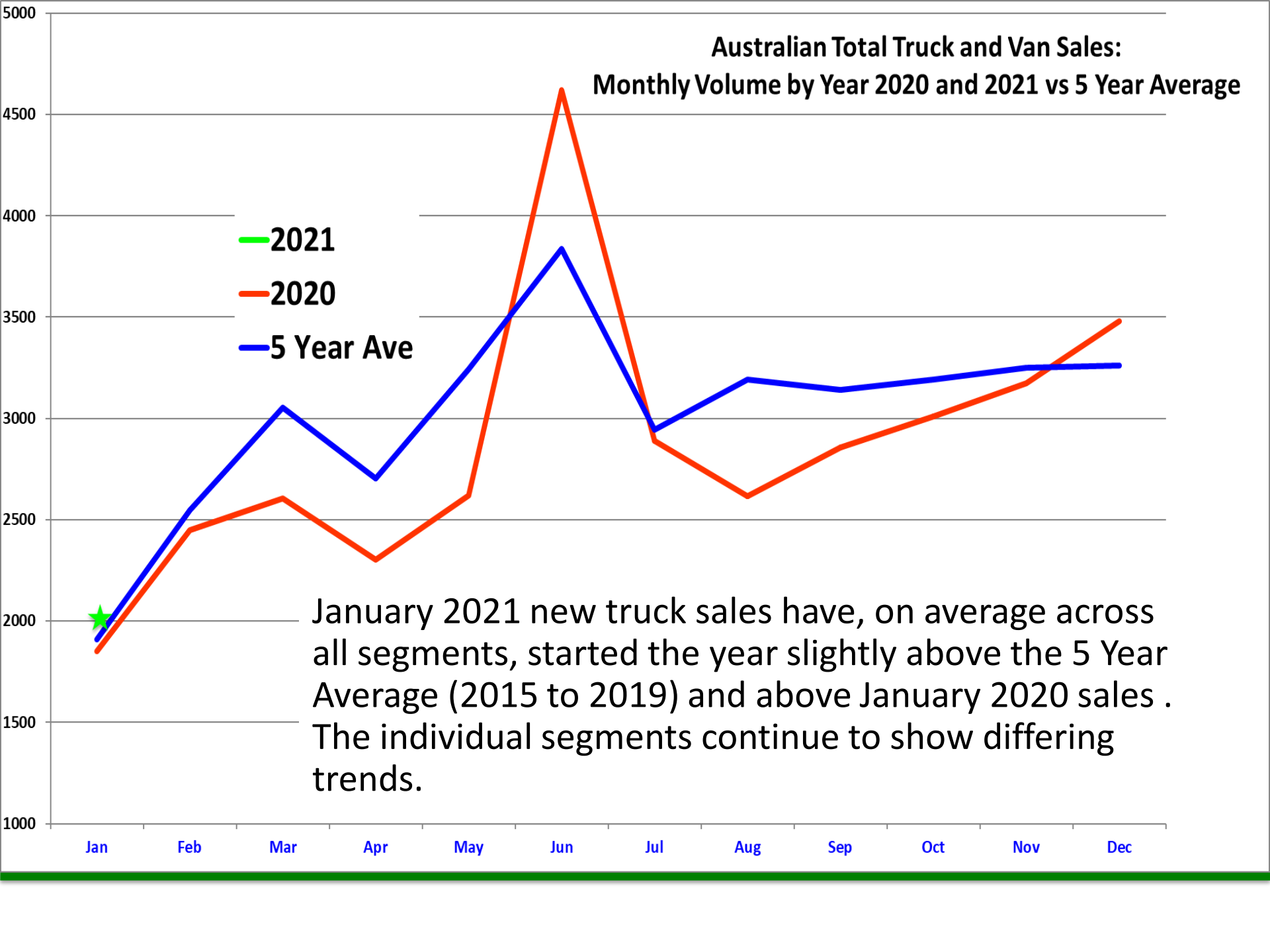


Australian Total Truck and Van Sales: Monthly Volume by Year 2020 and 2021 vs 5 Year Average



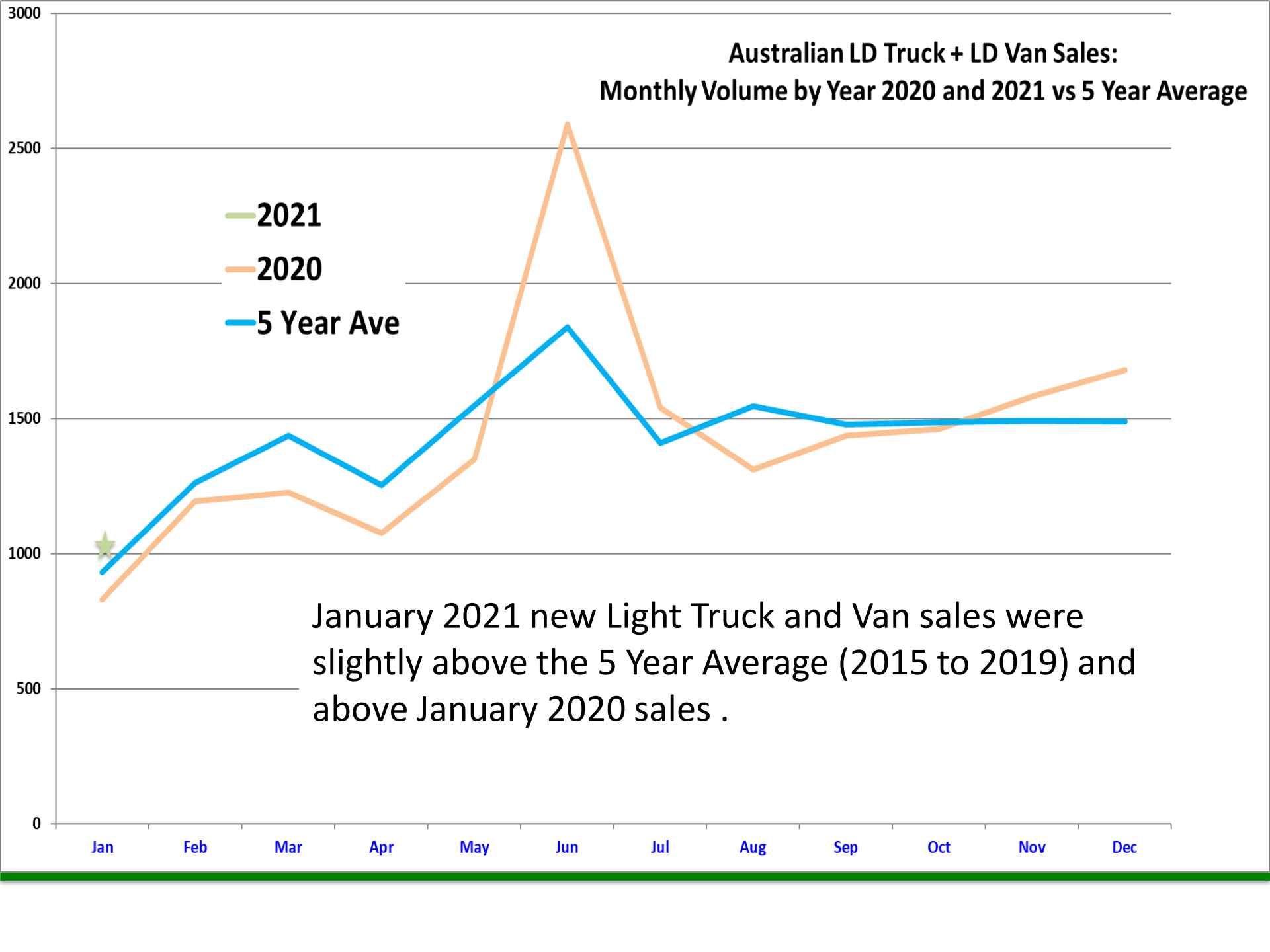
January 2021 new truck sales have, on average across all segments, started the year slightly above the 5 Year Average (2015 to 2019) and above January 2020 sales . The individual segments continue to show differing trends.

Australian LD Truck + LD Van Sales: Monthly Volume by Year 2020 and 2021 vs 5 Year Average

— 2021
— 2020
— 5 Year Ave

January 2021 new Light Truck and Van sales were slightly above the 5 Year Average (2015 to 2019) and above January 2020 sales .

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

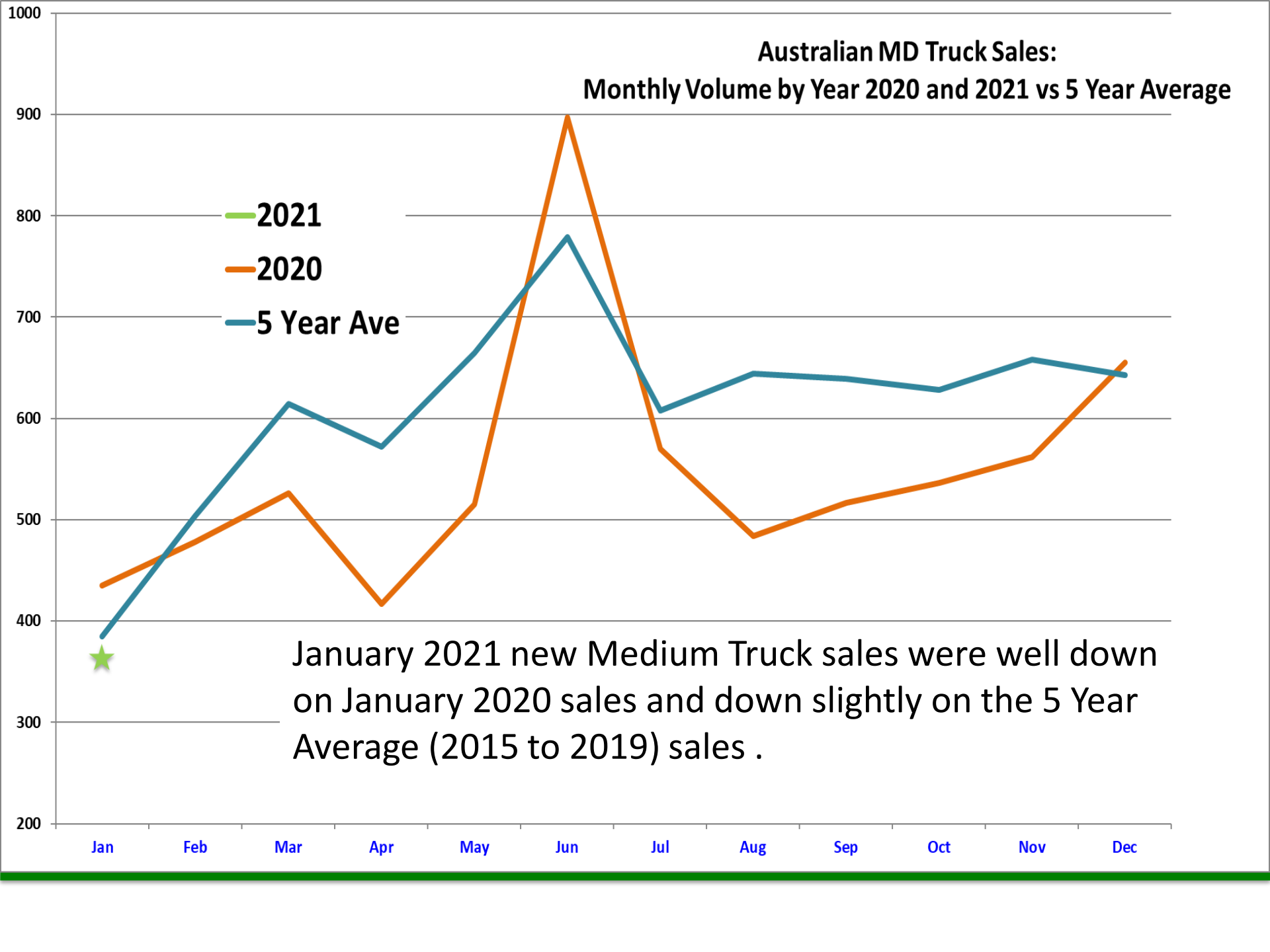


Australian MD Truck Sales: Monthly Volume by Year 2020 and 2021 vs 5 Year Average

— 2021
— 2020
— 5 Year Ave

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

January 2021 new Medium Truck sales were well down on January 2020 sales and down slightly on the 5 Year Average (2015 to 2019) sales .

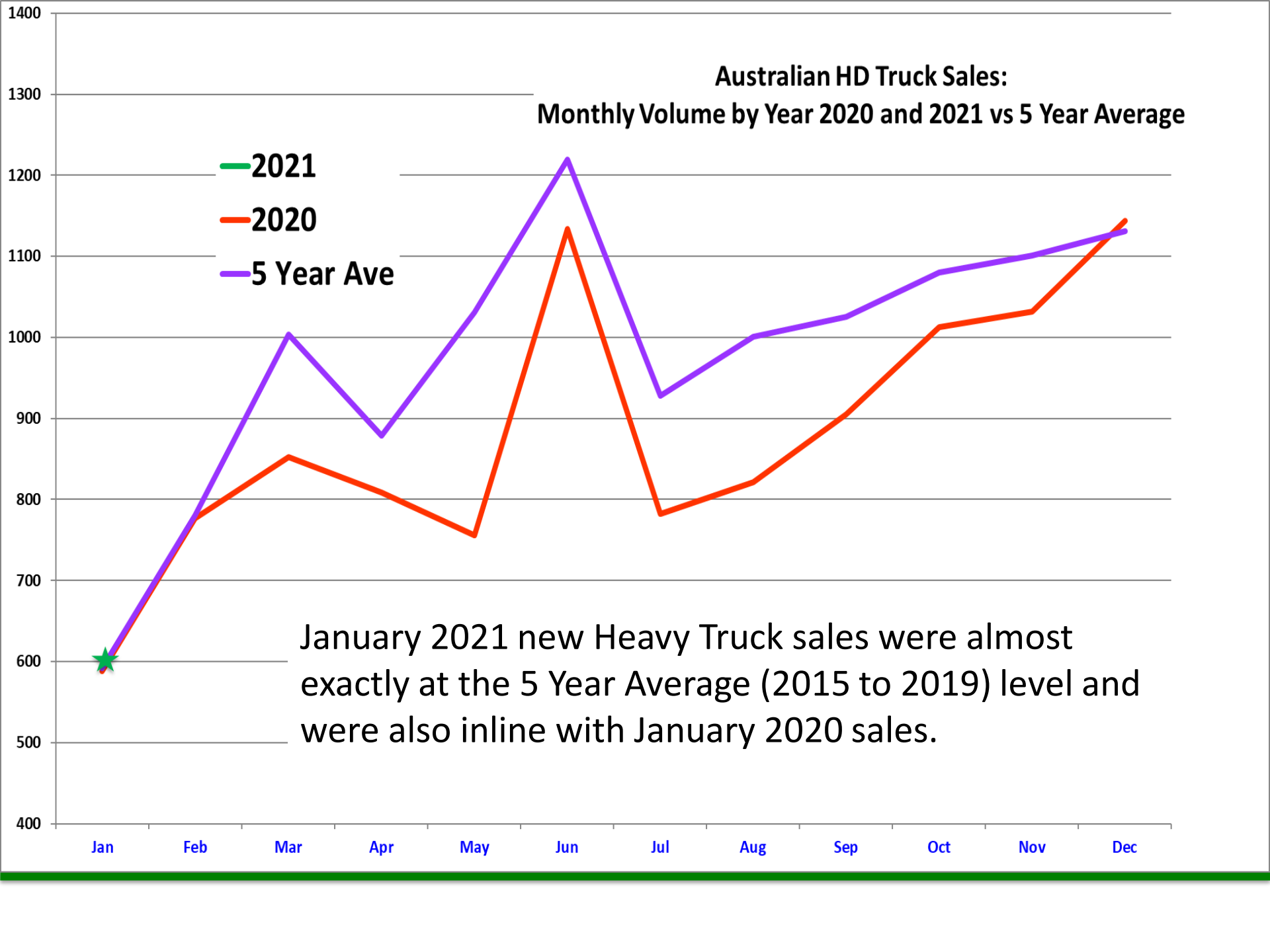


Australian HD Truck Sales: Monthly Volume by Year 2020 and 2021 vs 5 Year Average

— 2021
— 2020
— 5 Year Ave

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

January 2021 new Heavy Truck sales were almost exactly at the 5 Year Average (2015 to 2019) level and were also inline with January 2020 sales.





TIC analysis and comments

- January new truck sales are typically fickle, 2021 sales are no exception! A slow start to the year is not uncommon and sales in January 2021 were in line with yearly trends.
- There is no evidence that the current Federal Government financial incentives had any significant effect on January 2021 new truck sales.
- However, TIC is receiving feedback from some truck manufacturers and importers that international part and vehicle supply shortages, due to the global COVID 19 pandemic, are impacting on their ability to build trucks in Australia and import trucks from parent organisations in the Northern hemisphere. This problem may continue well into 2021.