



Serving the Irish Motor Industry

A Report by Economist | Jim Power

# Motor Industry Review

Q3  
2019

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# About The Organisation

# Q3



## Our Chief Economist

### Jim Power

Jim Power is owner manager of Jim Power Economics Limited, an economic consultancy. He is Economic Advisor to Aviva Ireland and was previously Treasury Economist at AIB Group and Chief Economist at Bank of Ireland Treasury.

Jim writes a weekly column in the Irish Examiner and occasional articles for other publications. He lectures on the MSc Management course at Smurfit School of Business UCD. He is a board member of AgriAware, the food awareness body and is Chairperson of Love Irish Food and Three Rock Capital Management an investment company. Jim is a native of Waterford.

## About Us

### SIMI

The Society of the Irish Motor Industry (SIMI) is the national representative body for the Motor Industry in Ireland. The concept with this report is to review not just the Business health of the Industry on a quarterly basis but also to collate information from various sources to help develop a wider picture of where our sector fits into the overall economy and into the social life of the country. We wish to thank the Report's author, Economist Jim Power.



# 2019

# Executive Summary

## Key Points This Quarter

**The Irish economic background remains reasonably positive, but some easing in activity levels is apparent, and business and consumer sentiment has become more fragile. Brexit and external economic uncertainty are the key negatives.**

## €1.4 billion in VAT and VRT

- Budget 2020 was framed on the basis of a ‘hard Brexit’ and was appropriately cautious. From the perspective of the motor industry, the budget was broadly neutral, and any changes that could have precipitated a crisis in an industry already under pressure, was avoided.
- The challenging environment for new car sales continued in the third quarter. New car registrations totalled 33,188 in the third quarter, which was 8% down on Q3 2018. In the first nine months of 2019, registrations totalled 113,946, which is 7.5% down on the first 9 months of 2018.
- Diesel cars accounted for 46.6% of total new registrations in the first nine months of 2019, down from 54.4% in 2018; petrol cars accounted for 41% of the total, up from 38.6% in 2018; petrol-electric accounted for 8.8% up from 5.5% and electric accounted for 2.6% of the total, up from 1.1% in the first nine months of 2018.
- Every county recorded a decline in new registrations in the first nine months of the year, with Carlow experiencing the most significant decline at 19.2%.
- In the first 9 months of 2019, 82,433 used cars were imported, which is 6.7% ahead of the first 9 months of 2018. Used imports accounted for 42% of the total car market. Sterling weakness is the key driver, with 95% of the used imports originating from the UK. In the first 9 months, 71.7% of the used imports were diesel models. 63.3% of the used imports were 4 years or older.
- In the third quarter of 2019, the average CO<sub>2</sub> emissions from new cars sold was 114.24 g/km, which is 1.1% higher than Q3 2018.
- In the first 9 months of 2019 the Revenue Commissioners collected €1.4 billion in VAT and VRT receipts on all car sales. This was 0.4% higher than the first 9 months of 2018.
- The average total tax take from a new car in the first 9 months of 2019 was €9,890, compared to €3,557 for a used car. The displacement of new car sales by used imports is having a significant impact on Revenue receipts.
- In the first 9 months of the year, 23,257 new Light Commercial Vehicles (LCVs) were registered, which was 1.7% lower than the first 9 months of 2018. 10,041 used LCVs were imported, which is 5.9% down on the first 9 months of 2018.
- 2,350 new HGVs were registered, which was 0.9 % higher than the first 9 months of 2018.
- The new car market has been challenging in 2019 and the prospects for 2020 look equally challenging.
- While economic factors are likely to remain broadly supportive of the new car market, the economic outlook for 2020 is more uncertain than for some time. The global economic background is uncertain; Brexit has the potential to cause serious damage to the economy, but in the meantime the lack of certainty is proving confidence sapping at both the business and consumer level; the competitiveness of the economy is under some pressure; and the economy is reaching capacity constraints.
- GDP growth in 2020 could be as low as 0.7%, which would create a challenging backdrop for all consumer facing businesses. In the event of a deal being agreed on Brexit, growth could easily exceed 2%.
- Depending on how sterling performs, used imports are likely to remain an important and distorting feature of the car market. Based on the information available at the moment and the projections for the economy, the new car market could decline from 125,557 in 2018 to around 115,500 in 2019. For 2020, based on a central scenario, where a hard Brexit is avoided, new car sales could decline by over 10% to 103,950. In the event of a hard Brexit, the impact on confidence could push new car sales under 90,000.

# Economic Background To Motor Industry





# Economic Background

## To Motor Industry

### THE INTERNATIONAL BACKGROUND

The October forecasts from the International Monetary Fund (IMF) is predicting global growth of 3% this year. This would represent the lowest growth rate since 2008-09. Growth in 2020 is forecast at 3.4%. This modest improvement in 2020 is predicated on a recovery in emerging markets, but growth in the US and China is expected to be slower. Global trade tensions represent the main threat to global growth.

Table 1: Global Growth Forecast

	2018	2019f	2020f
World	3.6%	3.0%	3.4%
Advanced Economies	2.3%	1.7%	1.7%
United States	2.9%	2.4%	2.1%
Euro Area	1.9%	1.2%	1.4%
Germany	1.5%	0.5%	1.2%
France	1.7%	1.2%	1.3%
Italy	0.9%	0.0%	0.5%
Spain	2.6%	2.2%	1.8%
Japan	0.8%	0.9%	0.5%
United Kingdom	1.4%	1.2%	1.4%
India	6.8%	6.1%	6.7%
China	6.6%	6.1%	5.8%
Emerging Markets	4.5%	3.9%	4.6%

Source: IMF, October 2019

The hope is that as President Trump moves into an election year, he will become more focused on sorting out the trade dispute with China and creating a more positive momentum in the months leading up to the election in November.

On the interest rate front, the picture has changed significantly over the past year. US rates were cut twice in July and September and look set to fall further over the coming months. Any thoughts of a normalisation of the ECB’s interest rate cycle are now totally off the agenda. The ECB looks set to persist with its zero-interest rate policy for the foreseeable future (end-2021?) and is about to re-commence its Quantitative Easing programme. All of this reflects the fact that Euro Zone growth is extremely weak and inflation at just 0.9% is worryingly low from the perspective of the ECB.

# Unemployment

## rate at 5.3%

### IRISH ECONOMIC UPDATE

The Irish economy is doing reasonably well, but sentiment surveys are giving some cause for concern, which is not surprising, given the intense uncertainty around Brexit.

- Retail sales in the first eight months of the year were just 0.3% ahead of the same period in 2018 in value terms, and 1.2% in volume terms. However, when weak new car sales are excluded, the retail sales performance is somewhat stronger, with the value of sales up by 2.9% and the volume of sales 4.6% higher.
- The housing market continues to decelerate, with the most recent data showing that in the year to August, national average residential property prices increased by 2% and Dublin prices declined by 0.3%. Outside of Dublin, prices increased by 4.4%. This is certainly a positive development, but as well as affordability issues as a result of the Central Bank’s mortgage lending restrictions, and increased supply, there is certainly a growing sense of Brexit-related fear and uncertainty impacting on house buyer behaviour. A further moderation in the housing market looks most likely in 2020.
- The export side of the economy is booming. In the first eight months of the year, the value of merchandise exports expanded by a very strong 10.9%, and despite sterling weakness and a much slower UK economy, sales into that market increased by 5.3%. Even more impressive is the fact that exports of food and liver animals have increased by 5.4%. It is not just the multi-national sector that is driving the stellar export performance.
- The number of people unemployed declined by 600 in September, which is 7,500 down on September of 2018. The unemployment rate remained at 5.3% for the fourth month in a row. There are signs that the labour market has slowed in recent months, largely due to Brexit-related business caution.
- While the real economic indicators are holding up quite well, sentiment and more forward looking indicators are suggesting future weakness. However, much of this is Brexit related, so in the event of an orderly exit for the UK and the prospect of a trade deal with the UK sometime down the road, we could see a post-Brexit bounce.
- Consumer confidence fell to the lowest level in six years in September. Brexit fears are leaning heavily on the Irish consumer.
- The Purchasing Managers Index (PMI) of manufacturing activity in September stood at 48.7. A reading below 50 signifies a contraction in activity.
- The latest PMI for the construction sector showed a reading of 48.3 in September, which is the first contraction in activity since August 2013. Residential activity is continuing to expand, but commercial development activity declined for the first time in over six years.

# Growth forecast

0.7%

## BUDGET 2020

The framing of Budget 2020 was seriously complicated by Brexit. The budget had to be based on a hard Brexit scenario and as such the Minister for Finance was very limited in terms of what he was able to do. In the Summer Economic Statement published in June, the Minister for Finance committed to a budget package of €2.8 billion regardless of the Brexit situation. Of this, €2.1 billion was already pre-committed to expenditure items such as public sector pay and pensions, the National Children’s Hospital and the National

Broadband Plan, leaving just €700 million to be given out on budget day. In the event, he raised some extra taxes of €383 million and was able to deliver a net package of €2.9 billion.

The economic forecast accompanying the budget indicate that the Department of Finance believes that 2020 would see the worst impact of a hard Brexit, with growth forecast at just 0.7% in 2020 but recovering to 2.5% in 2021.

The Minister of Finance announced the setting up of an emergency fund of €1.2 billion to help the economy cope with a hard-Brexit. €650 million will be directed at Enterprise, Agriculture and Tourism and to help stabilise the worst affected regions. An amount of €410 million is being set aside to support those experiencing unemployment as a result of a hard-Brexit. Of this, €365 million will be allocated through Social Protection and €45 million for labour market activation supports. An additional €160 million will be allocated to facilities and infrastructure at some ports and airports. In the event of a Brexit deal, this fund will not be drawn down. Budget 2020 was justifiably and unavoidably cautious and was framed against a slower economic growth background as a result of an expected hard Brexit.

In the event of a hard Brexit being avoided, economic growth would be significantly stronger, and all of the budgetary parameters would then change. No changes have been made to Income Tax, and much of the focus has been on expenditure. It is a budget that took a long time to deliver, but which contained a lot of small changes and not a lot of any real substance, other than the Brexit package. No risks were taken, but the pressure points in health and social protection are very obvious and very significant. It is now a matter of waiting to see how Brexit will unfold.

Table 2: Medium-Term Economic Assumptions Budget 2020

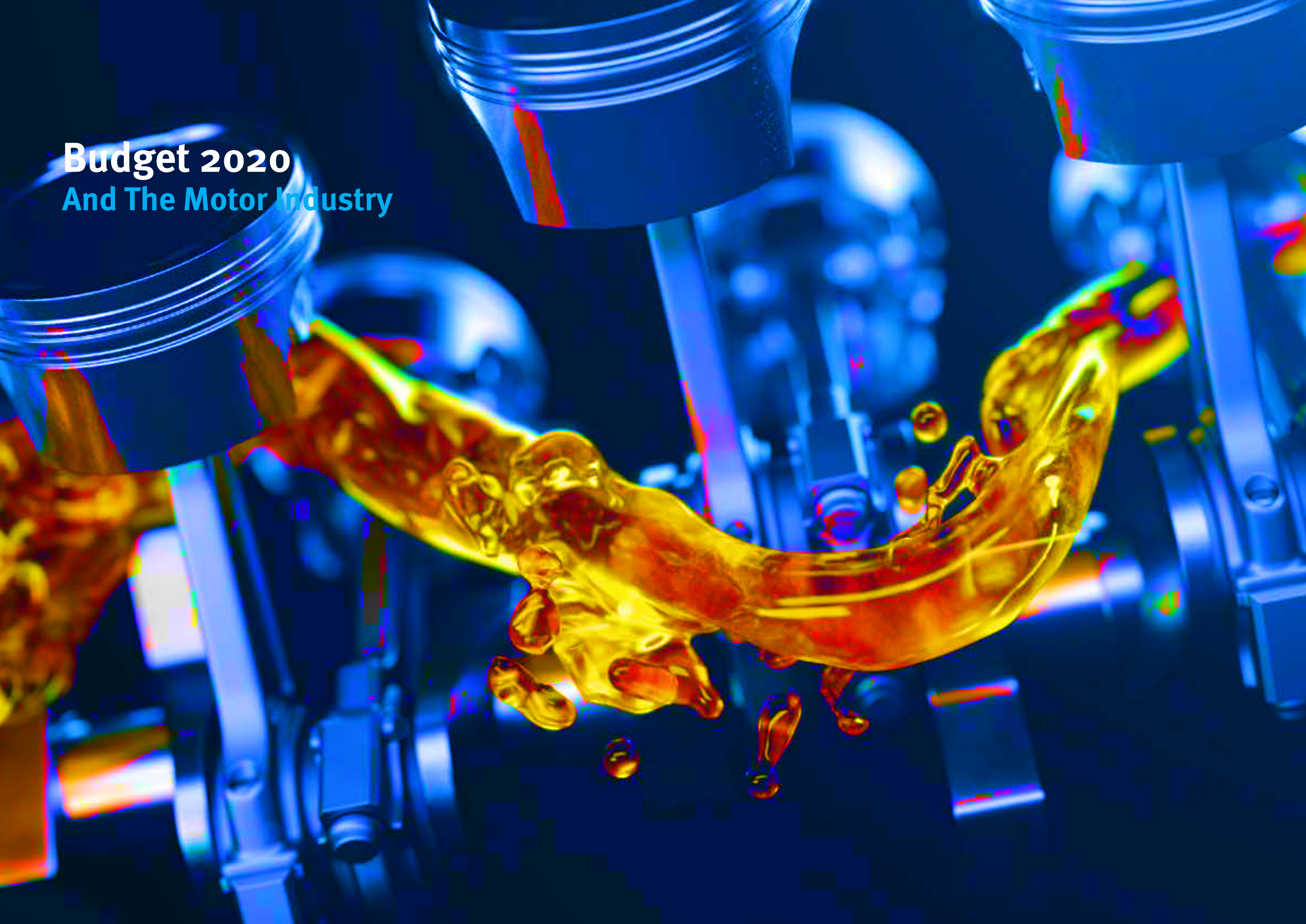
(% Year on Year)	2019	2020	2021	2022	2023	2024
GDP	5.5%	0.7%	2.5%	2.8%	2.7%	2.6%
GNP	4.3%	-0.1%	2.4%	2.5%	2.4%	2.3%
Personal Consumption	2.7%	1.4%	1.9%	2.1%	2.3%	2.4%
Gov. Consumption	4.5%	3.5%	2.0%	2.0%	2.0%	2.0%
Investment	50.4%	-24.0%	-3.6%	3.9%	3.9%	3.9%
Exports	10.2%	0.9%	4.2%	4.1%	4.0%	3.9%
Imports	22.6%	-6.5%	2.9%	4.4%	4.6%	4.5%
Inflation (HICP)	0.9%	1.1%	1.4%	1.8%	2.0%	2.1%
Employment	2.4%	0.8%	1.1%	1.5%	1.7%	1.9%
Unemployment Rate	5.2%	5.7%	5.9%	5.9%	5.7%	5.5%
Wages	3.5%	3.0%	3.2%	3.4%	3.7%	3.9%

Source: Department of Finance



# Budget 2020

## And The Motor Industry





# Budget 2020

## And The Motor Industry

From the perspective of the motor industry, the budget was broadly neutral, and any changes that could have precipitated a crisis in an industry already under pressure, was avoided. It contained a number of initiatives relating to the motor industry:

- No changes to CO2 element of VRT in 2020. VRT will continue to be based on NEDC for 2020;
- Replacement of 1% diesel surcharge with a nitrogen oxide (NOx) emissions-based charge. This surcharge will apply to all passenger cars registered for the first time in the State from 1 January 2020;
- Extend the Benefit-In-Kind zero rate on electric vehicles to 2022;
- Extend VRT reliefs for conventional and plug in hybrids to 2020, subject to CO2 thresholds;
- Provide additional relief through the Diesel Rebate Scheme to hauliers to compensate that sector for the increased cost of fuel;
- Increase of the carbon levy on motor fuels of €6, adding €2 for a tank full of either petrol or diesel. This will increase the cost of doing business in Ireland.
- Introduce an environmental rationale for Benefit in Kind for commercial vehicles from 2023;
- Reduce qualifying CO2 thresholds for reliefs in respect of Capital Allowances and VAT reclaim on commercial vehicles.

In the Finance Bill released on 17th October, some additional clarifications were made.

- The BIK charge on company vans will change from 2023, and will be based on CO2 emission levels and business mileage as opposed to a car’s value;
- The BIK rate on company cars is to be increased from 5% to 8% from 2023; and
- Qualifying expenditure on business cars to be determined by CO2 emissions thresholds from 1st January 2021.

## Update On Motor Industry

### NEW CAR REGISTRATIONS

The challenging environment for new car sales continued in the third quarter. New car registrations totalled 33,188 in the third quarter, which was 8% down on Q3 2018. In the first nine months of 2019, registrations totalled 113,946, which is 7.5 %down on the first 9 months of 2018.

Table 3: Monthly New Car Registrations

Month	2018	2019	% Change (YOY)
January	37,024	32,370	-12.6%
February	17,012	15,069	-11.4%
March	17,728	16,687	-5.9%
Q1	71,764	64,126	-10.6%
April	8,053	8,904	+10.6%
May	6,056	6,320	+4.4%
June	1,251	1,408	+12.6%
Q2	15,360	16,632	+8.3%
July	26,958	24,683	-8.4%
August	5,921	5,088	-14.1%
September	3,192	3,417	+7.1%
Q3	36,071	33,188	-8.0%
October	1,688		
November	643		
December	142		
Q4	2,473		
Full Year	125,668		

Source: SIMI Motorstats

Diesel cars accounted for 46.6% of total new registrations in the first nine months of 2019, down from 54.4% in 2018; petrol cars accounted for 41% of the total, up from 38.6% in 2018; petrol-electric accounted for 8.8%, up from 5.5% and electric accounted for 2.6% of the total, up from 1.1% a year earlier.

Table 4: New Car Registrations by Engine Type (Jan-Sep 2019)

Engine Type	Jan-Sept 2019	% Market 2019	% Market 2018	% Change 2019/2018
Diesel	53,073	46.6%	54.4%	-20.7%
Petrol	46,672	41.0%	38.6%	-1.9%
Petrol-Electric (Hybrid)	9,978	8.8%	5.5%	+46.3%
Electric	2,975	2.6%	1.0%	+153.4%
Petrol Plug-In Electric Hybrid	1,244	1.1%	0.6%	+84.0%

Source: SIMI Motorstats

Every county recorded a decline in new registrations in the first nine months of the year, with Carlow experiencing the most significant decline at 19.2%.



Table 5: New Car Registrations by County (Jan-Sept 2019)

County	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Carlow	1236	1530	-19.22	1.08	1.24
Cavan	1137	1241	-8.38	1	1.01
Clare	2191	2635	-16.85	1.92	2.14
Cork	13654	14955	-8.7	11.98	12.14
Donegal	2283	2573	-11.27	2	2.09
Dublin	50421	51417	-1.92	44.25	41.74
Galway	4183	4661	-10.26	3.67	3.78
Kerry	2262	2630	-13.99	1.98	2.13
Kildare	4340	5219	-16.84	3.81	4.24
Kilkenny	2021	2313	-12.62	1.77	1.88
Laois	1308	1483	-11.8	1.15	1.2
Leitrim	388	480	-19.17	0.34	0.39
Limerick	3789	4246	-10.74	3.33	3.45
Longford	497	588	-15.48	0.44	0.48
Louth	2588	2745	-5.72	2.27	2.23
Mayo	1899	2141	-11.3	1.67	1.74
Meath	3234	3638	-11.08	2.84	2.95
Monaghan	863	982	-12.12	0.76	0.8
Offaly	1234	1521	-18.87	1.08	1.23
Roscommon	915	1039	-11.93	0.8	0.84
Sligo	1028	1069	-3.84	0.9	0.87
Tipperary	2907	3271	-11.13	2.55	2.66
Waterford	3043	3252	-6.43	2.67	2.64
Westmeath	1535	1764	-12.98	1.35	1.43
Wexford	2696	3139	-14.11	2.37	2.55
Wicklow	2295	2663	-13.82	2.01	2.16

Source: SIMI Motorstats

USED IMPORTS

New car registrations are also being undermined by the ongoing growth in the used car import market. In the first 9 months of 2019, 82,433 used cars were imported, which is 6.7% ahead of the first 9 months of 2018. Used imports accounted for 42% of the total car market. Sterling weakness is the key driver, with 95% of the used imports originating from the UK. In the first 9 months, 71.7% of the used imports were diesel models.

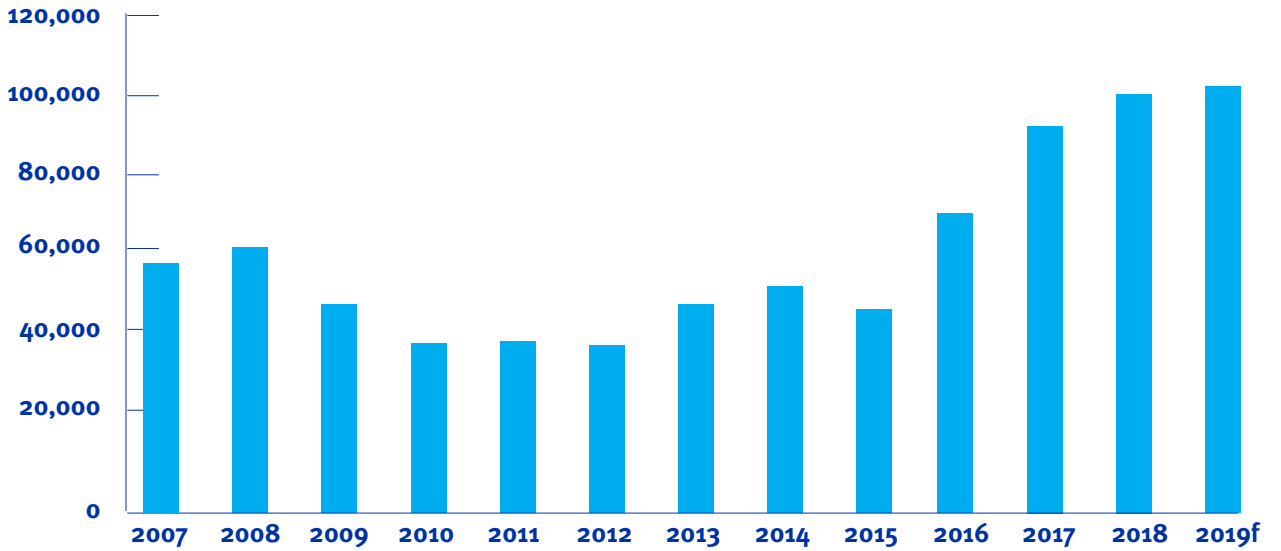
The weakness of sterling is continuing to drive used imports from the UK. The sterling/euro exchange rate averaged 72.63 pence in 2015; 81.92 pence in 2016; 87.64 pence in 2017; and 88.49 pence in 2018. In the year to October 21st the exchange rate has averaged 88.28 pence.

Table 6: Used Car Imports by Engine Type (Jan-Sept 2019)

Engine Type	Jan-Sept 2019	% Market 2019	% Market 2018	% Change 2019/2018
Diesel	59,093	71.7%	75.8%	+0.9%
Petrol	16,508	20.0%	17.6%	+21.4%
Petrol-Electric (Hybrid)	4,467	5.4%	4.6%	+26.0%
Electric	427	0.5%	0.7%	-19.1%
Petrol Plug-In Electric Hybrid	1,690	2.1%	1.0%	+107.6%

Source: SIMI Motorstats

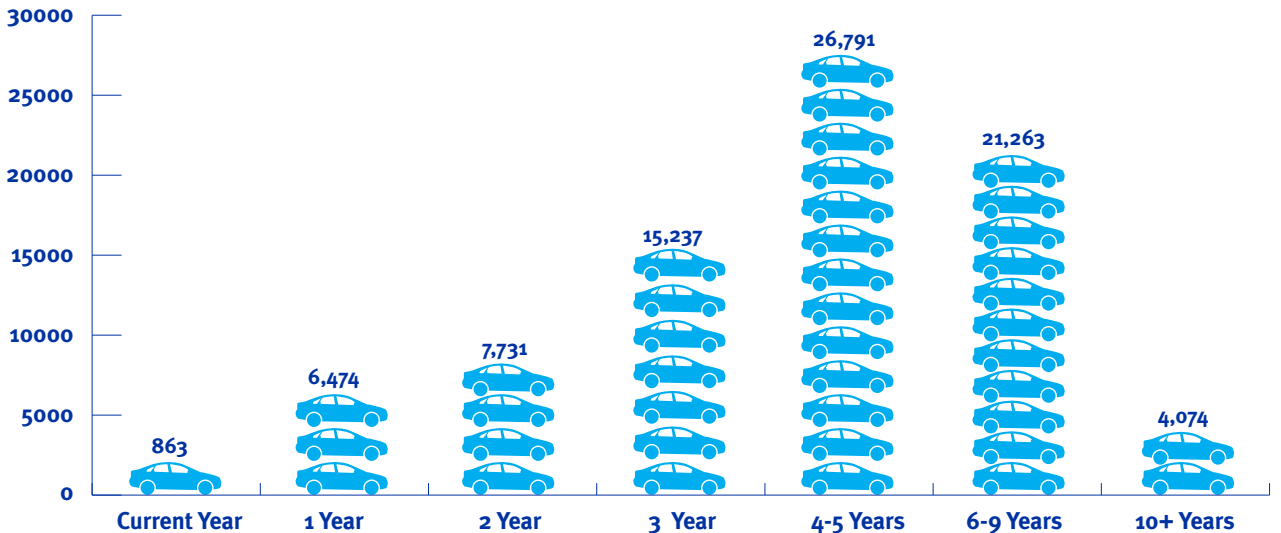
Figure 1: Used Imports



Source: SIMI Motorstats

A breakdown of the age profile of the used imports in the first 9 months of 2019 shows that 63.3% of the used imports were 4 years or older.

Figure 2: Age Profile Imported Used Cars Jan-Sep 2019



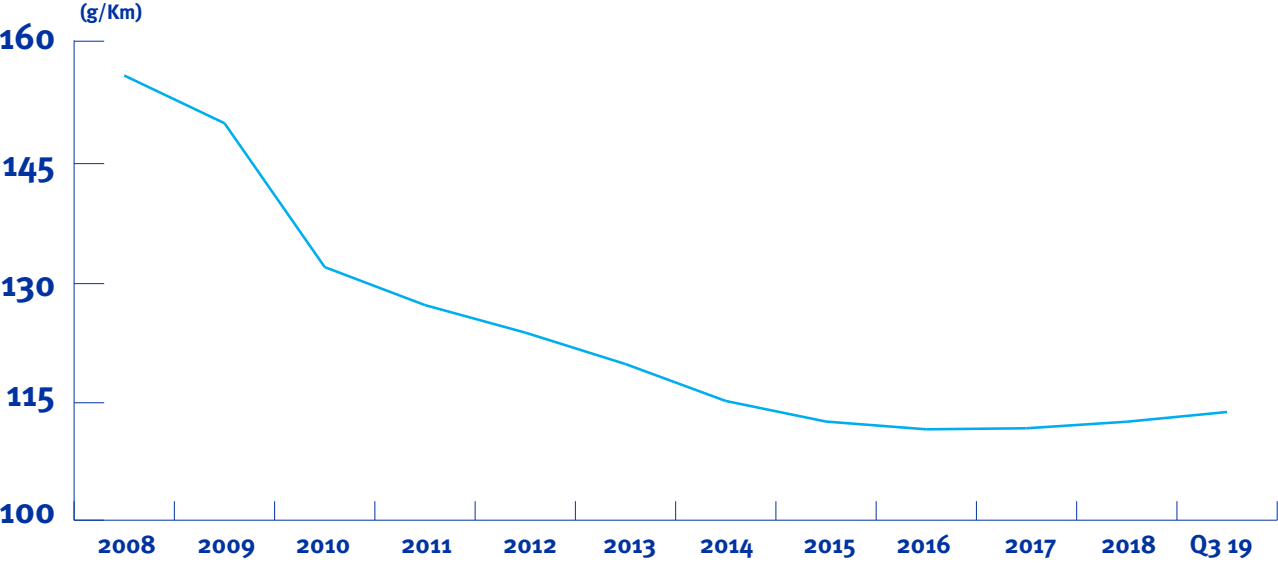
Source: SIMI Motorstats

CARBON EMISSIONS

In 2008, VRT and motor tax changes were introduced to support the most energy efficient vehicles entering the Irish car fleet. Vehicles were initially categorised in seven graduating bands based on CO2 emission levels. These policy changes to reduce carbon in transport had the unintended consequence of increasing the uptake of diesel cars. CO2 levels reduced, but Nitrogen Oxide (NOx) levels have increased as a result of the move towards diesel.

The average CO2 emissions relating to new cars sold had been declining steadily since 2008. However, with the recent move away from diesel towards petrol, this trend is moving in an upward direction. In the third quarter of 2019, the average CO2 emissions from new cars sold was 114.24 g/km, which is 1.1% higher than Q3 2018.

Figure 3: Average CO<sub>2</sub> Emissions for New Cars



Source: SIMI Motorstats

EXCHEQUER RECEIPTS FROM MOTOR INDUSTRY

In the first 9 months of 2019 the Revenue Commissioners collected €1.4 billion in VAT and VRT receipts on all car sales. This was 0.4% higher than the first 9 months of 2018.

In the first 9 months, the Revenue Commissioners collected €609 million in VRT on new car sales, which was 0.8% higher than a year earlier, and it collected €517 million in VAT receipts, which was 5.3% lower than a year earlier. In total, the Revenue Commissioners collected €1.13 billion in VAT and VRT from new car sales, which is 2.1% lower than the first 9 months of 2018.

The Revenue Commissioners collected €293 million from used imports, which was 11.6% higher than the same period in 2018.

The average total tax take from a new car in the first 9 months of 2019 was €9,890, compared to €3,557 for a used car. The displacement of new car sales by used imports is having a significant impact on Revenue receipts.

In the first 8 months of 2019, the Exchequer collected €2.4 billion from taxes on fuel.

Table 7: Tax Receipts from New & Used Car Sales (Jan-Sept 2019)

Category		2019 Jan-Sep	2018 Jan-Sep	% Change
		(€ mln)	(€ mln)	
New Cars	VRT	€609.2	€604.6	+0.8%
	VAT	€517.7	€546.5	-5.3%
	Total	€1,126.9	€1,151.1	-2.1%
Used Cars	VRT	€262.1	€233.6	+12.2%
	VAT	€30.8	€28.9	+6.6%
	Total	€292.9	€262.5	+11.6%
Total Cars	VRT	€871.3	€838.2	+8.9%
	VAT	€548.5	€575.4	+2.4%
	Total	€1,419.8	€1,413.6	+0.4%

Source: Revenue Commissioners & SIMI

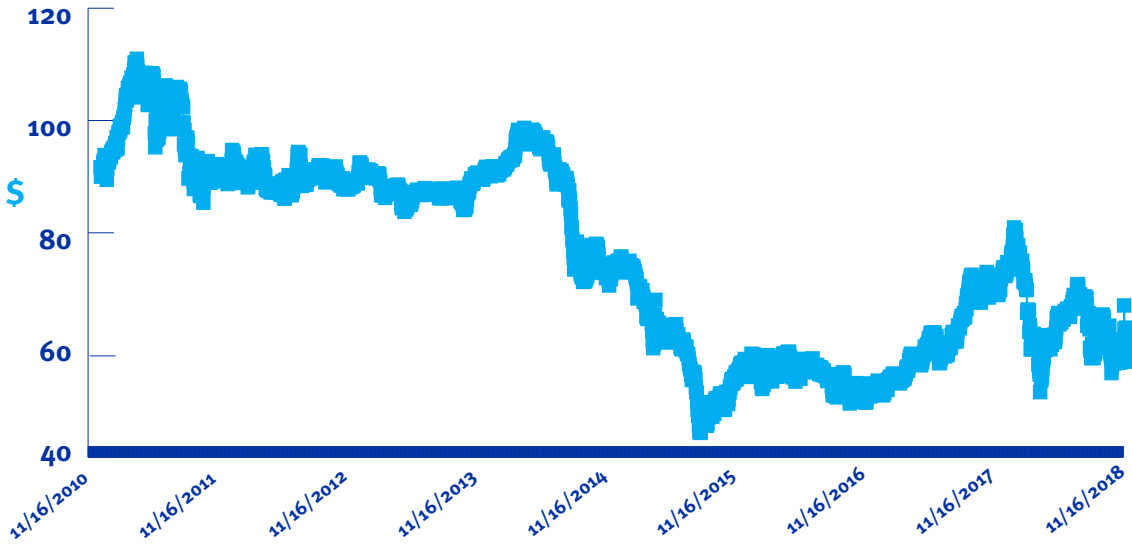
COSTS OF MOTORING

Fuel Costs

The price of a barrel of crude oil ended 2018 at \$53.80, which represented an annual decline of 19.5 per cent. Between January 1st and October 21st 2019, the price of Brent Crude increased by 4.5% to €58.88 per barrel. Prices spiked to \$68 in September due to attacks on Saudi oil facilities, but prices have subsequently eased back.

In September 2019, petrol prices were 2.6% lower than a year earlier and diesel prices were 2.9% lower than a year earlier.

Figure 4: Brent Crude Oil



Source: Bloomberg

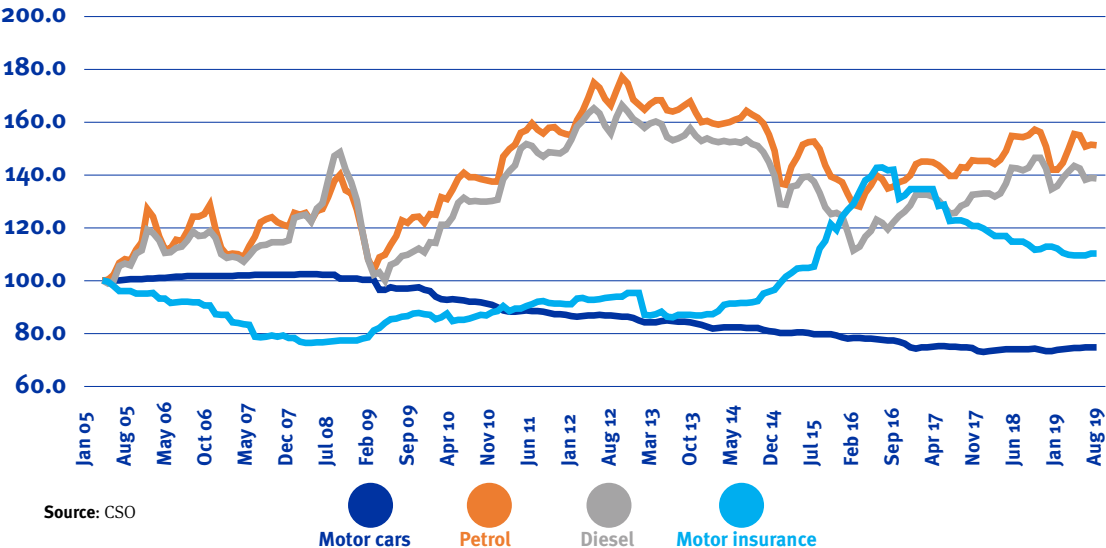
Car Prices

CSO data show that in the year to September 2019, the average price of a new car was 1.1% higher than a year earlier. The CSO compares prices for cars with the same specifications. However, the OMSP (Open Market Sales Price) shows the actual price paid for cars, which is showing a stronger trend. In the third quarter of 2019, the average OMSP was €30,200 which is 5% higher than the third quarter of 2018. This is due to a combination of car buyers paying more for higher specification cars and the VRT increases as a result of the new WLTP testing regime.

Motor Insurance

Motor insurance costs continue to decline. In the year to September 2019, the average cost of motor insurance declined by 3.2%. Between July 2016 and September 2019, the average cost of motor insurance declined by 24%.

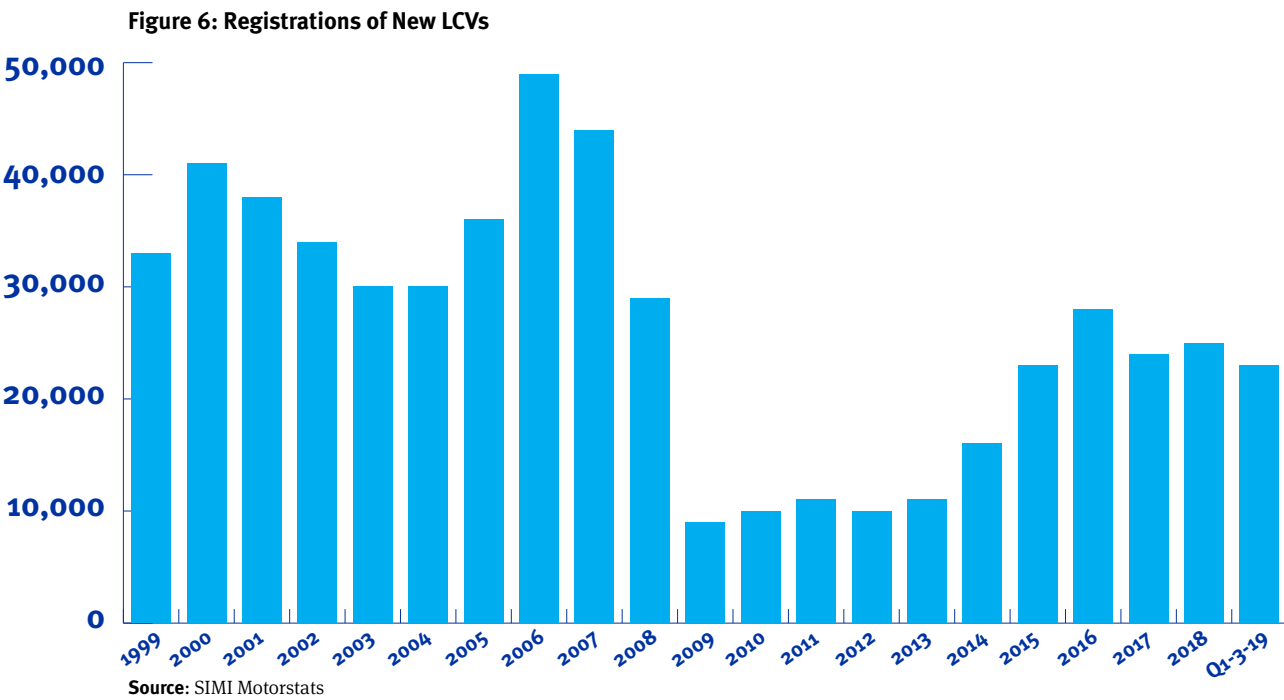
Figure 5: Costs of Motoring



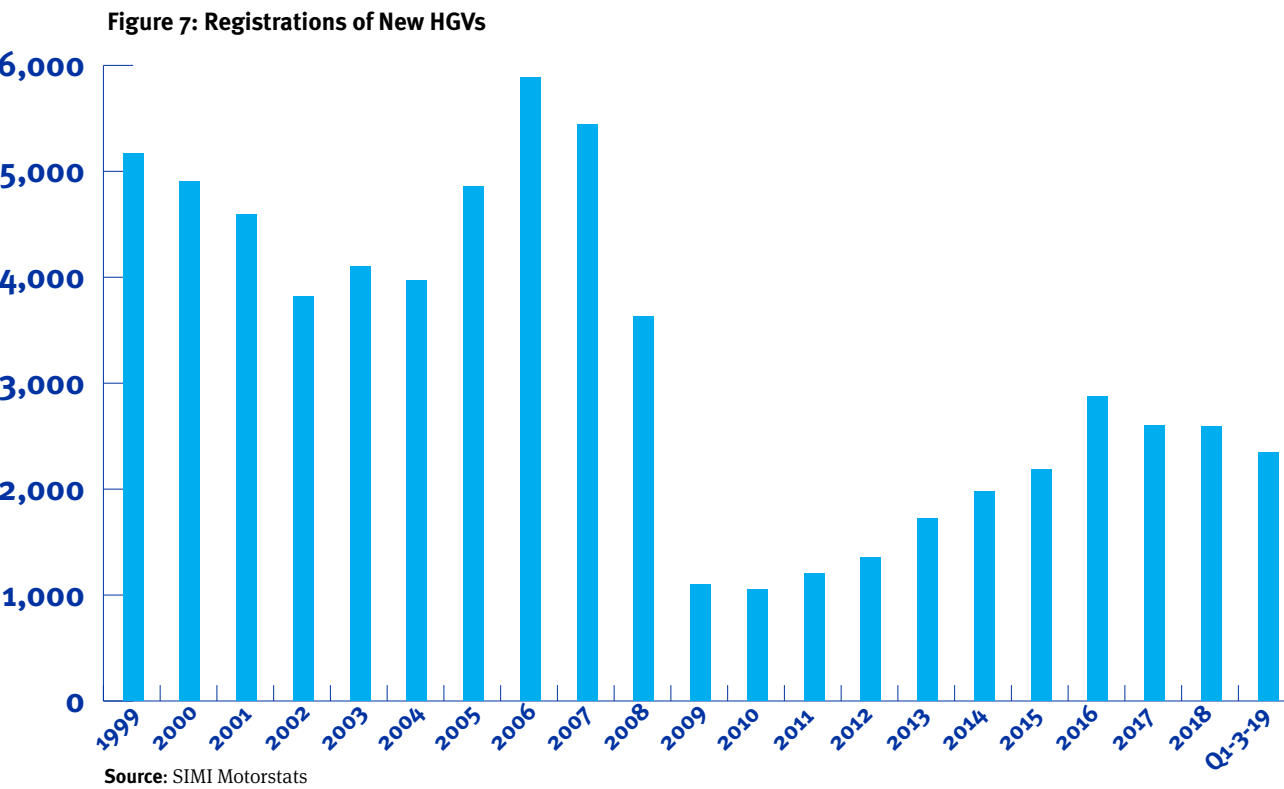
Source: CSO

COMMERCIAL VEHICLES

In the first 9 months of the year, 23,257 new Light Commercial Vehicles (LCVs) were registered, which was 1.7% lower than the first 9 months of 2018. 10,041 used LCVs were imported, which is 5.9% down on the first 9 months of 2018.



In the first 9 months of 2019, 2,350 new HGVs were registered, which was 0.9% higher than the first 9 months of 2018.



EUROPEAN CAR SALES

In the first 9 months of 2019, EU car sales declined by 1.6%.

Table 8: EU New Car Registrations

	Jan-Sep 2019	Jan-Sep 2018	% 19/18
Austria	258,272	275,758	-6.3
Belgium	439,254	455,722	-3.6
Bulgaria	26,894	26,443	+1.7
Croatia	51,375	50,076	+2.6
Cyprus	9,502	10,396	-8.6
Czech Republic	191,110	207,784	-8.0
Denmark	173,627	169,980	+2.1
Estonia	20,618	20,519	+0.5
Finland	87,929	97,734	-10.0
France	1,641,367	1,662,682	-1.3
Germany	2,740,158	2,673,418	+2.5
Greece	92,772	84,076	+10.3
Hungary	115,099	104,615	+10.0
Ireland	113,948	123,195	-7.5
Italy	1,467,668	1,491,745	-1.6
Latvia	14,109	13,158	+7.2
Lithuania	34,751	24,328	+42.8
Luxembourg	43,038	42,369	+1.6
Netherlands	331,267	359,317	-7.8
Poland	410,829	403,343	+1.9
Portugal	174,024	182,695	-4.7
Romania	124,049	106,595	+16.4
Slovakia	76,418	75,721	+0.9
Slovenia	55,713	58,452	-4.7
Spain	965,339	1,042,673	-7.4
Sweden	247,774	281,828	-12.1
United Kingdom	1,862,271	1,910,820	-2.5
European Union	11,769,175	11,955,442	-1.6

Source: www.acea.be



# Outlook For Motor Industry In 2020



# Outlook For Motor Industry In 2020

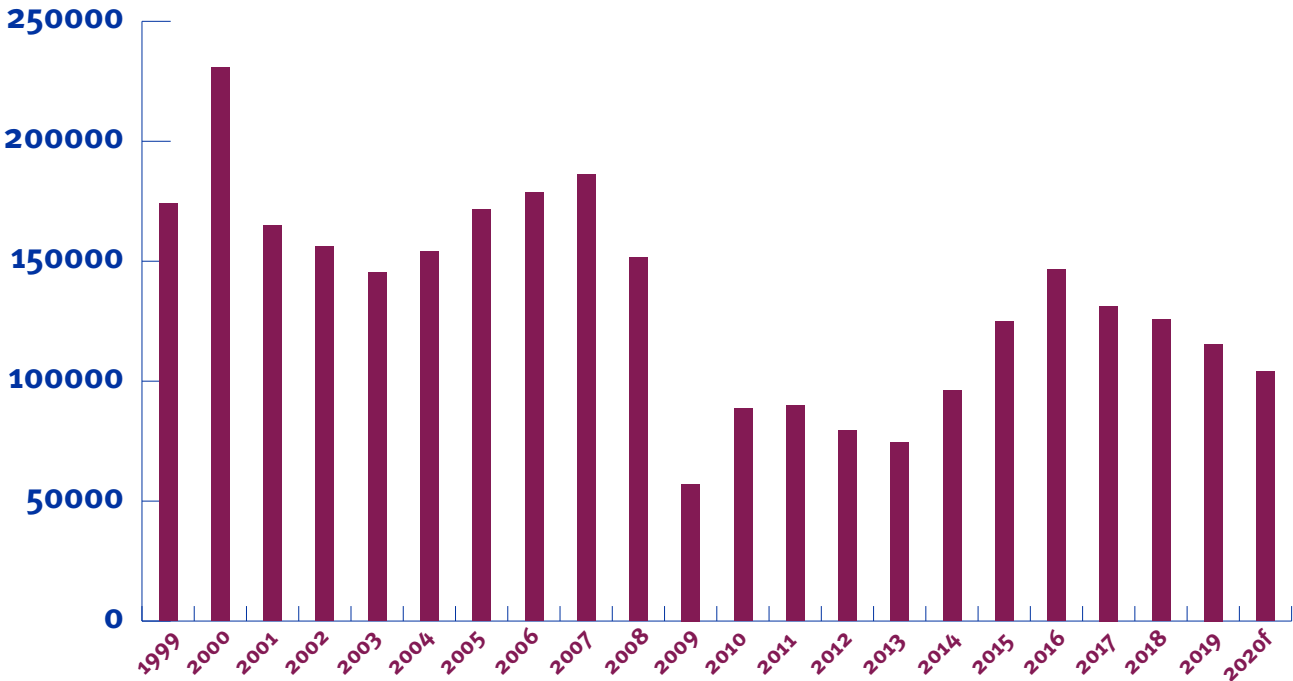
The new car market has been challenging in 2019 and the prospects for 2020 look equally challenging. While economic factors are likely to remain broadly supportive of the new car market, the economic outlook for 2020 is more uncertain than for some time. The global economic background is uncertain; Brexit has the potential to cause serious damage to the economy, but in the meantime the lack of certainty is proving confidence sapping at both the business and consumer level; the competitiveness of the economy is under some pressure; and the economy is reaching capacity constraints.

GDP growth in 2020 could be as low as 0.7%, which would create a challenging backdrop for all consumer facing businesses. In the event of a deal being agreed on Brexit, growth could easily exceed 2%.

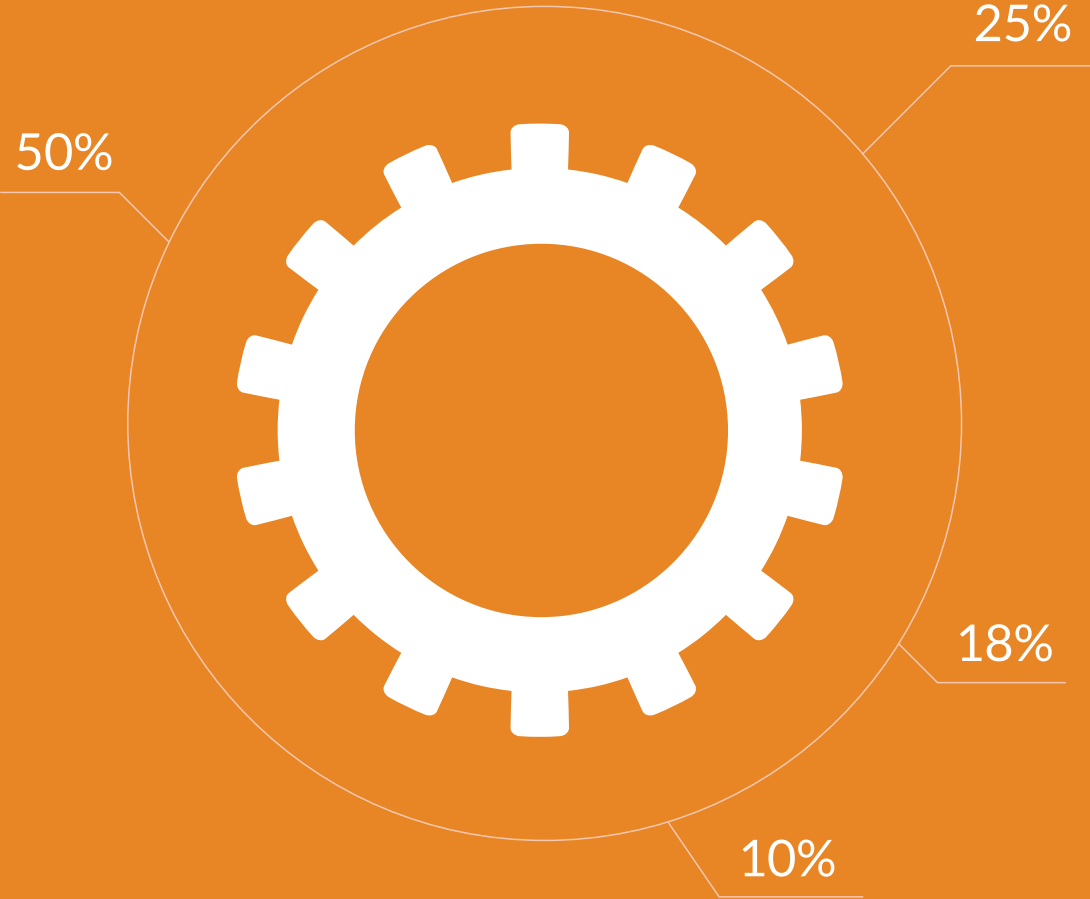
Depending on how sterling performs, used imports are likely to remain an important and distorting feature of the car market. Based on the information available at the moment and the projections for the economy, the new car market could decline from 125,557 in 2018 to around 115,500 in 2019.

For 2020, based on a central scenario, where a hard Brexit is avoided, new car sales could decline by over 10% to 103,950. In the event of a hard Brexit, the impact on confidence could push new car sales under 90,000.

Figure 8: New Car Registrations



# Statistics

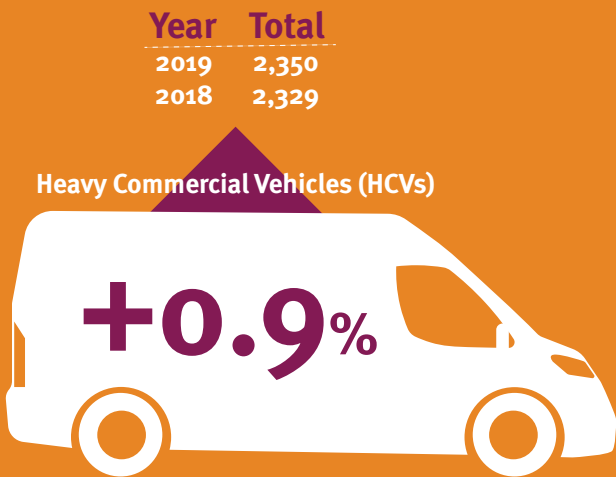
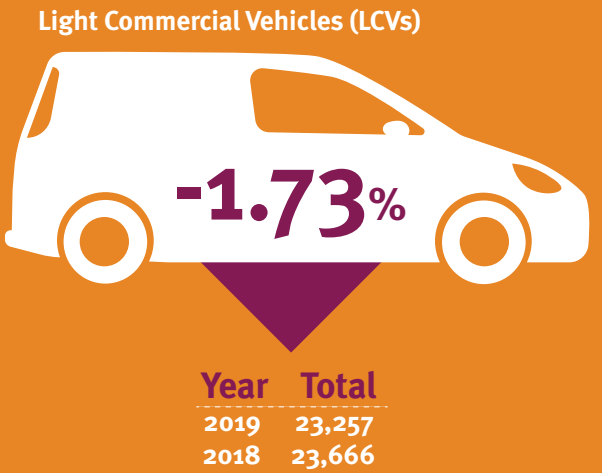
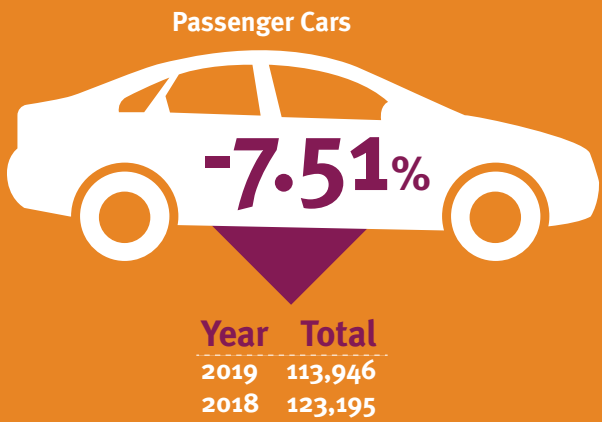




# Motor Statistics Overview

Source: SIMI Motorstats  
www.stats.beebEEP.ie

## TOTAL NEW REGISTRATIONS (January- September 2019)



Please note the following information was extracted from our database on the 18th of October 2019 and you may note a slight difference in the registration figures due to any de-registrations that may have occurred after the 30th of September 2019.

## PASSENGER CARS

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total
2019	32370	15069	16687	8904	6320	1408	24683	5088	3417	113946
2018	37024	17012	17728	8053	6056	1251	26958	5921	3192	123195
Change	-12.57	-11.42	-5.87	10.57	4.36	12.55	-8.44	-14.07	7.05	-7.51

By Body Type	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Hatchback	36069	40431	-10.79	31.65	32.82
MPV	30031	35819	-16.16	26.36	29.08
Jeep	20985	18259	14.93	18.42	14.82
Saloon	17478	18526	-5.66	15.34	15.04
Estate	8825	9356	-5.68	7.74	7.59
Sports Coupe	388	597	-35.01	0.34	0.48
Convertible	143	174	-17.82	0.13	0.14
Invalid Vehicle	15	13	15.38	0.01	0.01
Hearse	10	19	-47.37	0.01	0.02
Quadricycle	2	0	-	0	0

By Colour	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Grey	42414	46861	-9.49	37.22	38.04
Black	20309	22583	-10.07	17.82	18.33
White/Ivory	16849	18232	-7.59	14.79	14.8
Blue	16223	15954	1.69	14.24	12.95
Red/Maroon	13433	14450	-7.04	11.79	11.73
Brown	1769	2487	-28.87	1.55	2.02
Green	714	493	44.83	0.63	0.4
Orange	684	574	19.16	0.6	0.47
White/Ivory and Black	295	278	6.12	0.26	0.23
Red/Maroon and Black	250	228	9.65	0.22	0.19

By County	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Carlow	1236	1530	-19.22	1.08	1.24
Cavan	1137	1241	-8.38	1	1.01
Clare	2191	2635	-16.85	1.92	2.14
Cork	13654	14955	-8.7	11.98	12.14
Donegal	2283	2573	-11.27	2	2.09
Dublin	50421	51417	-1.94	44.25	41.74
Galway	4182	4661	-10.28	3.67	3.78
Kerry	2262	2630	-13.99	1.99	2.13
Kildare	4340	5219	-16.84	3.81	4.24
Kilkenny	2021	2313	-12.62	1.77	1.88
Laois	1308	1483	-11.8	1.15	1.2
Leitrim	388	480	-19.17	0.34	0.39
Limerick	3789	4246	-10.76	3.33	3.45
Longford	497	588	-15.48	0.44	0.48
Louth	2588	2745	-5.72	2.27	2.23
Mayo	1899	2141	-11.3	1.67	1.74
Meath	3234	3638	-11.11	2.84	2.95
Monaghan	863	982	-12.12	0.76	0.8
Offaly	1234	1521	-18.87	1.08	1.23
Roscommon	915	1039	-11.93	0.8	0.84
Sligo	1028	1069	-3.84	0.9	0.87
Tipperary	2907	3271	-11.13	2.55	2.66
Waterford	3043	3252	-6.43	2.67	2.64
Westmeath	1535	1764	-12.98	1.35	1.43
Wexford	2696	3139	-14.11	2.37	2.55
Wicklow	2295	2663	-13.82	2.01	2.16

CO <sub>2</sub> Band	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
0 A0	2966	1174	152.64	2.6	0.95
1 - 80 A1	3712	1688	119.91	3.26	1.37
81 - 100 A2	10161	18491	-45.05	8.92	15.01
101 - 110 A3	21885	35280	-37.97	19.21	28.64
111 - 120 A4	30987	33680	-8	27.19	27.34
121 - 130 B1	25246	18887	33.67	22.16	15.33
131 - 140 B2	9886	7567	30.65	8.68	6.14
141 - 155 C	5468	4584	19.28	4.8	3.72
156 - 170 D	2729	1171	133.05	2.39	0.95
171 - 190 E	567	558	1.61	0.5	0.45
191 - 225 F	308	76	305.26	0.27	0.06
226+ G	31	39	-20.51	0.03	0.03

By Engine Type	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Diesel	53073	66956	-20.73	46.58	54.35
Petrol	46672	47561	-1.87	40.96	38.61
Petrol Electric	9978	6819	46.33	8.76	5.54
Electric	2975	1174	153.41	2.61	0.95
Petrol/Plug-In Electric Hybrid	1244	676	84.02	1.09	0.55
Diesel/Plug-In Electric Hybrid	3	9	-66.67	0	0.01
Diesel/Electric	1	0	-	0	0

By Make	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Volkswagen	13146	13479	-2.47	11.54	10.94
Toyota	11822	11876	-0.45	10.38	9.64
Hyundai	10790	11465	-5.89	9.47	9.31
Ford	9353	11155	-16.15	8.21	9.05
Skoda	9042	8925	1.31	7.94	7.24
Nissan	8056	9593	-16.02	7.07	7.79
Renault	6441	7118	-9.51	5.65	5.78
Kia	6358	7218	-11.91	5.58	5.86
Peugeot	5479	5428	0.94	4.81	4.41
Audi	4459	4805	-7.2	3.91	3.9

By Model	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Corolla	4283	1977	116.64	3.76	1.6
Tucson	3752	3959	-5.23	3.29	3.21
Qashqai	3714	3964	-6.31	3.26	3.22
Octavia	3126	3308	-5.5	2.74	2.69
Tiguan	3125	2822	10.74	2.74	2.29
Kona	2815	1936	45.4	2.47	1.57
Golf	2771	3712	-25.35	2.43	3.01
Focus	2727	3735	-26.99	2.39	3.03
Yaris	2510	2792	-10.1	2.2	2.27
C-Hr	2490	2459	1.26	2.19	2

By Segment	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Jeep/SUV Standard (H1)	45082	43465	3.72	39.56	35.28
Small Standard (C1)	21411	26240	-18.4	18.79	21.3
Mini Standard (B1)	18378	19652	-6.48	16.13	15.95
Jeep/SUV Prestige (H2)	7402	7438	-0.48	6.5	6.04
Medium Standard (D1)	6087	7461	-18.42	5.34	6.06
Large Prestige (E2)	3285	4163	-21.09	2.88	3.38
Micro Standard (A1)	3073	3849	-20.16	2.7	3.12
Medium Prestige (D2)	2559	3038	-15.77	2.25	2.47
Small Prestige (C2)	2146	2245	-4.41	1.88	1.82
MPV Compact (M1)	1802	2438	-26.09	1.58	1.98

By Transmission	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Manual	76680	92146	-16.78	67.3	74.8
Automatic	37215	30974	20.15	32.66	25.14
CTB / Linear Gear	51	75	-32	0.04	0.06

LIGHT COMMERCIAL VEHICLES (LCVs)

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total
2019	5550	2465	3044	1799	1717	748	4697	1892	1345	23257
2018	6752	2633	3135	1792	1640	691	4363	1392	1268	23666
Change	-17.8	-6.38	-2.9	0.39	4.7	8.25	7.66	35.92	6.07	-1.73

By Make	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Ford	4853	5792	-16.21	20.87	24.47
Volkswagen	4149	4567	-9.15	17.84	19.3
Renault	3428	3213	6.69	14.74	13.58
Peugeot	1888	1561	20.95	8.12	6.6
Opel	1652	861	91.87	7.1	3.64
Toyota	1462	2319	-36.96	6.29	9.8
Citroen	1458	1337	9.05	6.27	5.65
Nissan	1199	1100	9	5.16	4.65
Mercedes-Benz	1170	890	31.46	5.03	3.76
Fiat	334	423	-21.04	1.44	1.79

By Model	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Caddy	1640	1385	18.41	7.05	5.85
Transit Custom Comm	1402	1533	-8.55	6.03	6.48
Partner Van	1374	1047	31.23	5.91	4.42
Trafic Vans	1250	1392	-10.2	5.37	5.88
Transit Van	1132	1182	-4.23	4.87	4.99
Berlingo	1126	1078	4.45	4.84	4.56
Master Vans	1071	997	7.42	4.61	4.21
Kangoo Comm	1035	725	42.76	4.45	3.06
T6	961	1133	-15.18	4.13	4.79
Vivaro	875	348	151.44	3.76	1.47



By Body Type	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Van	21169	18990	11.47	91.02	80.24
Pick-up	1011	1022	-1.08	4.35	4.32
Crew Cab	317	2823	-88.77	1.36	11.93
MPV	180	249	-27.71	0.77	1.05
Tipper	169	145	16.55	0.73	0.61
Drop-side Lorry	88	92	-4.35	0.38	0.39
Minibus	68	77	-11.69	0.29	0.33
Ambulance	50	57	-12.28	0.21	0.24
Open Lorry	42	20	110	0.18	0.08
Insulated/Refrigrated Van	35	1	3400	0.15	0

By Gross Weight	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
1kg -2000kg	4143	4119	0.58	17.81	17.4
2001kg -2500kg	5314	5049	5.25	22.85	21.33
2501kg -3000kg	4556	6473	-29.62	19.59	27.35
3001kg -3500kg	9023	7714	16.97	38.8	32.6
3501kg+	221	311	-28.94	0.95	1.31

By County	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Carlow	288	282	2.13	1.24	1.19
Cavan	299	349	-14.33	1.29	1.47
Clare	281	383	-26.63	1.21	1.62
Cork	2034	2376	-14.39	8.75	10.04
Donegal	351	445	-21.12	1.51	1.88
Dublin	11664	10357	12.62	50.15	43.76
Galway	791	929	-14.85	3.4	3.93
Kerry	604	633	-4.58	2.6	2.67
Kildare	875	962	-9.04	3.76	4.06
Kilkenny	329	404	-18.56	1.41	1.71
Laois	284	287	-1.05	1.22	1.21
Leitrim	72	102	-29.41	0.31	0.43
Limerick	741	782	-5.24	3.19	3.3
Longford	79	105	-24.76	0.34	0.44
Louth	448	479	-6.47	1.93	2.02
Mayo	475	491	-3.26	2.04	2.07
Meath	569	693	-17.89	2.45	2.93
Monaghan	205	257	-20.23	0.88	1.09
Offaly	273	341	-19.94	1.17	1.44
Roscommon	167	210	-20.48	0.72	0.89
Sligo	211	199	6.03	0.91	0.84
Tipperary	549	660	-16.82	2.36	2.79
Waterford	408	453	-9.93	1.75	1.91
Westmeath	320	392	-18.37	1.38	1.66
Wexford	590	665	-11.28	2.54	2.81
Wicklow	350	430	-18.6	1.5	1.82

By Engine Type	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Diesel	22908	23554	-2.74	98.5	99.53
Electric	302	72	319.44	1.3	0.3
Petrol	42	40	5	0.18	0.17
Petrol/Plug-In Electric Hybrid	5	0	-	0.02	0

HEAVY COMMERCIAL VEHICLES (HCVs)

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total
2019	354	262	266	304	298	317	250	154	145	2350
2018	402	243	271	242	227	183	375	198	188	2329
Change	-11.94	7.82	-1.85	25.62	31.28	73.22	-33.33	-22.22	-22.87	0.9

By Model	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
3 Axle Tractor	242	237	2.11	10.3	10.18
Buses & Coaches	168	174	-3.45	7.15	7.47
3 Axle Tractor	151	237	-36.29	6.43	10.18
2 Axle Tractor	103	136	-24.26	4.38	5.84
3 Axle Tractor	84	237	-64.56	3.57	10.18
2 Axle Rigid >17T	80	88	-9.09	3.4	3.78
4 Axle Rigid	66	74	-10.81	2.81	3.18
4 Axle Rigid	63	74	-14.86	2.68	3.18
2 Axle Rigid 6-7.9T	59	81	-27.16	2.51	3.48
2 Axle Tractor	58	136	-57.35	2.47	5.84

By Make	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Volvo	502	511	-1.76	21.36	21.94
Scania	482	517	-6.77	20.51	22.2
Daf	353	407	-13.27	15.02	17.48
Mercedes-Benz	270	188	43.62	11.49	8.07
Renault	235	185	27.03	10	7.94
Man	119	147	-19.05	5.06	6.31
Iveco	108	112	-3.57	4.6	4.81
Isuzu	72	90	-20	3.06	3.86
Sinotruk	66	6	1000	2.81	0.26
Wrightbus	29	40	-27.5	1.23	1.72

By County	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Carlow	25	19	31.58	1.06	0.82
Cavan	37	47	-21.28	1.57	2.02
Clare	32	27	18.52	1.36	1.16
Cork	288	274	5.11	12.26	11.76
Donegal	60	39	53.85	2.55	1.67
Dublin	930	854	8.9	39.57	36.67
Galway	94	109	-13.76	4	4.68
Kerry	60	74	-18.92	2.55	3.18
Kildare	84	113	-25.66	3.57	4.85
Kilkenny	57	71	-19.72	2.43	3.05
Laois	26	29	-10.34	1.11	1.25
Leitrim	3	7	-57.14	0.13	0.3
Limerick	60	57	5.26	2.55	2.45
Longford	15	17	-11.76	0.64	0.73
Louth	30	34	-11.76	1.28	1.46
Mayo	29	42	-30.95	1.23	1.8
Meath	79	99	-20.2	3.36	4.25
Monaghan	85	86	-1.16	3.62	3.69
Offaly	18	15	20	0.77	0.64
Roscommon	29	24	20.83	1.23	1.03
Sligo	26	43	-39.53	1.11	1.85
Tipperary	78	70	11.43	3.32	3.01
Waterford	31	35	-11.43	1.32	1.5
Westmeath	24	17	41.18	1.02	0.73
Wexford	104	80	30	4.43	3.43
Wicklow	46	47	-2.13	1.96	2.02

By Gross Weight	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
1kg -3500kg	5	5	0	0.21	0.21
3501kg -5000kg	6	4	50	0.26	0.17
5001kg -6000kg	5	6	-16.67	0.21	0.26
6001kg -8000kg	172	231	-25.54	7.32	9.92
8001kg -10000kg	21	32	-34.38	0.89	1.37
10001kg -12000kg	85	77	10.39	3.62	3.31
12001kg -14000kg	55	65	-15.38	2.34	2.79
14001kg -17000kg	90	79	13.92	3.83	3.39
17001kg+	1911	1829	4.48	81.32	78.53

By Body Type	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Articulated Tractor Unit	914	914	0	38.89	39.24
Bus	396	388	2.06	16.85	16.66
Tipper	228	216	5.56	9.7	9.27
Box Van	135	132	2.27	5.74	5.67
Insulated/Refrigrated Van	76	64	18.75	3.23	2.75
Open Lorry	69	91	-24.18	2.94	3.91
Concrete Mixer/Pump	69	37	86.49	2.94	1.59
Skip Loader	65	35	85.71	2.77	1.5
Curtain Sider	62	77	-19.48	2.64	3.31
Tanker	61	51	19.61	2.6	2.19

# Vehicle Testing Statistics



1st January-30th September 2019

2019	Pass	Fail Refusal	Fail Dangerous	Total
Full Tests	541,961 (49.8%)	471,409 (43.4%)	73,802 (6.8%)	1,087,172
Re-Tests	506,082 (92.3%)	40,120 (7.3%)	2,186 (.4%)	548,388

Category of cars due for testing in 2019 are 2015 reg., 2013 reg., 2011 reg., 2009 reg. and older registered vehicles.

Source: <https://www.ncts.ie/1127>

Over 26,575  
fail dangerous vehicles have been  
identified since begining of this year



LCV Test Volumes	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% +/- over prev year ytd
2012	31734	33901	34626	32613	36680	33715	35280	33561	31937	33554	33277	23100	393978	-
2013	35316	32475	33110	34892	38696	31440	36781	35618	38235	38475	36261	27503	418802	6.30%
2014	36730	34111	36939	38927	41933	38409	43958	38676	44869	48691	44538	39249	487030	16.29%
2015	44239	42568	43345	43472	44283	44679	48941	42833	51032	48372	45111	34707	533582	9.56%
2016	41764	44026	42955	47450	48401	46324	46044	47149	49758	46222	45273	34526	539892	1.18%
2017	47328	46089	50226	43648	52080	46139	47524	47960	49041	43774	43976	30972	548757	1.64%
2018	48307	45032	43314	47907	52631	44939	49919	49271	46246	47689	42874	30445	548574	-0.03%
2019	52586	48897	49533	49903	52762	44058	52728	46044	46422				442933	3.59%

HCV Test Volumes	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% +/- over prev year ytd
2012	9427	9604	10315	9628	10780	9516	10280	11052	9104	9804	9534	5756	114800	-
2013	10410	9546	9782	10583	11238	8814	10975	11239	10814	11178	10623	7208	122410	6.6%
2014	11431	10118	10605	11416	12235	10899	13214	12142	13572	12993	11445	8524	138594	13.2%
2015	11736	11776	12123	12498	12392	12587	14086	12947	14075	12963	12070	9060	148313	7.0%
2016	12061	12435	12395	13598	13589	13053	13511	14258	13961	12453	12782	9086	153182	3.3%
2017	13195	12478	13430	12154	14139	12634	13275	14110	13233	12114	12584	8291	151637	-1.0%
2018	13472	11985	11881	13054	14079	12048	13486	13797	12356	12704	11890	8146	148898	-1.8%
2019	13968	12463	12590	12985	13853	12009	14030	12974	12111				116983	0.71%

\*Please note that this report covers all test types including periodic, voluntary and enforcement tests



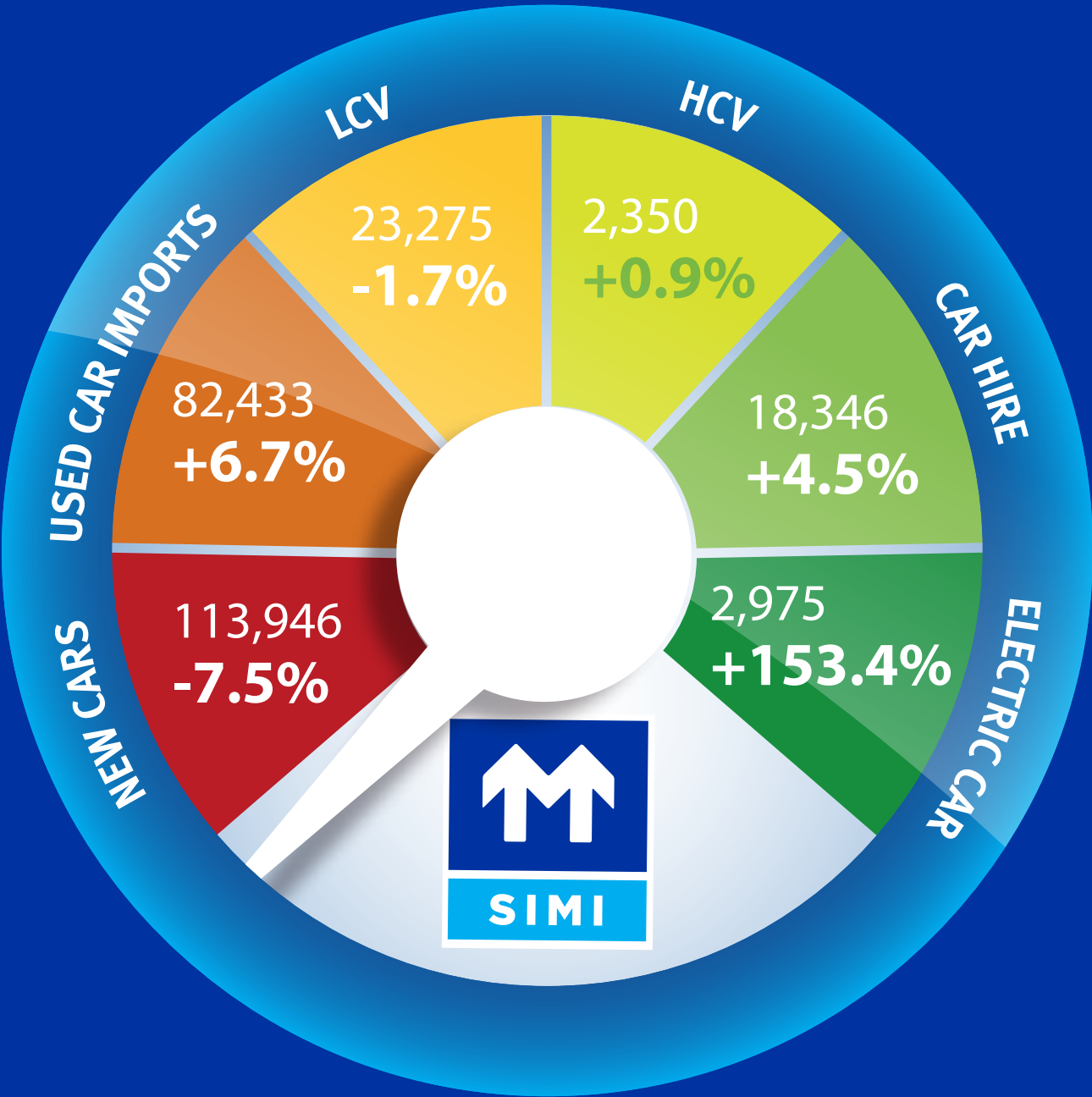
# Motor Industry

## Review Highlights

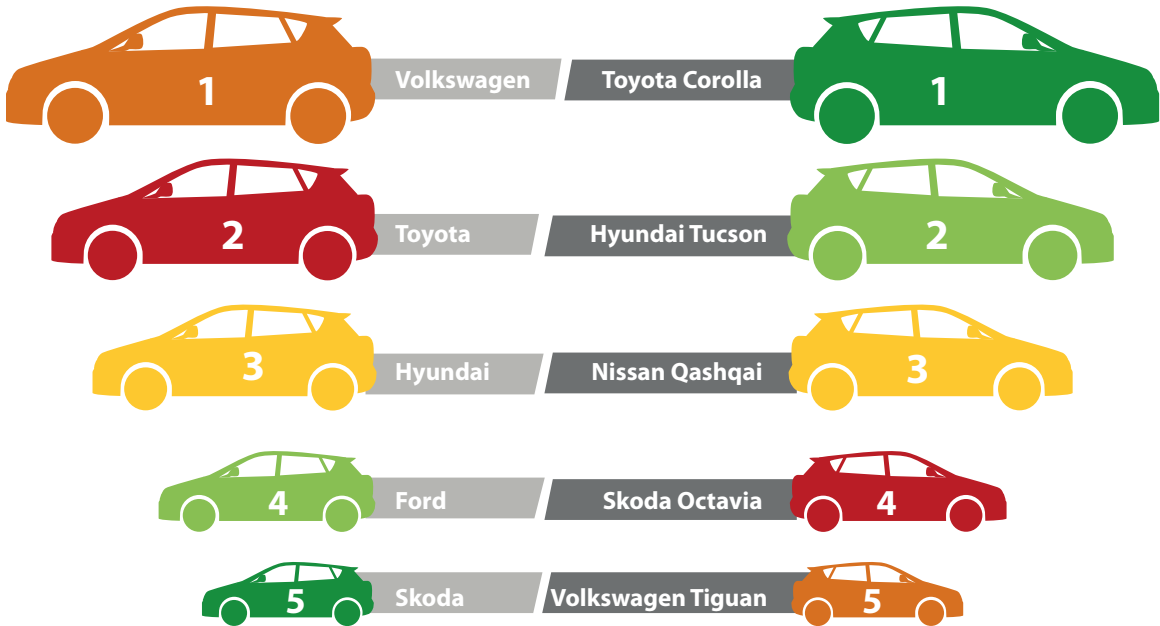


# Total First Registrations

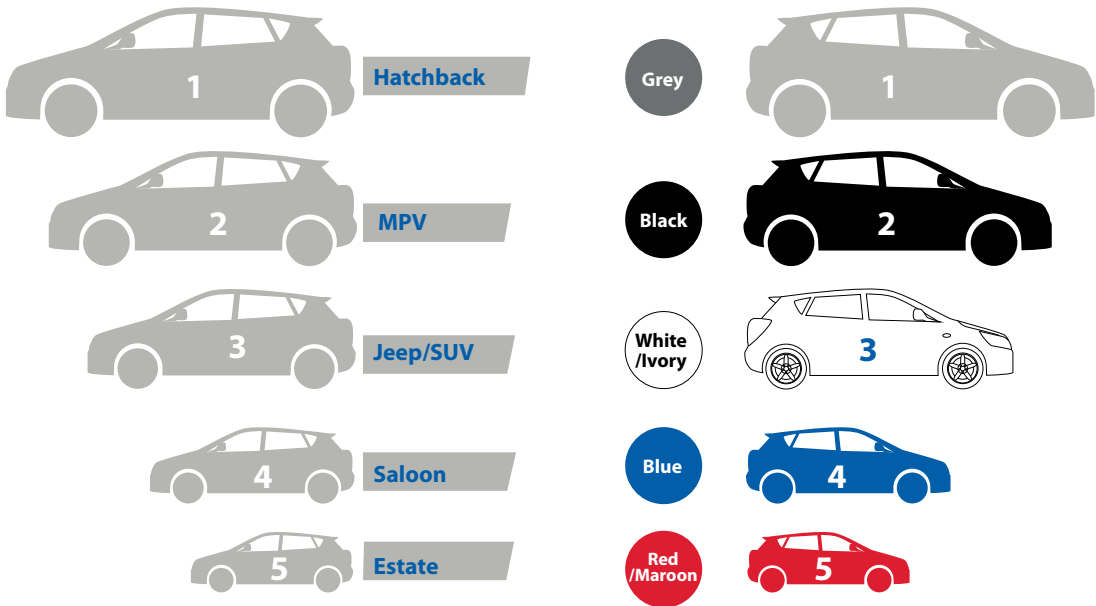
01 Total First Registrations Cumulative Q3 2019 vs Q3 2018



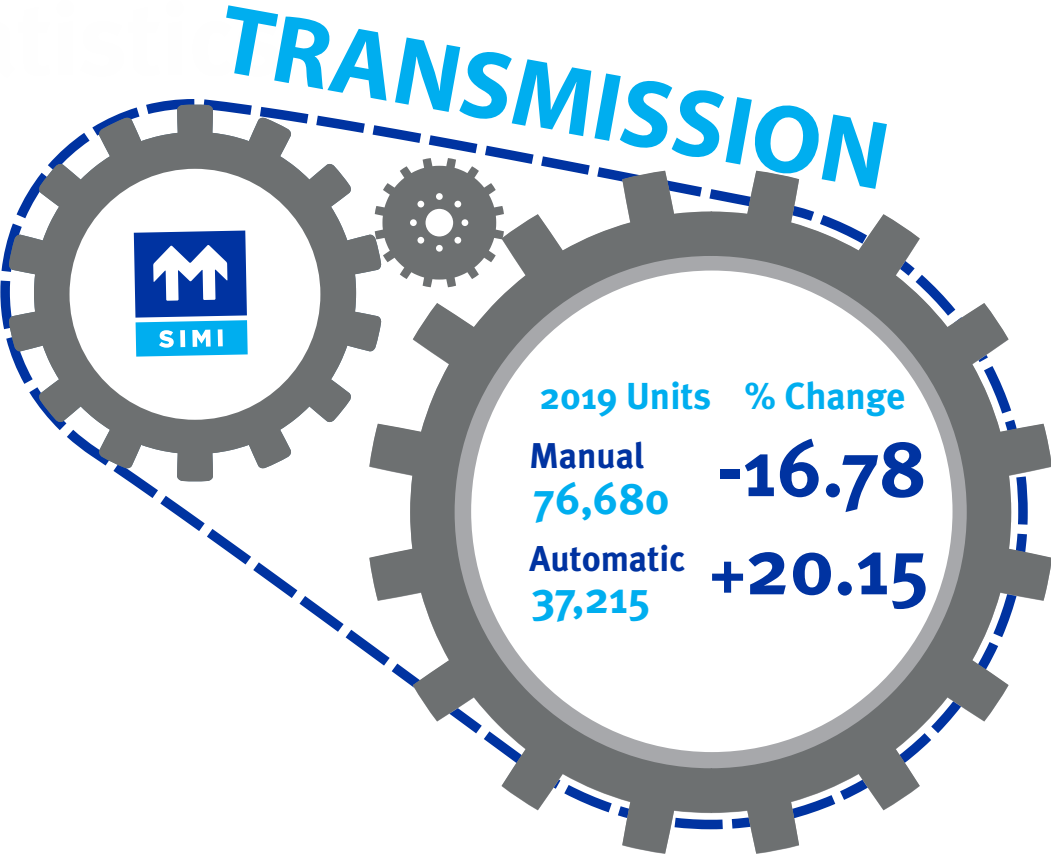
02 Top Selling New Car Makes Q3 2019      03 Top Selling New Car Models Q3 2019



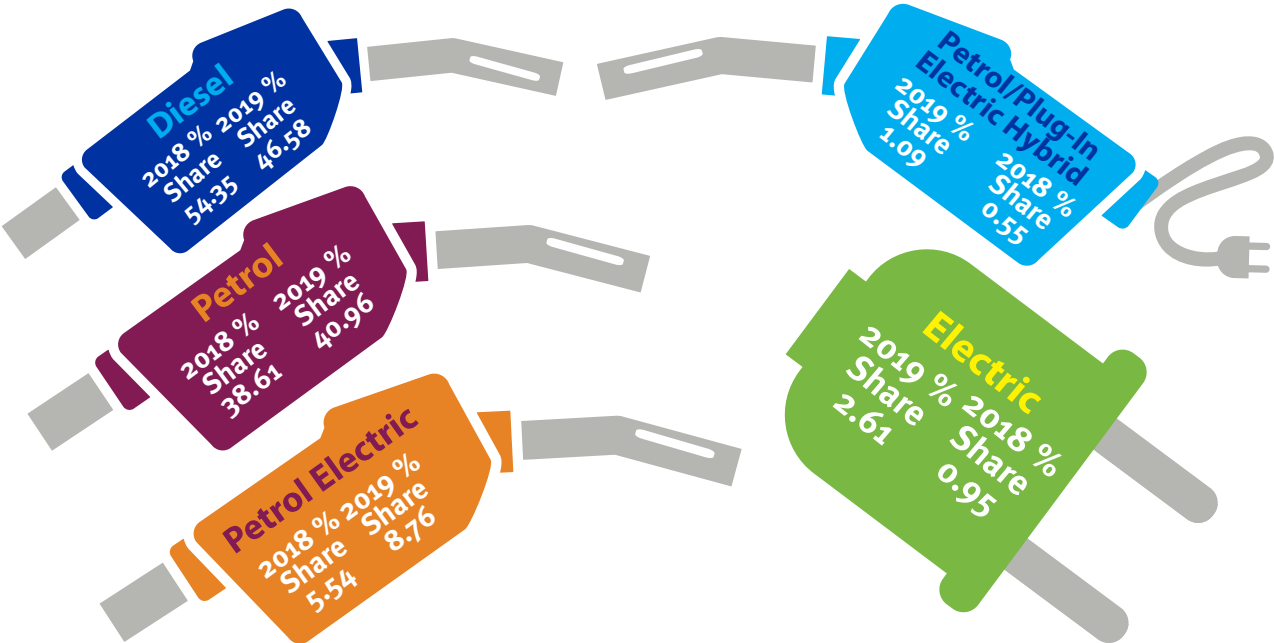
04 Top Selling Car Body Type Q3 2019      05 Top Selling Car Colours Q3 2019



06 New Cars by Transmission January-September 2019

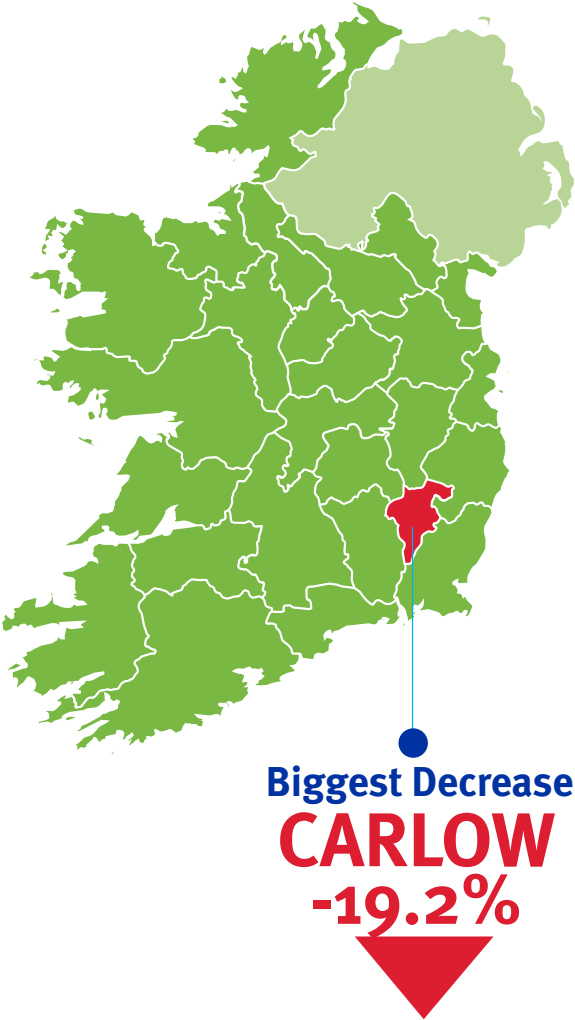


07 New Car by Engine Type January-September 2019



08 New Car Registrations % Change by County January-September 2019

County	2019 Unit	2018 Units	% Change
Carlow	1236	1530	-19.22
Cavan	1137	1241	-8.38
Clare	2191	2635	-16.85
Cork	13654	14955	-8.7
Donegal	2283	2573	-11.27
Dublin	50421	51417	-1.92
Galway	4183	4661	-10.26
Kerry	2262	2630	-13.99
Kildare	4340	5219	-16.84
Kilkenny	2021	2313	-12.62
Laois	1308	1483	-11.8
Leitrim	388	480	-19.17
Limerick	3789	4246	-10.74
Longford	497	588	-15.48
Louth	2588	2745	-5.72
Mayo	1899	2141	-11.3
Meath	3234	3638	-11.08
Monaghan	863	982	-12.12
Offaly	1234	1521	-18.87
Roscommon	915	1039	-11.93
Sligo	1028	1069	-3.84
Tipperary	2907	3271	-11.13
Waterford	3043	3252	-6.43
Westmeath	1535	1764	-12.98
Wexford	2696	3139	-14.11
Wicklow	2295	2663	-13.82



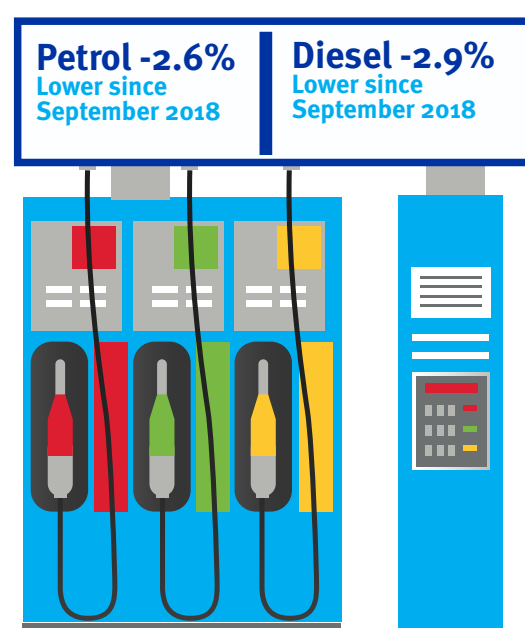
## 09 New Cars by Emissions

CO2 Band	2019 Units	2018 Units	% Change
0 A0	2966	1174	152.64
1-80 A1	3712	1688	119.91
81-100 A2	10161	18491	-45.05
101-110 A3	21885	35280	-37.97
111-120 A4	30987	33680	-8
121-130 B1	25246	18887	33.67
131-140 B2	9886	7567	30.65
141-155 C	5468	4584	19.28
156-170 D	2729	1171	133.05
171-190 E	567	558	1.61
191-225 F	308	76	305.26
226+ G	31	39	-20.51

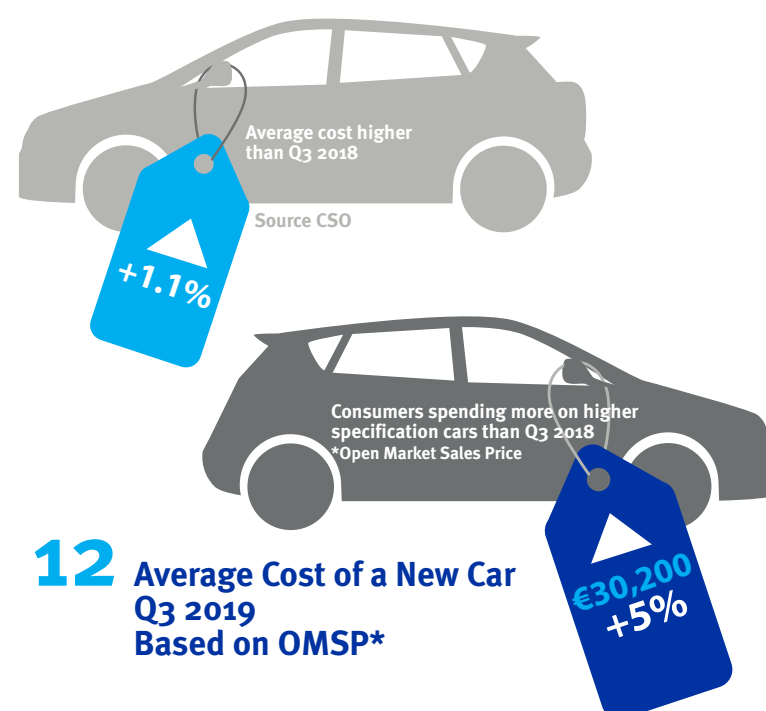
AVERAGE CO<sub>2</sub>  
**114.24/km**

**+1.1%** ON COMPARISON  
YEAR (112.97g/km)

## 10 Cost of Motoring



## 11 Cost of New Car



## 12 Average Cost of a New Car Q3 2019 Based on OMSP\*

## 13 Average Motor Insurance Costs



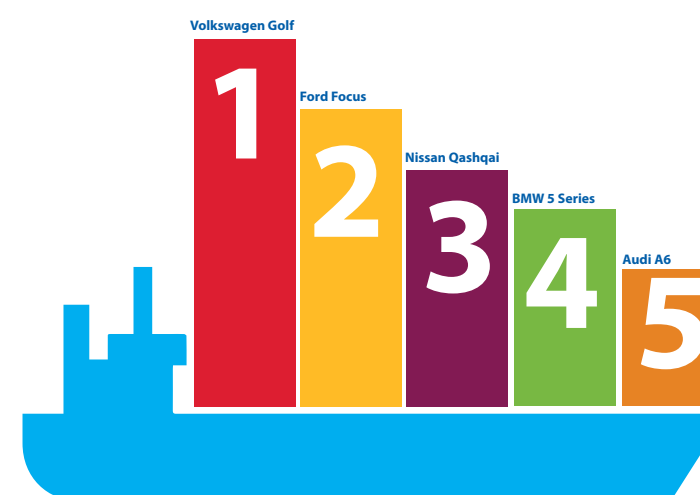
## 14 Motor Insurance Costs



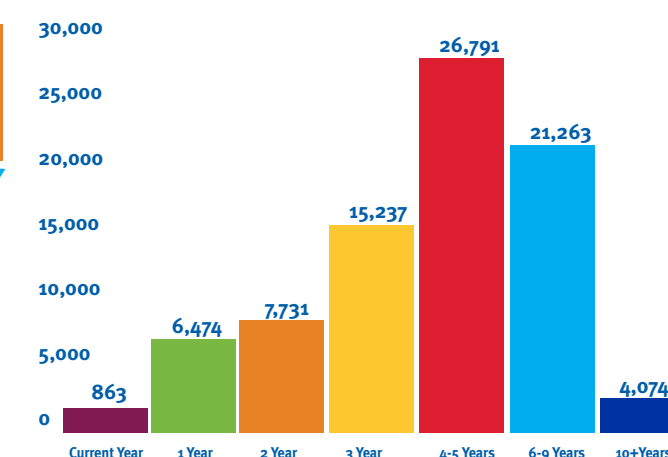
## 15 Government Revenue on Car Sales (Q3 2019 vs Q3 2018)



## 16 Top Selling Used Import Models Q3 2019



## 17 Age Profile Imported Used Cars January-September 2019







Serving the Irish Motor Industry

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**Q3**  
**2019**