result of 3,323 set in 2007. All segment posted positive growth over that of May 2017. Year-to-date the result for the total market is even better, tracking comfortably above this time last year by 2,827 vehicles or 21.9 percent.

As we have seen for all of 2018 thus far, it was the Heavy Duty truck segment that again led the way with sales growth, with 1,328 HD units sold, up a significant 31.0 percent, or 314 units, over May 2017. When compared with the record pre-Global Financial Crisis month of May 2007 when 1,156 trucks were sold, May 2018 is up by 15 percent, showing that the HD market is well on track for a sales record for the first six months of this year. Year-to-date 5,387 Heavies have been delivered, up a staggering 38.8 percent (1,506 trucks) over this time last year.

The Medium Duty segment continues to perform strongly too, outselling the corresponding month in 2017 by 110 units, a 17.3 percent increase. In total 747 Medium trucks were delivered in May 2018. For the year-to-date, 3,189 MD trucks have been delivered, up a very healthy 23.7 percent (611 trucks) over the same period in 2017.

Light Duty trucks were again well into positive territory up 13.5 percent for the month with 1,215 sales in May 2018, this compares to 1,071 sales for the same month in 2017. 4,717 LD trucks have been delivered thus far in 2018, compared to 4,218 in 2017, a gain of 11.8 percent year-to-date 2018.

Light Duty Van sales in 2018 have been up on 2017 results, however sales in the van segment have not been as spectacular as has been seen in the truck segments. That said, van sales in May were up by 21.0 percent over May 2017 with 623 vans being delivered. This takes the year -to-date 2018 van tally to 2,446, up 211 vans (9.4 percent) over the result to the end of May 2017.

President of TIC, the peak industry body for truck manufacturers and importers into Australia, Phil Taylor, said "May was a strong month for heavy vehicle sales with all segments posting gains over

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May 2017. It is pleasing to see the Heavy Duty segment continuing to lead new truck sales growth in 2018 with record breaking month after record breaking month. Medium Duty truck sales are also continuing their strong start to the year. Next month, June, is typically a strong month for trucks sales as we reach the end of our financial year and the signs are all positive that we will reach the halfway point of 2018 with a result that will rewrite the history books for heavy vehicle sales in Australia. This has been a long time in the making.” Mr Taylor concluded.

Tony McMullan, CEO of Truck Industry Council, was also optimistic at the market’s performance year-to-date “Sales to the end of May continue to be the strongest that we have ever seen, ahead of the previous record year of 2007. It is particularly satisfying to see Heavy Duty truck sales at record or near record levels over the first five months of the year. This is a good indicator that business confidence is strong in the road freight sector as it is across most, if not all, economic segments. The indicators are there for a record first half year result and hopefully a similar result in quarters three and four of 2018.” Mr McMullan stated.

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*Truck Industry Council is the peak body representing all suppliers of on-road heavy vehicles in Australia. TIC members represent 17 truck brands currently on sale in Australia, plus four truck engine and major component brands.*

*\*T-Mark is a database that compiles all trucks (that is, non-passenger carrying vehicles with Gross Vehicle Mass above 3,500 kg) sold into the Australian market that comply with Australian Design Rules. All road registered vehicles are captured, plus most of the off-road vehicles. Monthly data reports are made available to TIC members and the media.*

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