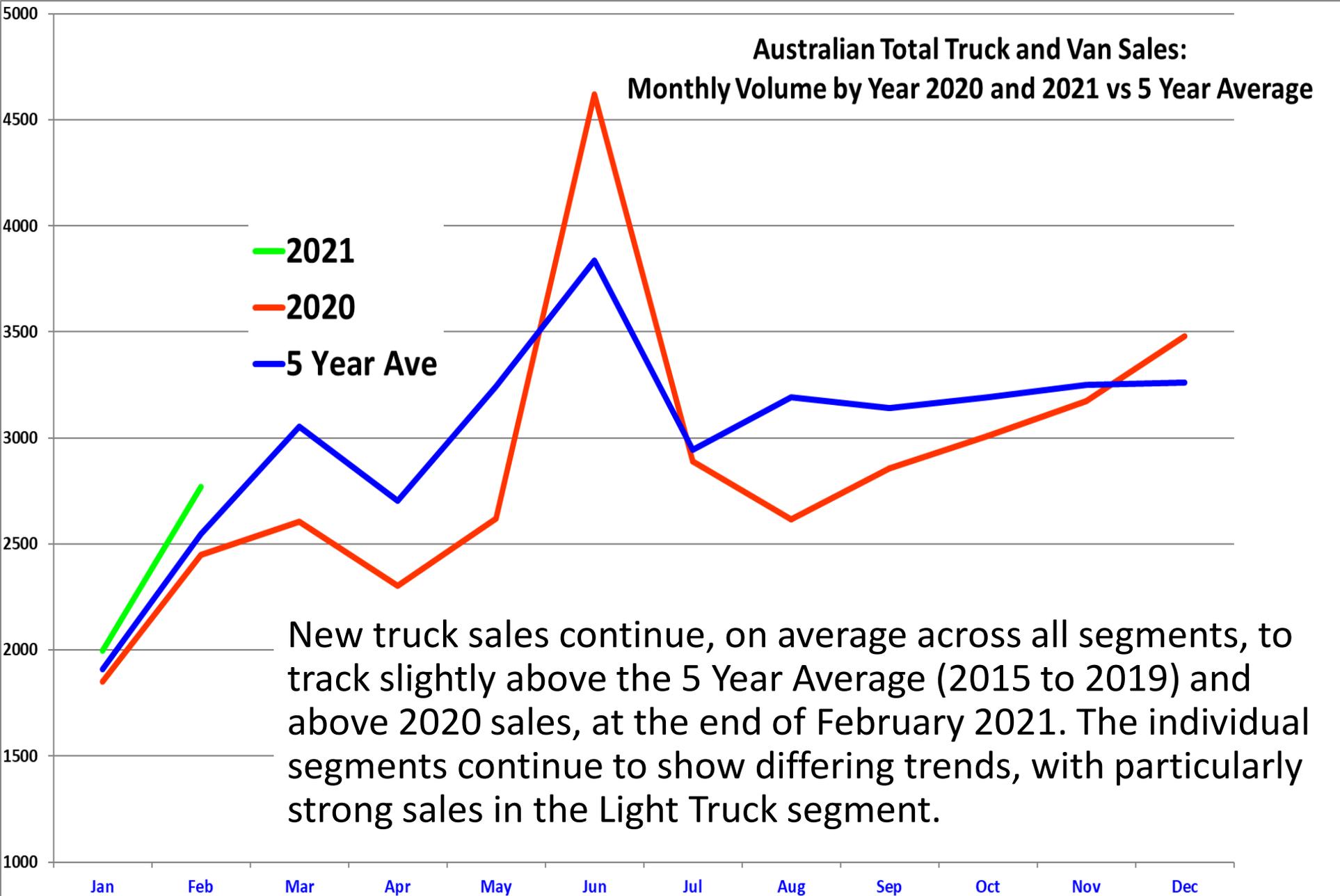


Australian Total Truck and Van Sales: Monthly Volume by Year 2020 and 2021 vs 5 Year Average



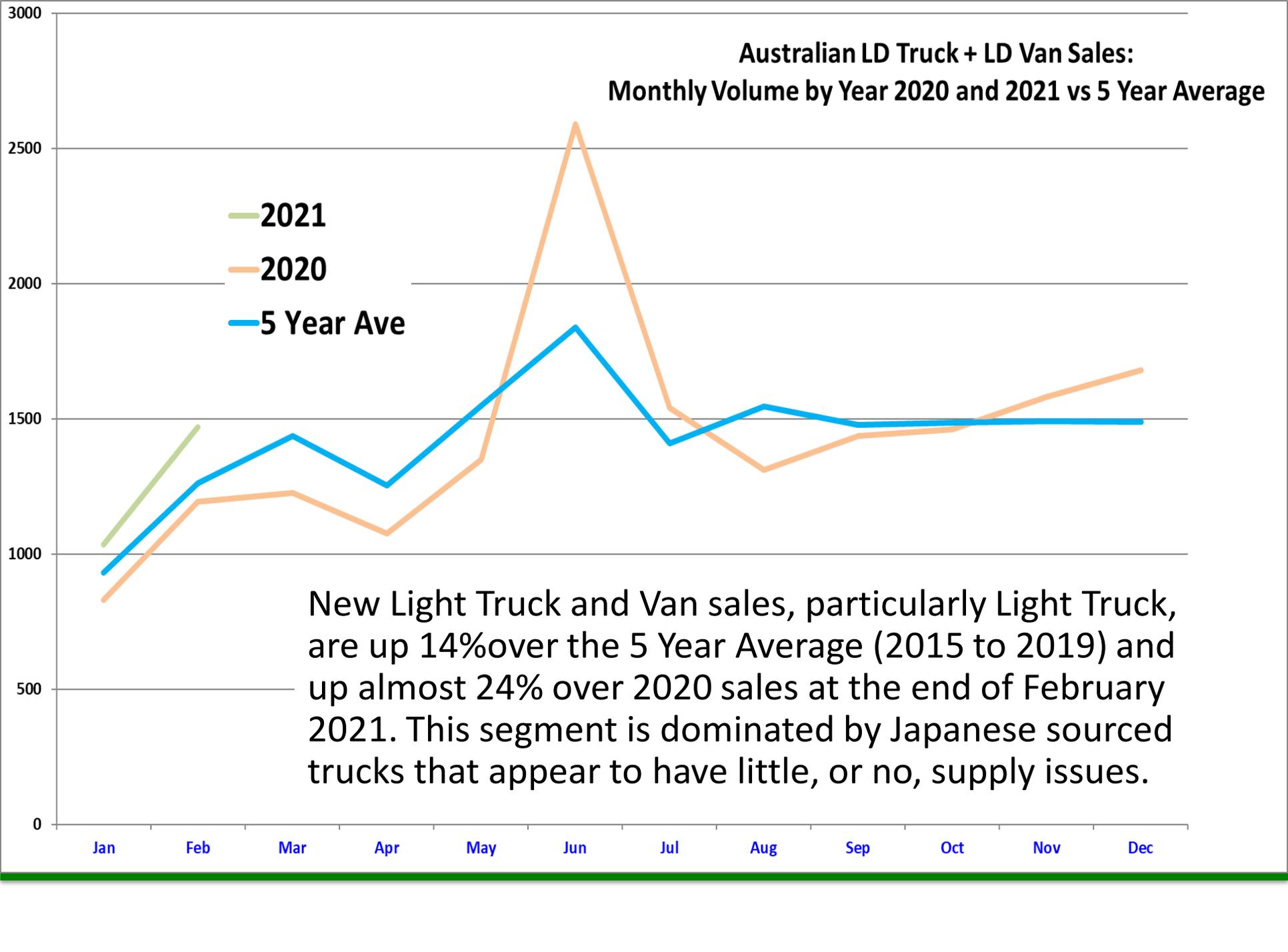
New truck sales continue, on average across all segments, to track slightly above the 5 Year Average (2015 to 2019) and above 2020 sales, at the end of February 2021. The individual segments continue to show differing trends, with particularly strong sales in the Light Truck segment.

Australian LD Truck + LD Van 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

New Light Truck and Van sales, particularly Light Truck, are up 14% over the 5 Year Average (2015 to 2019) and up almost 24% over 2020 sales at the end of February 2021. This segment is dominated by Japanese sourced trucks that appear to have little, or no, supply issues.

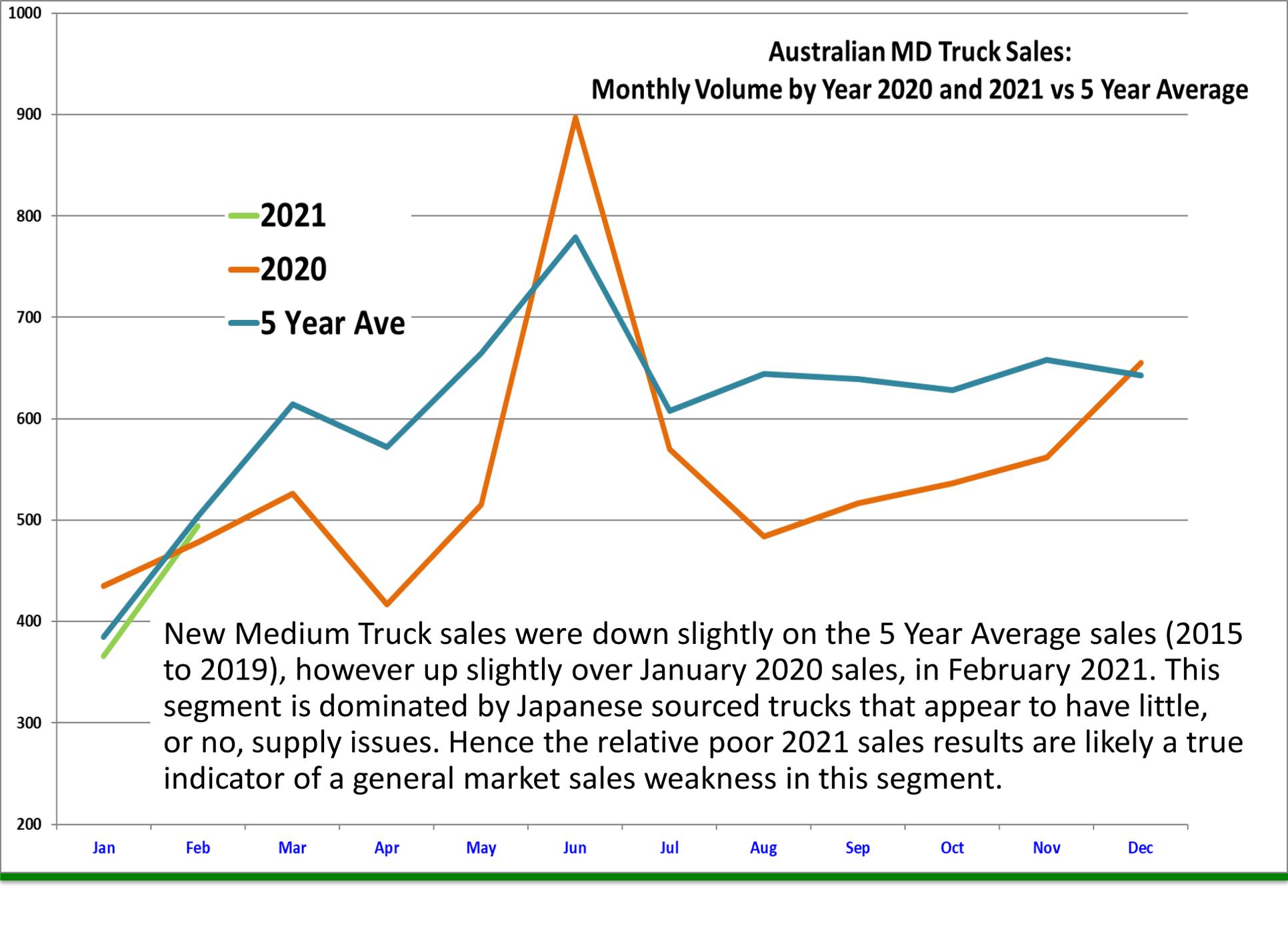


Australian MD Truck Sales: Monthly Volume by Year 2020 and 2021 vs 5 Year Average

— 2021
— 2020
— 5 Year Ave

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

New Medium Truck sales were down slightly on the 5 Year Average sales (2015 to 2019), however up slightly over January 2020 sales, in February 2021. This segment is dominated by Japanese sourced trucks that appear to have little, or no, supply issues. Hence the relative poor 2021 sales results are likely a true indicator of a general market sales weakness in this segment.



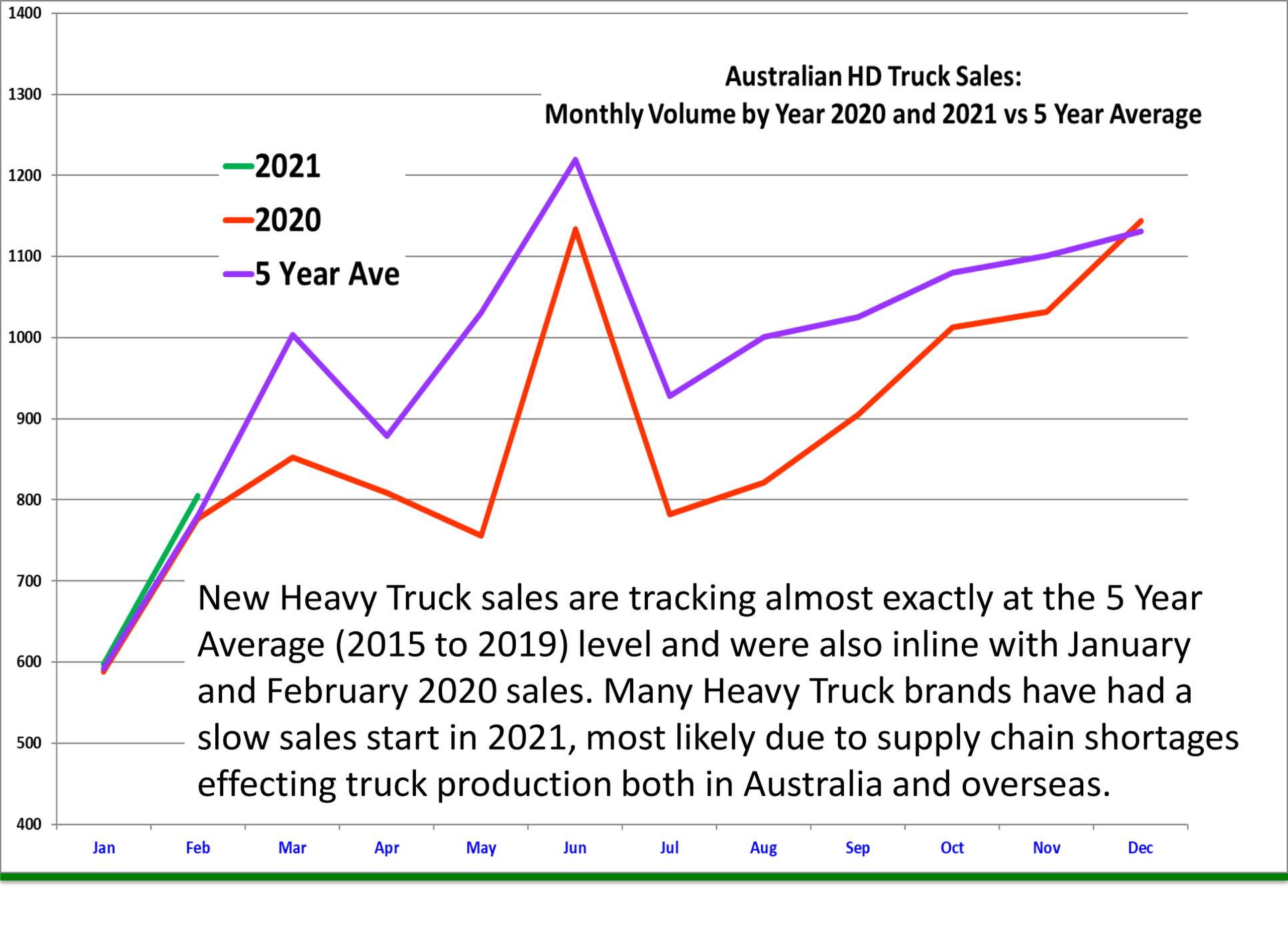
Australian HD Truck Sales:

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

New Heavy Truck sales are tracking almost exactly at the 5 Year Average (2015 to 2019) level and were also inline with January and February 2020 sales. Many Heavy Truck brands have had a slow sales start in 2021, most likely due to supply chain shortages effecting truck production both in Australia and overseas.





TIC analysis and comments

- TIC is receiving continued feedback from a number of 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 Europe and the USA. This problem may continue well into 2021.
- Supply of trucks out of Japan appears to be solid and Australian importers do not seem to be experiencing any significant shortages. Strong Japanese supply has supported very good Light Duty Truck sales in the first 2 months of 2021.
- Medium Duty sales (dominated by the Japanese brands) are weak and cannot be attributed to supply issues, as truck imports from Japan remain solid.