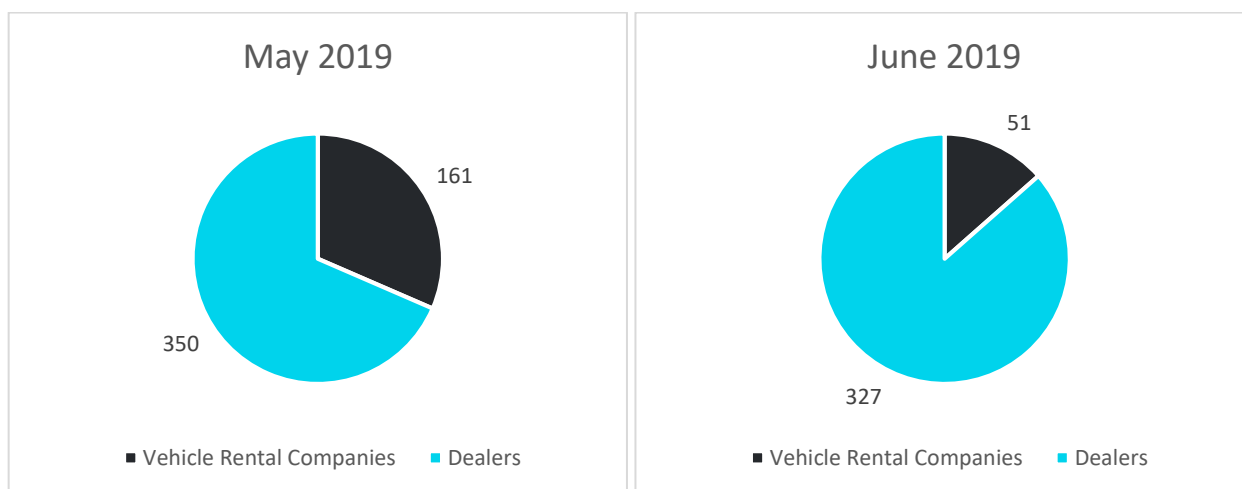


New Vehicle Sales Note – June 2019

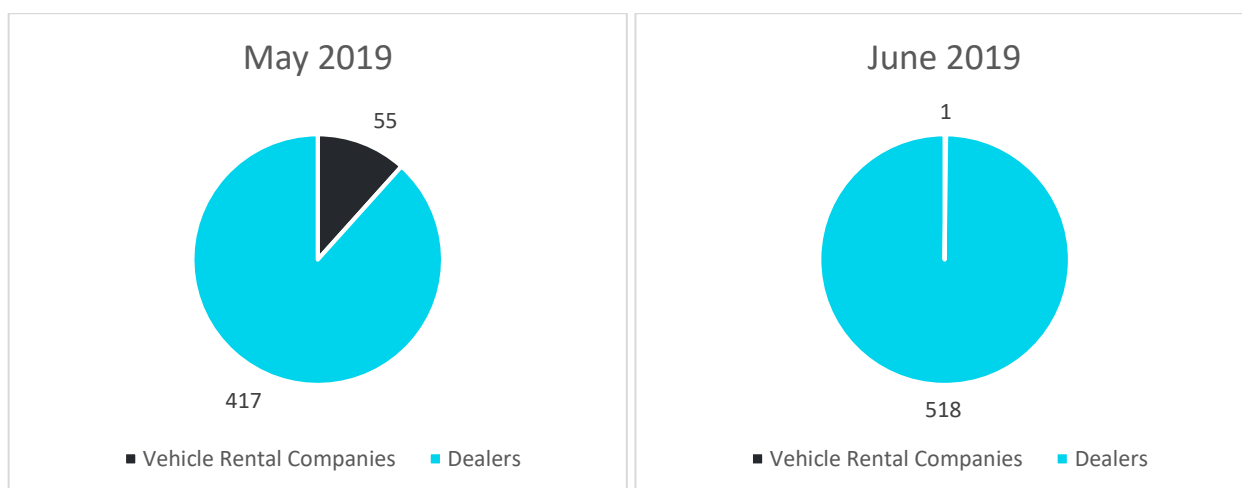
The latest data on vehicle unit sales suggest that the prolonged contraction on the broader economy should remain persistent for the greater part of 2019. The total number of units bought in the first half of 2019 contracted 10.74% when compared to the first half of 2018. The vehicle sales data serves as a good proxy for wholesale and retail trade line in the national accounts, which contracted 7.2% in 2018.

A total of 977 units were sold in June 2019, implying a contraction of 7.39% on the month and an even deeper contraction of 13.8% year-on-year. The two largest categories by sales volume, passenger vehicles and light commercial vehicles, showed annual contractions of 18.7% and 14.5% respectively, dragging the total figures to a fourth annual contraction in six months.

Passenger vehicle unit sales breakdown



Light commercial vehicle unit sales breakdown



The restocking of fleets by vehicle rental companies that was witnessed over the previous two months has seemingly come to an end. Vehicle rental companies acquired a total of just 53 units in June, a significant reduction from the 216 units bought in May. This had an impact on total vehicle sales, as seen in Table 1 below. Vehicles bought by individuals and corporates are reflected in the vehicle dealers' channel, which has recorded increases over the last three months. This implies that the marginal net annual growth recorded in the aggregate vehicle numbers may have been led by fleet restocking of vehicles rental companies.

Table 1

New Vehicles by Source			
	Number of New Vehicle Units		
	Apr-19	May-19	Jun-19
Dealers	766	838	924
Vehicle Rental Companies	160	216	53
Government	0	1	0
Total	926	1055	977

Growth and sales by category:

- Passenger Vehicles: -26.2% m/m and -18.7% y/y (378 units)
- Light Commercial Vehicles: 10.0% m/m and -14.5% y/y (519 units)
- Medium Commercial Vehicles: 138.5% m/m and 19.2% y/y (31 units)
- Heavy Commercial Vehicles: -30.0% m/m and 40.0% y/y (7 units)
- Extra-Heavy Vehicles: -8.9% m/m and 46.4% y/y (41 units)
- Busses: -66.7% m/m and 66.7% y/y (1 units)

