



Serving the Irish Motor Industry

A Report by Economist | Jim Power

SIMI Motor Industry Update January 2020



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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.

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Executive Summary

Key Points This Quarter

The Budget 2020 introduction of a NOx levy will likely impact on the age profile of used imports and there is likely to be some decline in used imports. At this early stage, a used import total of around 100,000 seems realistic, which would represent a decline of under 12%.

117,100 New Cars Registered In 2019

- The economic fundamentals will in theory be supportive of new car registrations in 2020, but as has been the case over the past 3 years, used imports and consumer caution will likely have an impact. Another factors that could undermine the market is deep uncertainty and confusion about the environmental implications of different types of cars.
- The Minister in the Department of Communications, Climate Action and Environment has stated that there will be a ban on the sale of fossil fuel cars by 2030. At the same time, the physical infrastructure for electric vehicles is totally inadequate and the vehicles themselves are more expensive in comparison to internal combustion engines. There is also considerable speculation about the introduction of a congestion charge.
- These uncertainties are not helping new car sales. For 2020, 111,245 new car registrations are projected, which would represent a decline of 5% on the 2019 outturn.
- The Irish economy performed strongly in 2019, despite the more challenging global backdrop. The labour market improved further; the export side of the economy performed strongly; consumer spending recorded reasonable growth, despite fragile consumer confidence; and a record number of overseas visitors came into the country.
- Despite the solid economic background, new car registration declined again, while used imports became an even more significant component of the overall market.
- 117,100 new cars were registered in 2019, down 6.8% lower on 2018. Although only 2.7% of new car registrations occurred in the final quarter of the year, Q4 saw strong growth of 27.6%.
- Diesel cars accounted for 46.6% of total new registrations in 2019, down from 54.4% in 2018; petrol cars accounted for 40.6% of the total, up from 38.5% in 2018; Petrol-Electric accounted for 8.7% up from 5.5% in 2018, Electric accounted for 2.9% of the total, up from 1% in 2018; and Petrol/Plug-In Electric Hybrid accounted for 1.2%.
- Every county recorded a decline in new registrations in 2019, with Carlow experiencing the most significant decline at 19%.
- 113,926 used cars were imported in 2019, which is 13.1% higher than 2018. They accounted for a record high of 49.3% of the total car market. 94.9% of the used imports originated from the UK. 71.7% of the used imports were diesel models. 62.2% of the used imports were 4 years or older.
- Average CO₂ emissions increased by 0.8% in 2019. This increase can be attributed to a different test reading in 2019.
- In December 2019, petrol prices were 1.6% higher than a year earlier and diesel prices were 0.7% lower than a year earlier.
- CSO data show that in the year to December 2019, the average price of a new car was 2.3% 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 fourth quarter of 2019, the average OMSP was €30,359 which is 5.3% higher than the fourth 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 costs continue to decline. In the year to December 2019, the average cost of motor insurance declined by 6.8%. Between July 2016 and December 2019, the average cost of motor insurance declined by 27.4%.
- In 2019, 25,350 new Light Commercial Vehicles (LCVs) were registered, which was 0.4% lower than 2018. 13,346 used LCVs were imported, which is 4.3% lower than in 2018. 2,654 new Heavy Goods Vehicles (HGVs) were registered, which was 2.5% higher than 2018.
- EU car sales increased by 1.2% in 2019.
- In 2019, the Revenue Commissioners collected €1.6 billion in VAT and VRT receipts on all car sales. This was 5.9% higher than 2018. They collected €662 million in VRT on new car sales, which was 7.1% higher than a year earlier, and it collected €534.9 million in VAT receipts, which was 4.2% lower than a year earlier. In total, the Revenue Commissioners collected €1.19 billion in VAT and VRT from new car sales, which is 1.7% higher than 2018. The Revenue Commissioners collected €413 million from used imports, which was 20% higher than 2018.
- The average total tax take from a new car in 2019 was €10,223, compared to €3,628 for a used car. The displacement of new car sales by used imports is having a significant impact on Revenue receipts.



Economic Background To Motor Industry 2019



Economic Background To Motor Industry In 2019

The Irish economy delivered another strong performance in 2019, with most economic indicators continuing to improve.

Economic growth data for the first nine months of the year show that gross domestic product (GDP) expanded by 5.9%. Consumer expenditure increased by 3.4% and exports of goods and services expanded by 12.1%. The modified and more realistic measure of economic growth – modified domestic demand expanded by 2.5%. These data describe an economy that is growing at a steady and sustainable pace, rather than at an overheated pace.

The performance of the labour market was very positive. The number of people in employment expanded by 53,700 or 2.4% in the 12-month period to September and total employment reached a new high of 2.326 million. The number of people unemployed declined by 12,900 during the year and the unemployment rate in December declined to 4.8% of the labour force, down from 5.5% a year earlier.

Retail sales, which is spending on physical goods, expanded by 1.7% in volume terms and 0.7% in value terms in the first 11 months of the year. The gap between the value and volume of growth is still significant, which is suggestive of continued price compression in the retail sector. The retail sales numbers are somewhat depressed by weaker car sales, and when cars are excluded, the volume of retail sales increased by 4.2% and the value of sales by 2.2%. Consumer confidence was fragile during the year and fell to its lowest level in over six years in October. However, it rebounded

strongly in November and December to deliver the largest two-month gain in almost five years. This recovery reflected a more positive outlook on Brexit, which was the dark cloud overhanging consumer sentiment throughout the year.

The export performance was strong during the year. In the first 11 months of the year, merchandise or goods exports expanded by a strong 9.2%. The UK market proved challenging, with the value of exports declining by 1.7%.

The housing market moderated significantly during the year. Increased supply, the Central Bank's mortgage lending restrictions and Brexit uncertainty all combined to generate a sharp deceleration in house price inflation. In the year to November, national average house prices increased by just 1.4%. Prices outside of Dublin increased by 3.6% and Dublin prices declined by 0.7%. From an economic perspective, these price trends have to be seen as positive.

In the first 11 months of the year, the number of overseas visitors increased by 1.5% to reach a new record of just over 10 million. The Great Britain market was challenging, with growth of just 0.3%. Tourism spending is estimated to have declined.

The public finances continued to improve. A surplus of €647 million was recorded. Tax revenues continued to perform strongly and expanded by 6.8% to reach a record level of €59.3 billion. Tax revenues came in €1.37 billion ahead of target, with corporation tax coming in €1.4 billion ahead of target.

2019 New Cars 117,100

UPDATE ON MOTOR INDUSTRY

New Car Registrations

117,100 new cars were registered in 2019, down 6.8% lower on 2018. Although only 2.7% of new car registrations occurred in the final quarter of the year, Q4 saw strong growth of 27.6%.

Diesel cars accounted for 46.6% of total new registrations in 2019, down from 54.4% in 2018; petrol cars accounted for 40.6% of the total, up from 38.5% in 2018; Petrol-Electric accounted for 8.7% up from 5.5% in 2018, Electric accounted for 2.9% of the total, up from 1% in 2018; and Petrol/Plug-In Electric Hybrid accounted for 1.2%.

Table 1: 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	24,681	-8.4%
August	5,921	5,087	-14.1%
September	3,192	3,415	+7.0%
Q3	36,071	33,183	-8.0%
October	1,689	2,177	+28.9%
November	645	758	+17.5%
December	142	224	+57.8%
Q4	2,476	3,159	+27.6%
FULL YEAR	125,671	117,100	-6.8%

Source: SIMI Motorstats

Table 2: New Car Registrations by Engine Type (2019)

ENGINE TYPE	2019 %	%MARKET 2019	% MARKET 2020	CHANGE SALES 2019/2018
Diesel	54,547	46.6%	54.4%	-20.2%
Petrol	47,569	40.6%	38.5%	-1.7%
Petrol-Electric	10,193	8.7%	5.5%	+47.2%
Electric	3,444	2.9%	1.0%	+179.3%
Petrol Plug-In Electric Hybrid	1,343	1.2%	0.6%	+84.3%

Source: SIMI Motorstats

Every county recorded a decline in new registrations in 2019, with Carlow experiencing the most significant decline at 19%

Table 3: New Car Registrations by County 2019

COUNTY	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
Cork	13,979	15,234	-8.24%	11.94%	12.12%
Clare	2,245	2,670	-15.92%	1.92%	2.12%
Cavan	1,167	1,251	-6.71%	1.00%	1.00%
Carlow	1,254	1,548	-18.99%	1.07%	1.23%
Dublin	52,067	52,704	-1.21%	44.46%	41.94%
Donegal	2,331	2,609	-10.66%	1.99%	2.08%
Galway	4,299	4,767	-9.82%	3.67%	3.79%
Kildare	4,452	5,308	-16.13%	3.80%	4.22%
Kilkenny	2,065	2,345	-11.94%	1.76%	1.87%
Kerry	2,310	2,662	-13.22%	1.97%	2.12%
Limerick	3,883	,322	-10.16%	3.32%	3.44%
Longford	510	599	-14.86%	0.44%	0.48%
Louth	2,654	2,798	-5.15%	2.27%	2.23%
Leitrim	393	485	-18.97%	0.34%	0.39%
Laois	1,342	1,508	-11.01%	1.15%	1.20%
Meath	3,292	3,708	-11.22%	2.81%	2.95%
Monaghan	886	996	-11.04%	0.76%	.79%
Mayo	1,944	2,169	-10.37%	1.66%	1.73%
Offaly	1,264	1,541	-17.98%	1.08%	1.23%
Roscommon	929	1,051	-11.61%	0.79%	0.84%
Sligo	1,054	1,086	-2.95%	0.90%	0.86%
Tipperary	2,976	3,331	-10.66%	2.54%	2.65%
Waterford	3,105	3,292	-5.68%	2.65%	2.62%
Westmeath	1,585	1,786	-11.25%	1.35%	1.42%
Wicklow	2,349	2,727	-13.86%	2.01%	2.17%
Wexford	2,765	3,174	-12.89%	2.36%	2.53%

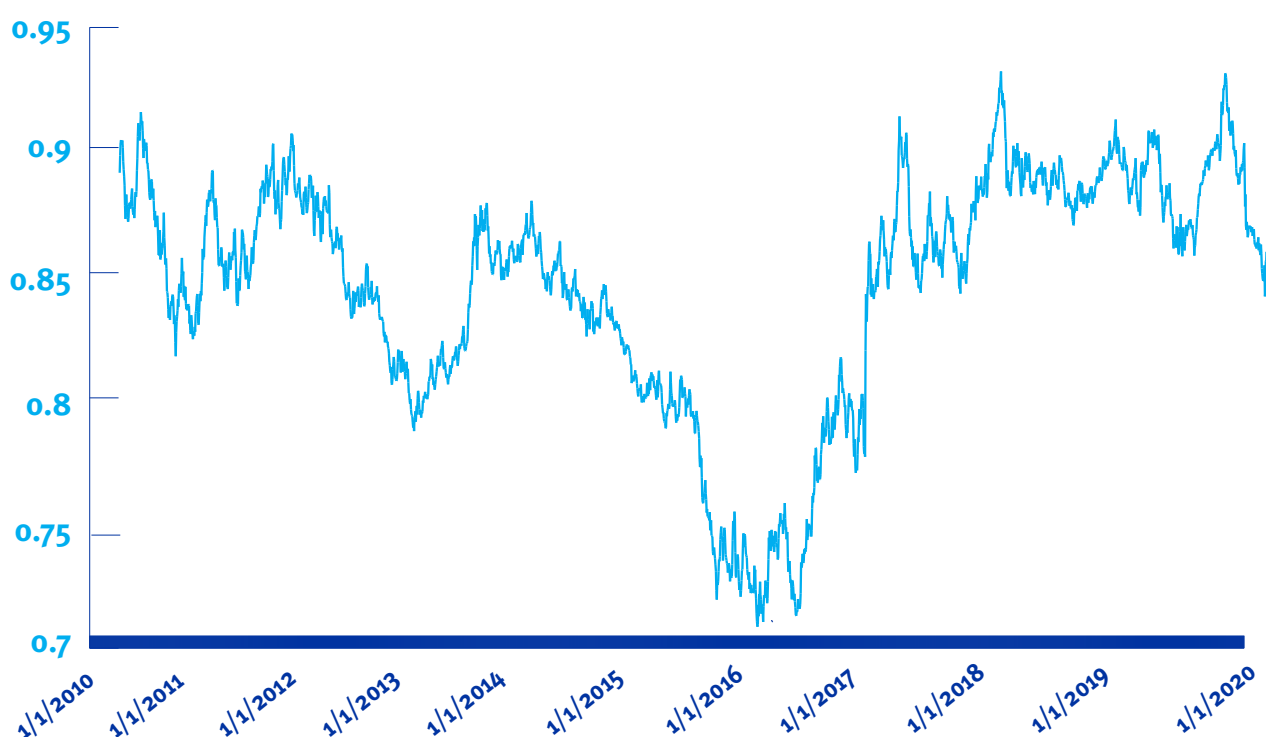
Source: SIMI Motorstats

Used Imports

113,926 used cars were imported in 2019, which is 13.1% higher than 2018. They accounted for a record high of 49.3% of the total car market. 94.9% of the used imports originated from the UK. 71.7% of the used imports were diesel models. The weakness of sterling is continuing to drive used imports from the UK. In 2015, the sterling/euro exchange rate averaged 72.6 pence; in 2016 it averaged 81.9 pence; in 2017 it averaged 87.64 pence; in 2018, it averaged 88.49 pence; and in 2019, it averaged 87.73.

The UK currency has gained some strength in recent months as the prospect of a hard-Brexit became somewhat less likely.

Figure 1: Sterling v Euro



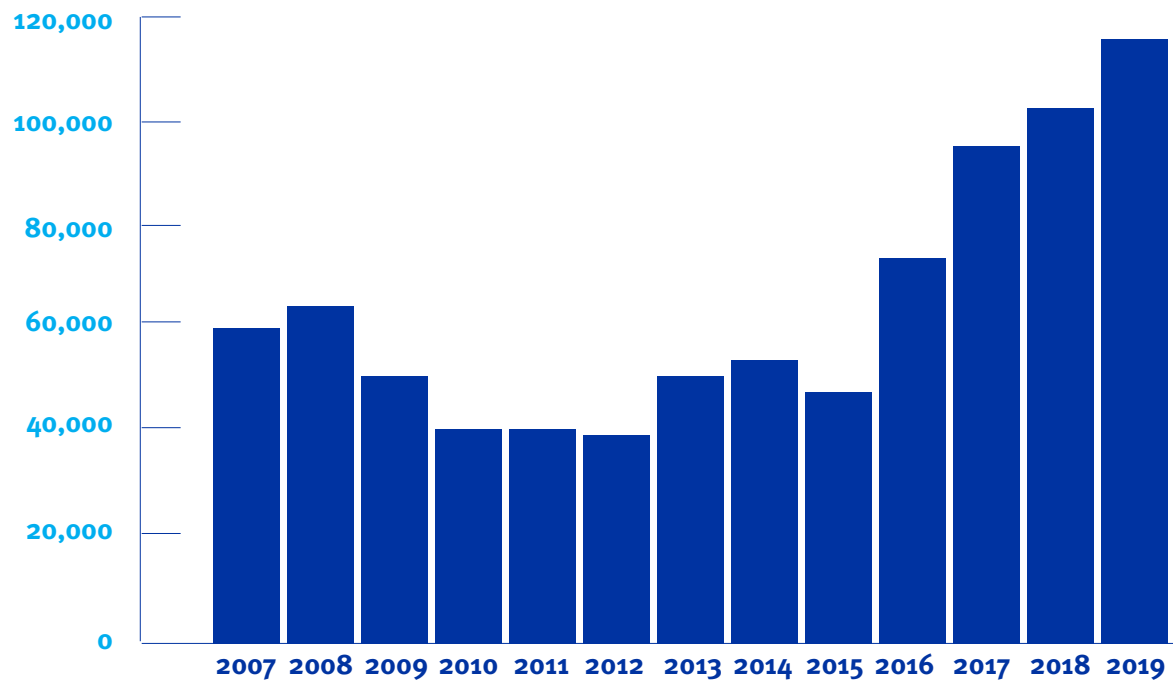
Source: Bloomberg

Table 4: Used Car Imports by Engine Type (2019)

ENGINE TYPE	2019	% MARKET 2019	% SALES CHANGE 2019/2018
Diesel	81,608	71.6%	+8.2%
Petrol	22,594	19.8%	+24.3%
Petrol-Electric	6,311	5.5%	+29.2%
Electric	644	0.6%	-7.1%
Petrol Plug-In Electric Hybrid	2,413	2.1%	+89.6%

Source: SIMI Motorstats

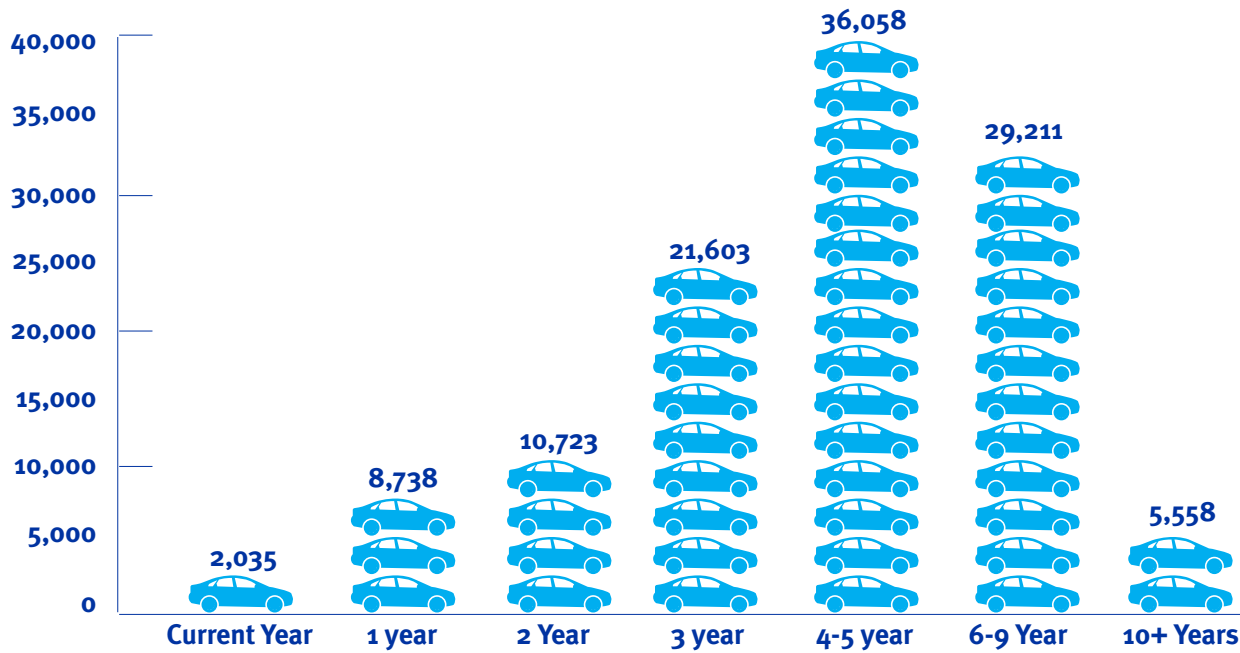
Figure 2: Used Imports



Source: SIMI Motorstats

A breakdown of the age profile of the used imports in the 2019 shows that 62.2% of the used imports were 4 years or older.

Figure 3: Age Profile Imported Used Cars 2019



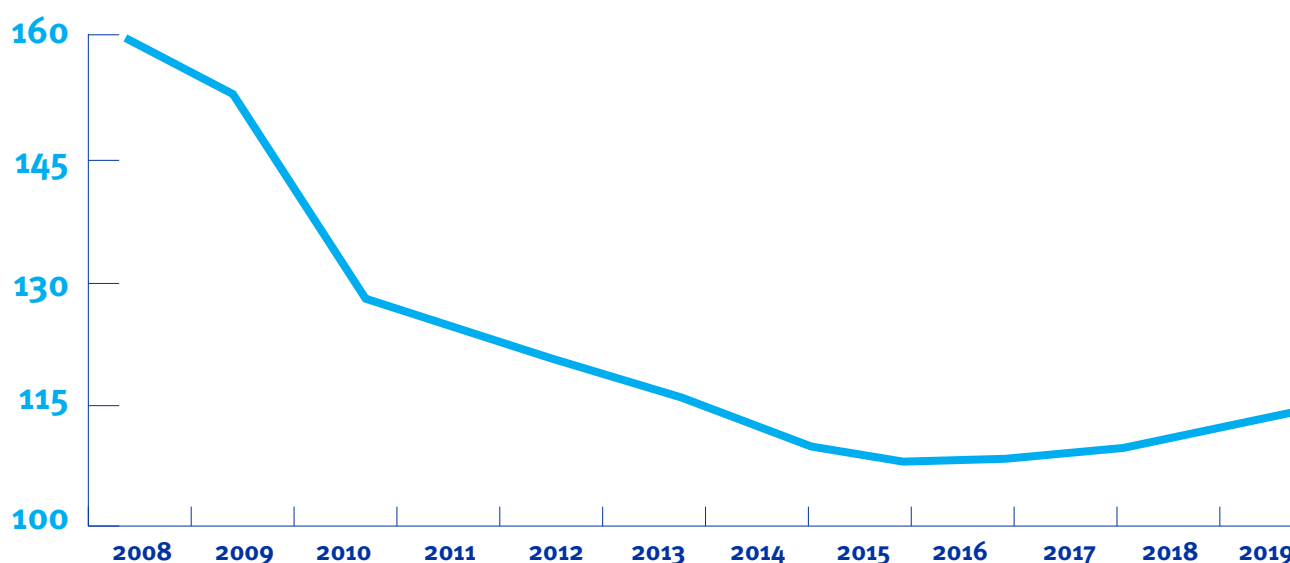
Source: SIMI Motorstats

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 (NO_x) 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 move away from diesel towards petrol, there was an increase in 2018, and emissions increased 0.8% in 2019. This increase can be attributed to a different test reading in 2019. In 2018 over 90% of new cars were tested under the old EU Testing system NEDC (New European Driving Cycle). In 2019 nearly 80% of new cars were tested under the new WLTP (Worldwide Harmonised Light Vehicle Test Procedure) system with a derived NECD figure, NEDC-2, used for reporting purposes. It is accepted that the NEDC-2 readings are higher than the previous NEDC test even for the same car.

Figure 4: Average CO₂ Emissions for New Cars

(g/Km)



Source: SIMI Motorstats

Exchequer Receipts from Motor industry

In 2019, the Revenue Commissioners collected €1.6 billion in VAT and VRT receipts on all car sales. This was 5.9% higher than 2018. They collected €662 million in VRT on new car sales, which was 7.1% higher than a year earlier, and it collected €534.9 million in VAT receipts, which was 4.2% lower than a year earlier. In total, the Revenue Commissioners collected €1.19 billion in VAT and VRT from new car sales, which is 1.7% higher than 2018.

The Revenue Commissioners collected €413 million from used imports, which was 20% higher than 2018.

The average total tax take from a new car in 2019 was €10,223, compared to €3,628 for a used car. The displacement of new car sales by used imports is having a significant impact on Revenue receipts.

In the first 11 months of 2019, the Exchequer collected €3.25 billion from taxes on fuel. This was 7.6% lower than the first 11 months of 2018. Overall total Motor related taxation in 2019 exceeded 5.5 Billion.

Table 5: Tax Receipts from New & Used Car Sales (2019)

	CATEGORY	2019 (€ min)	2018 (€ min)	% CHANGE
NEW CARS	VRT	€662.2	€618.2	+7.1%
	VAT	€534.9	€558.6	-4.2%
	Total	€1,197.1	€1,176.8	+1.7%
USED CARS	VRT	€370.4	€306.1	+21.0%
	VAT	€42.6	€37.7	+13.0%
	Total	€413.0	€343.8	+20.1%
TOTAL CARS	VRT	€1,032.6	€924.3	+11.7%
	VAT	€577.5	€596.3	-3.1%
	Total	€1,610.1	€1,520.6	+5.9%

Source: Revenue Commissioners & SIMI

COSTS OF MOTORING

Fuel Costs

In December 2019, petrol prices were 1.6% higher than a year earlier and diesel prices were 0.7% lower than a year earlier.

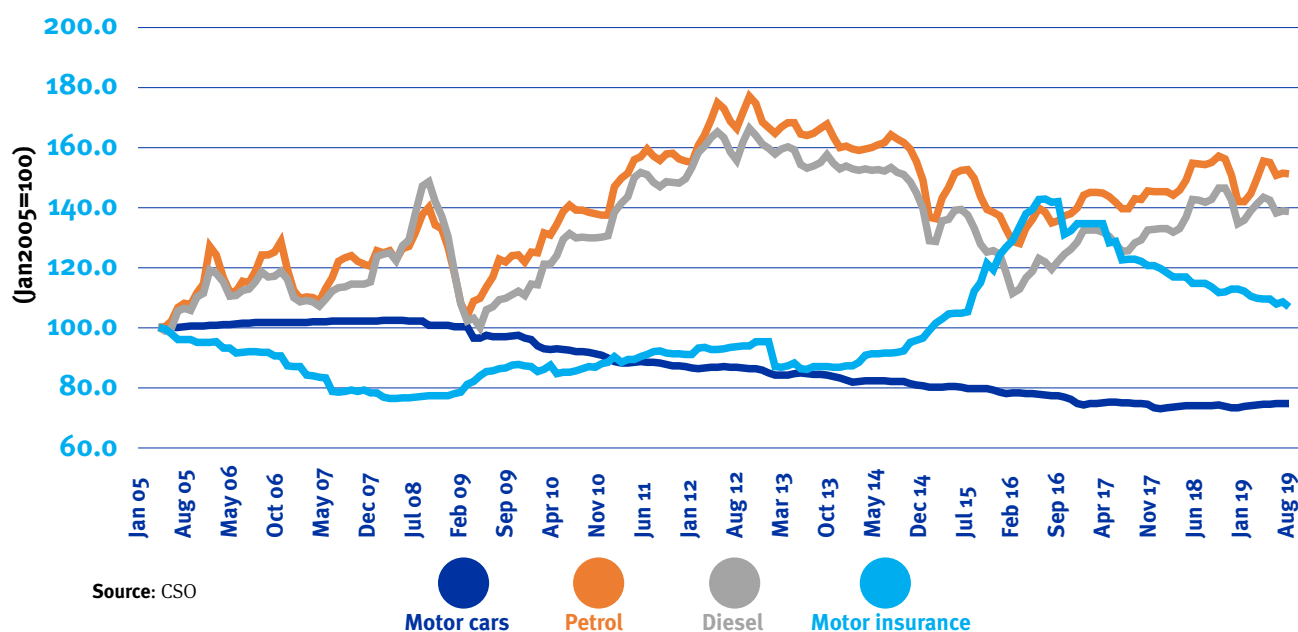
Car Prices

CSO data show that in the year to December 2019, the average price of a new car was 2.3% 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 fourth quarter of 2019, the average OMSP was €30,359 which is 5.3% higher than the fourth 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 December 2019, the average cost of motor insurance declined by 6.8%. Between July 2016 and December 2019, the average cost of motor insurance declined by 27.4%.

Figure 5: Costs of Motoring

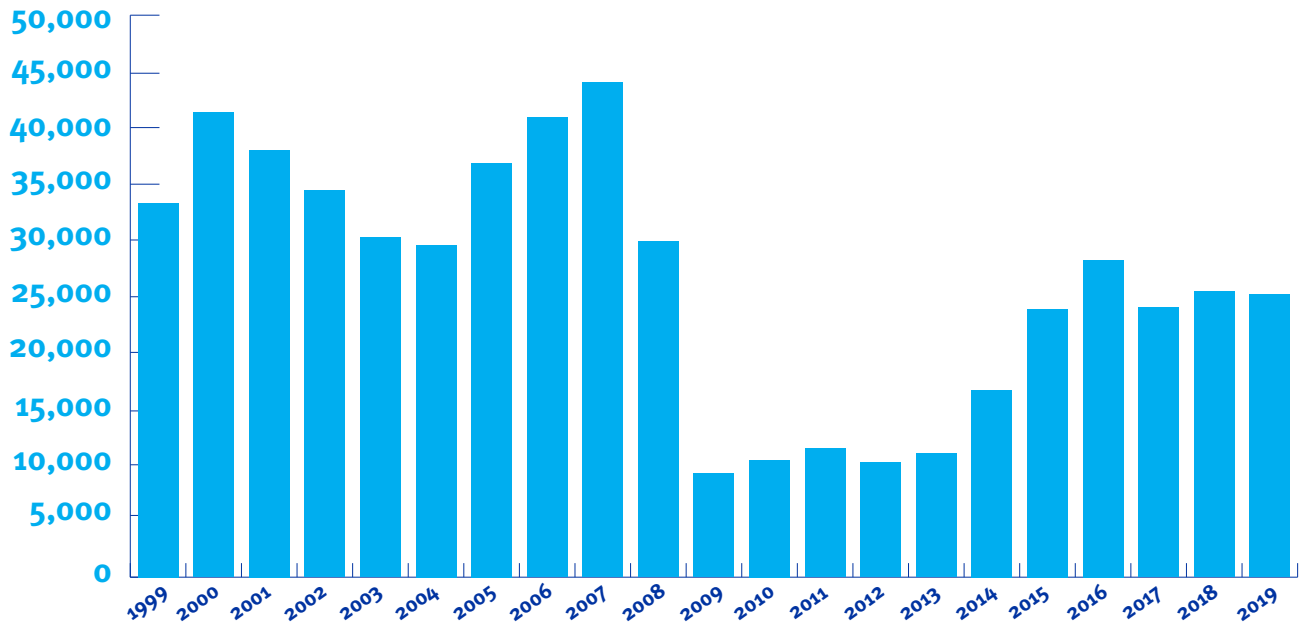


COMMERCIAL VEHICLES

In 2019, 25,350 new Light Commercial Vehicles (LCVs) were registered, which was 0.4% lower than 2018.

13,346 used LCVs were imported, which is 4.3% lower than in 2018.

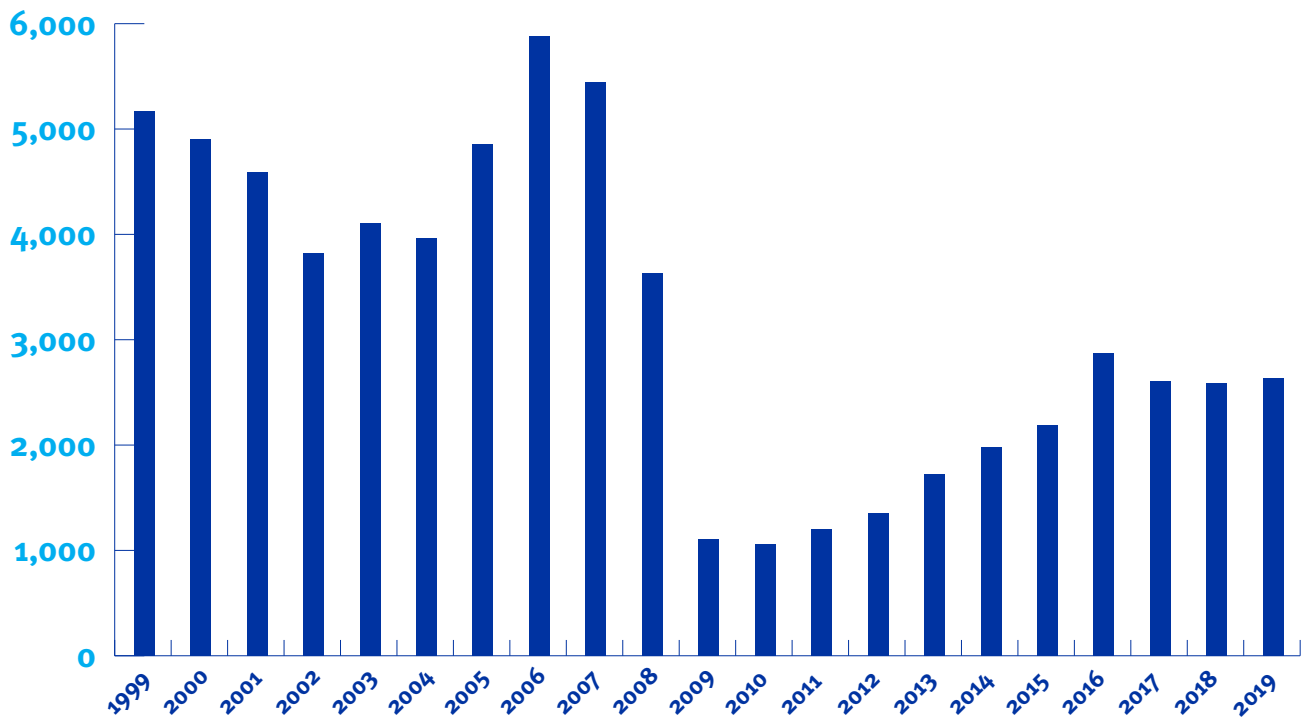
Figure 6: Registrations of New LCVs



Source: SIMI Motorstats

In 2019, 2,654 new Heavy Goods Vehicles (HGVs) were registered, which was 2.5% higher than 2018.

Figure 7: Registrations of New HGVs

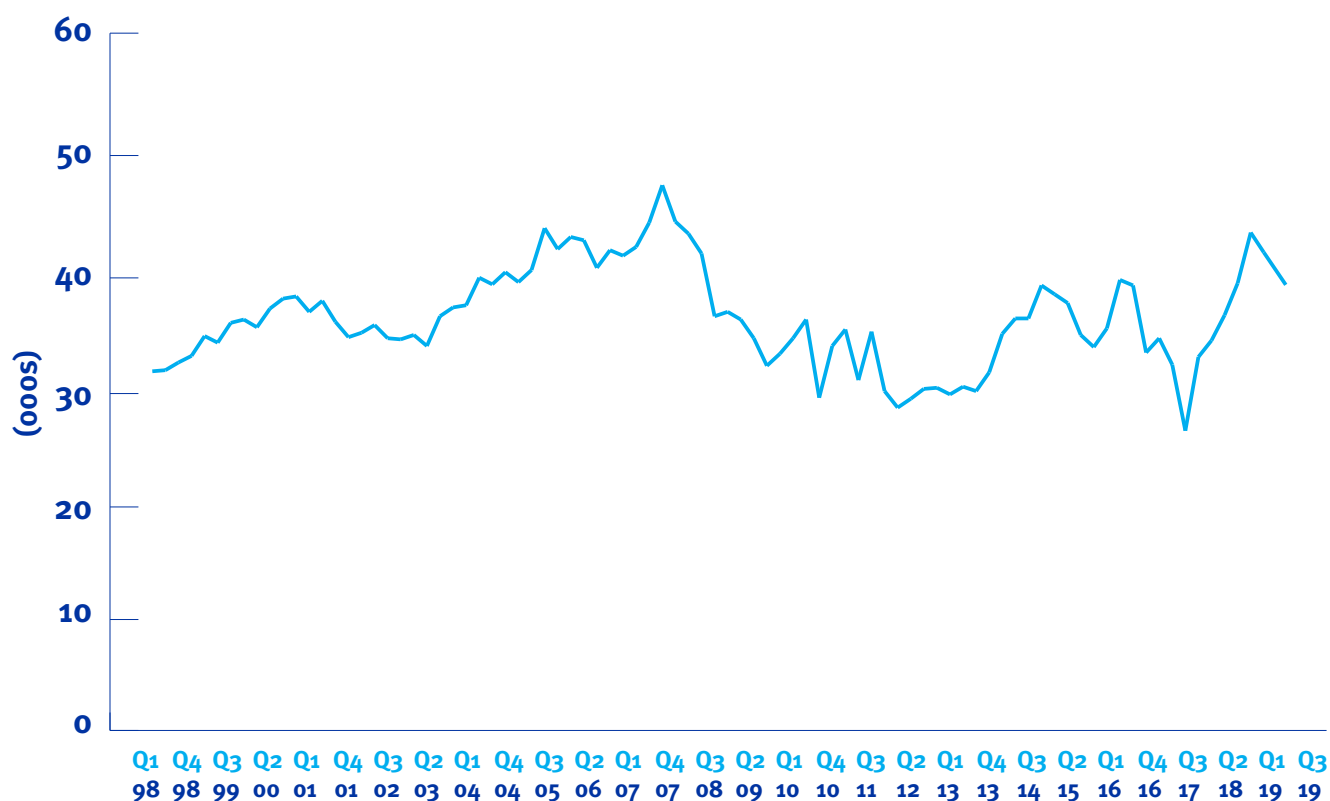


Source: SIMI Motorstats

EMPLOYMENT IN THE MOTOR TRADE

In the third quarter of 2019, there were 43,500 employed in the motor trade, which is 9.3% higher than a year earlier.

Figure 8: Employment in Motor Trade



EUROPEAN CAR SALES

EU car sales increased by 1.2% in 2019.

Table 6: Eu New Car Registrations

	2019	2018	19/18
Austria	329,363	341,068	-3.4%
Belgium	550,003	549,632	+0.1%
Bulgaria	35,371	34,332	+3.0%
Croatia	62,975	9,856	+5.2%
Cyprus	12,220	12,956	-5.7%
Czech Republic	249,915	261,437	-4.4%
Denmark	225,594	218,483	+3.3%
Estonia	26,589	25,387	+4.7%
Finland	114,199	120,505	-5.2%
France	2,214,279	2,173,481	+1.9%
Germany	3,607,258	3,435,778	+5.0%
Greece	114,110	103,431	+10.3%
Hungary	157,900	36,594	+15.6%
Ireland	117,100	125,671	-6.8%
Italy	1,916,320	1,910,701	+0.3%
Latvia	18,235	16,879	+8.0%
Lithuania	46,461	32,441	+43.2%
Luxembourg	55,008	52,811	+4.2%
Netherlands	446,114	443,530	+0.6%
Poland	555,598	531,889	+4.5%
Portugal	223,799	228,327	-2.0%
Romania	161,562	130,919	+23.4%
Slovakia	101,568	98,080	+3.6%
Slovenia	73,211	72,835	+0.5%
Spain	1,258,260	1,321,437	-4.8%
Sweden	356,036	353,729	+0.7%
United Kingdom	2,311,140	2,367,147	-2.4%
European Union	15,340,188	15,159,336	+1.2%

source: www.acea.be

The Car Market In 2020





The Car Market In 2020

In considering the auto market in 2020, there are a number of conflicting forces at play and there is still considerable uncertainty on many fronts.

THE EXTERNAL ECONOMIC FORCES

2019 was a challenging year for the global economy. Economic growth was the lowest since the 'great recession' in 2008. The US economy lost considerable momentum, which forced the Federal Reserve to reverse course and cut interest rates by 0.75%; the Euro Zone economy proved hugely disappointing, with Germany and Italy moving close to technical recession; the UK economy was undermined by Brexit uncertainty; and Chinese growth slowed due to the US trade dispute and ongoing domestic restructuring.

Looking ahead to 2020, many uncertainties persist, but it is possible to be somewhat more optimistic. President Trump faces an election in November and he should obviously be keen to avoid a sharp slowdown in the US economy caused by a trade war with China. Consequently, progress on the trade dispute has been made and on January 15th he signed a phase 1 trade agreement with China. This removes the immediate threat of an all-out trade war, but there can be no guarantees that there could be a further outbreak of trade hostilities down the road. It will also be interesting to see if Trump addresses more trade-related angst at the EU.

The situation between the US and Iran is a source of concern, not least because of the potential impact on oil prices.

Global equity markets are at very elevated levels, and the risk of a serious correction at some stage cannot be discounted, but market sentiment remains very comfortable and generally positive.

Despite all of these uncertainties, mainly related to global geo-politics, it is more likely that global growth will be stable or slightly stronger over the coming year.

Employment

Growth 1.8%

INTEREST RATES

In response to the sharp slowdown in the Euro Zone economy, the European Central Bank (ECB) has recommenced Quantitative Easing (QE). Consequently, there appears to be no possibility that the ECB will change its zero-interest rate policy during 2020.

BREXIT

The UK will now leave the EU on the 31st of January 2020. At that stage, we will enter a period of deep uncertainty as negotiations between the EU and the UK get underway in relation to the future trade relationship. Following the passing of the Withdrawal Bill by the UK parliament, an eleven-month window is now looking likely for the transition period. It can be extended, but the UK would have to apply for such an extension by July 1st 2020. In the Withdrawal Bill, it was specified that an extension to the transition period would not be sought. This of course can be amended, but the Prime Minister appears to have no interest in doing so. This does pose a potentially significant problem.

The news flow on how the negotiations are proceeding will obviously dominate, but the real question is just how realistic it is to suggest that a deal can be done by the end of the year, thereby ending the transition period. It seems inconceivable that such dramatic progress could be made in just 11 months, but the stance of the UK government is that an extension, which would have to be applied for by the end of June, will not be applied for. The Brexit uncertainty seems destined to rumble on, because if the bones of a trade deal is not agreed by the end of the year, the risk is that WTO tariff arrangements could apply from January 1st 2021

THE DOMESTIC ECONOMIC FORCES

The Irish economy performed well in 2019, despite the global economic uncertainty and Brexit. The momentum going into 2020 remains very solid, with almost all economic indicators performing well.

In the early days of January, the Department of Finance updated its growth forecast for 2020 reflecting the subsidence of the potential for a disorderly Brexit in 2020. The revised forecasts are predicated on a free-trade agreement between the EU and UK that mirrors existing arrangements or the agreement of an extension to the transition period.

GDP is forecast to expand by 3.9% this year and employment is forecast to expand by 42,000 or 1.8%. GDP growth of 3% is forecast for 2021 and an employment increase of 40,000 or 1.7%.

These forecasts look realistic based on the facts available at the moment. It seems probable that the Irish economy will perform strongly in 2020 and this should be supportive of consumer spending. However, the Irish consumer is still behaving in a relatively cautious manner. Personal spending power remains under pressure from increasingly expensive bigticket spending items such as rents, mortgage repayment, health insurance and dwelling insurance.

General Election 2020 should not change the economic outlook in any meaningful way, but a period of intense political uncertainty following the election would not be helpful for consumer and business confidence.

NEW CAR REGISTRATIONS

The macro-economic and interest rate background should in theory be positive for car sales in 2020. However, that has been the case over the past three years and sales have still declined. Apart from the economic aspects, there are a number of non-economic factors that are likely to be influential in 2020.

Used Imports

In Budget 2020, the Minister for Finance replaced the diesel surcharge that was introduced in Budget 2019 with a NOx levy that is applied to all VRT Category A vehicles, excluding electrics but including hybrids from 1st January 2020.

The levy is graduated – for the first 0-60 mg/km it is levied at €5 per mg, the next 20 mg/km or part thereof up to 80 mg/km at €15, and the remainder above 80 mg/km at €25. The charge is capped at a maximum of €4,850 for diesel vehicles and €600 for other vehicles.

This levy is having a significant impact on the price of older diesel imports and will make them quite unattractive. This will undoubtedly reduce demand for this age category, but for newer cars that are Euro 6 compliant, the levy will be considerably less onerous. In addition, there is evidence of serious price discounting on newer second hand cars in the UK.

Apart from the NOx levy changes, sterling has strengthened in recent months, which will also modestly reduce the attractiveness of used imports from the UK. All in all, it is difficult to be definitive about the overall impact of these factors on used imports. It seems inevitable that the age profile will change and most likely there will be some decline in the overall market. At this early stage, a used import total of around 100,000 seems realistic.

New Registrations

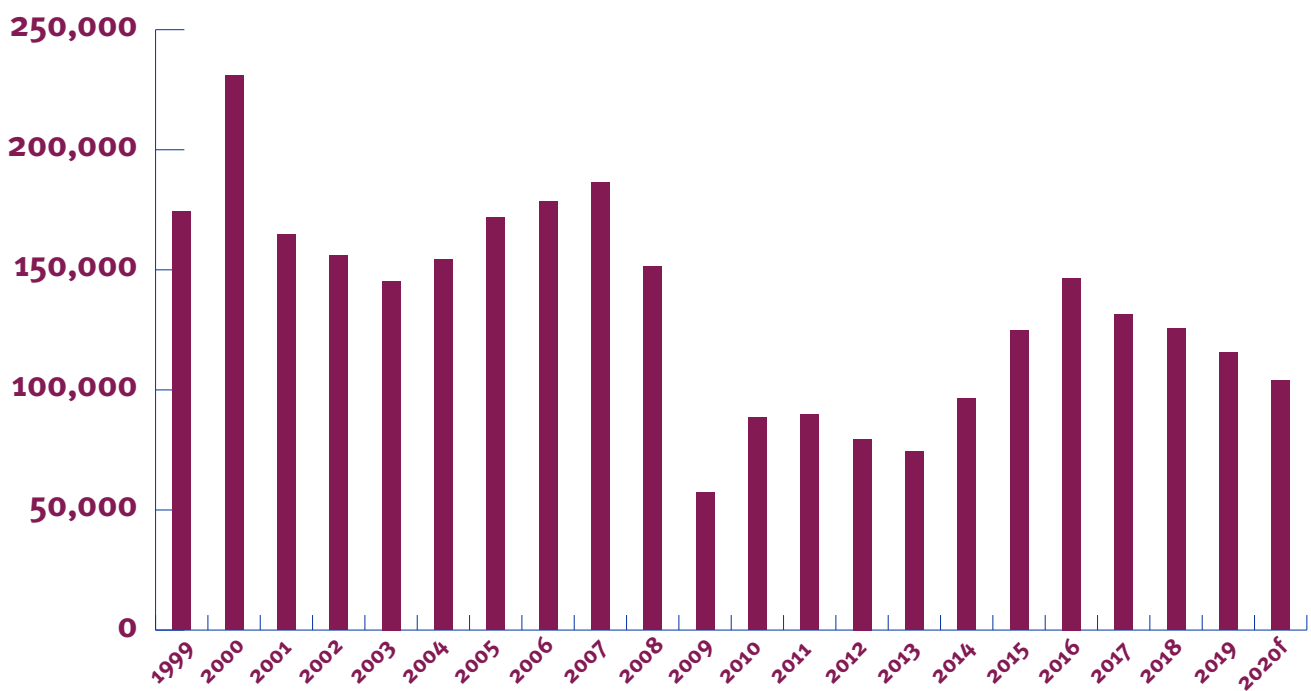
The economic fundamentals will in theory be supportive of new car registrations in 2020, but as has been the case over the past 3 years, used imports and consumer caution will likely have an impact. Another factors that could undermine the market is deep uncertainty and confusion about the environmental implications of different types of cars.

The Minister in the Department of Communications, Climate Action and Environment has stated that there will be a ban on the sale of fossil fuel cars by 2030. At the same time, the physical infrastructure for electric vehicles is totally inadequate and the vehicles themselves are more expensive in comparison to internal combustion engines. There is also considerable speculation about the introduction of a congestion charge.

These uncertainties are not helping new car sales. For 2020, 111,245 new car registrations are projected, which would represent a decline of 5% on the 2019 outturn.

111,245 New Car Registrations 2020F

Figure 9: New Car Registrations



Source: SIMI & Jim Power Economics

Vehicle Testing Statistics



1st January- 31st December 2019

2019	Pass	Fail Refusal	Fail Dangerous	Total
Full Tests	694,979 (50%)	603,087 (43.4%)	92,523 (6.6%)	1,390,589
Re-Tests	654,061 (92.3%)	51,456 (7.3%)	2,791 (.4%)	708,308

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

Source: www.ncts.ie/1127

Over 33,735

fail dangerous vehicles have been identified since beginning of this year



LCV Quartely Test Volumes Year-on-Year

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% Change 2018/2019
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	45037	40032	30455	558457	1.80%

HCV Quartely Test Volumes Year-on-Year

	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Total	% Change 2018/2019
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	12436	11383	8036	148838	-0.0%

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

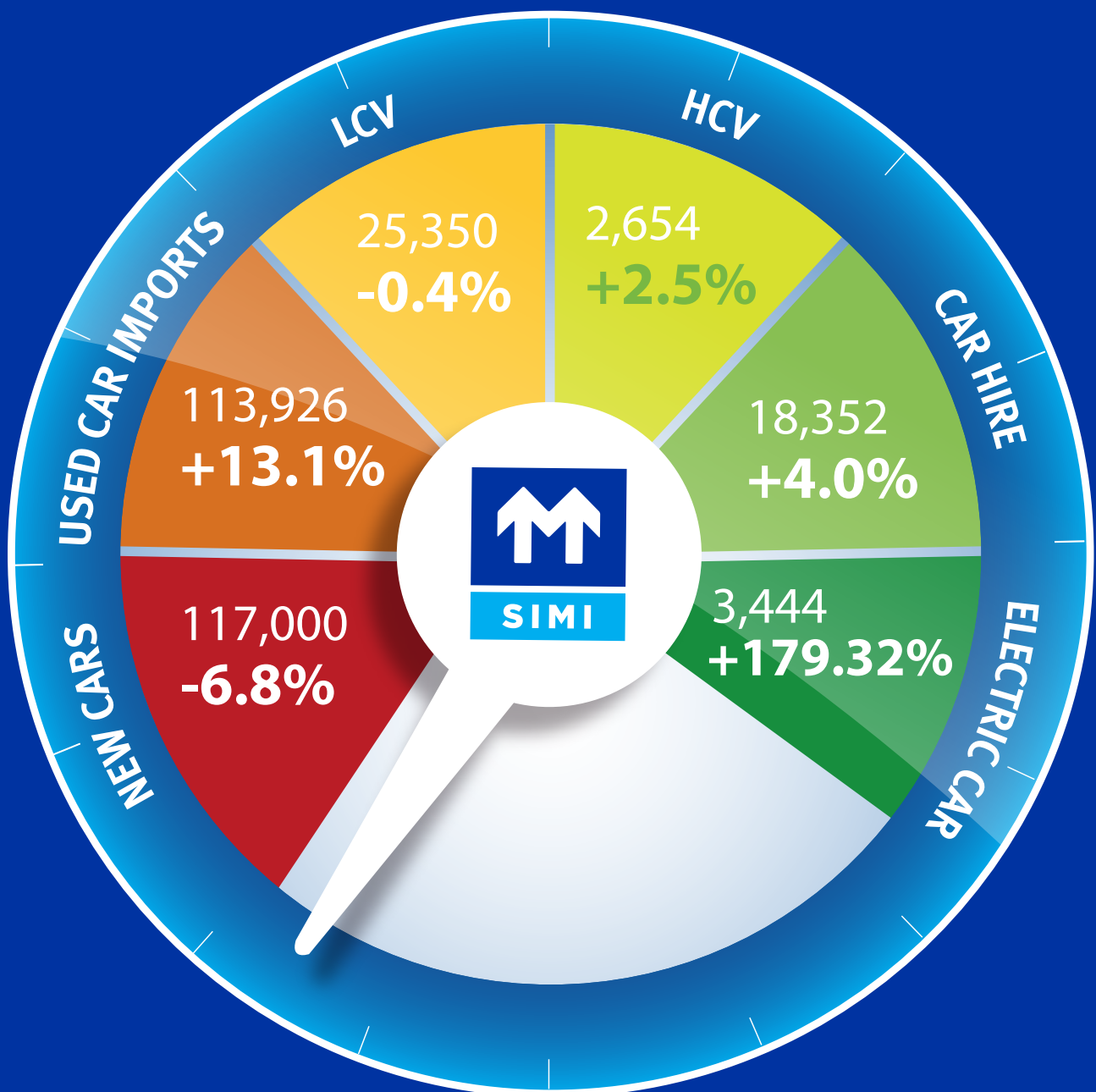


Motor Industry Review Highlights

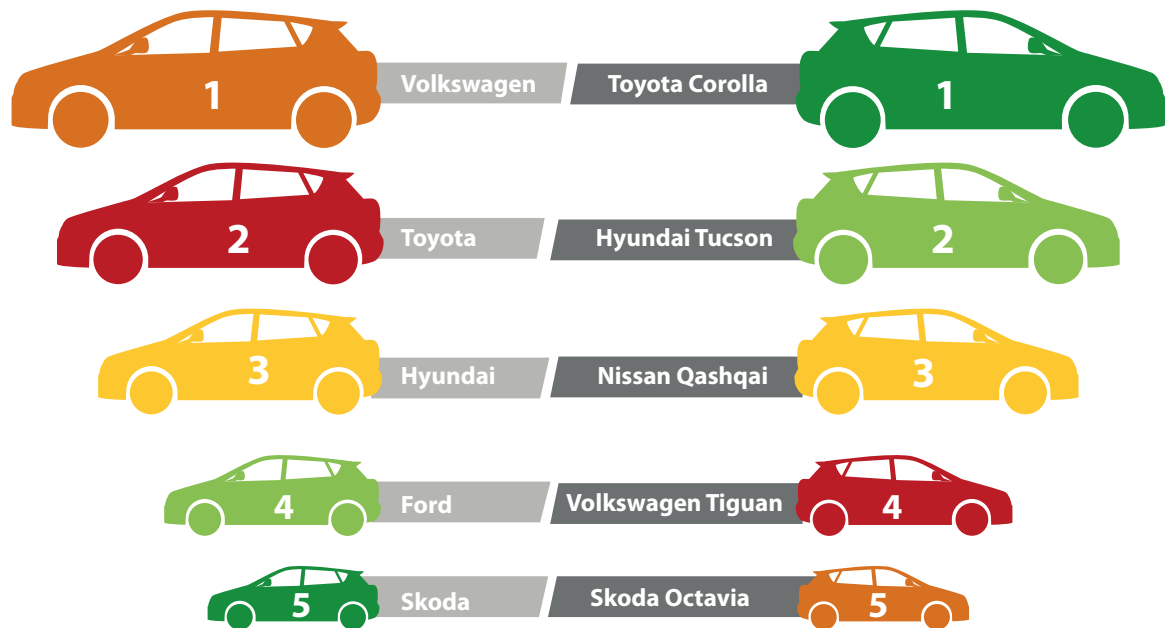


Motor Stats Review Highlight 2019

01 Total First Registrations 2019 vs 2018

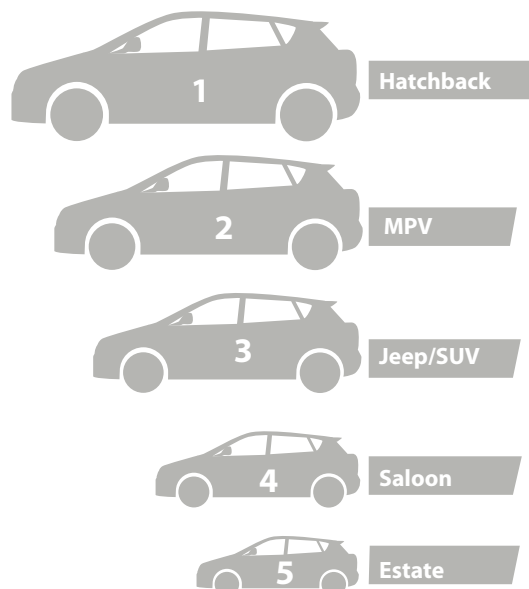


02 Top Selling New Car Makes 2019

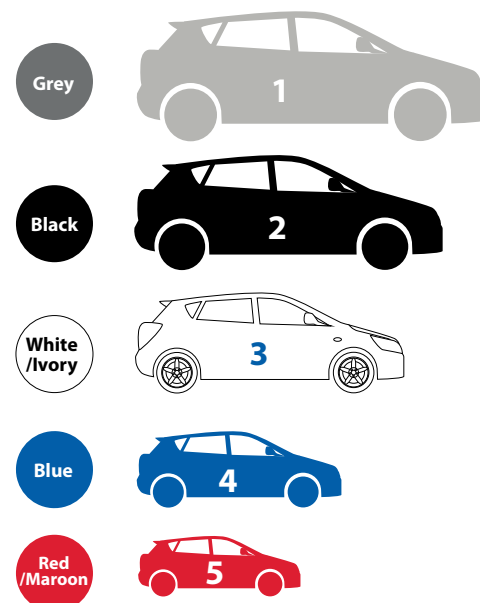


03 Top Selling New Car Models 2019

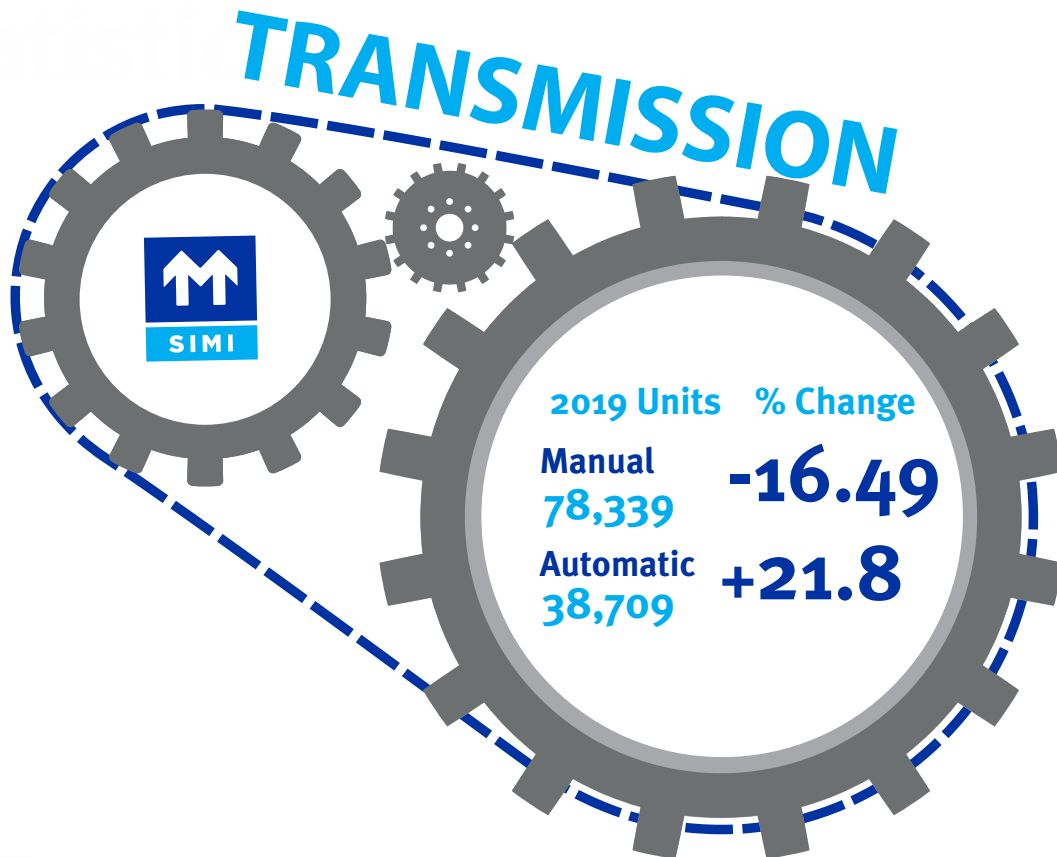
04 Top Selling Car Body Type 2019



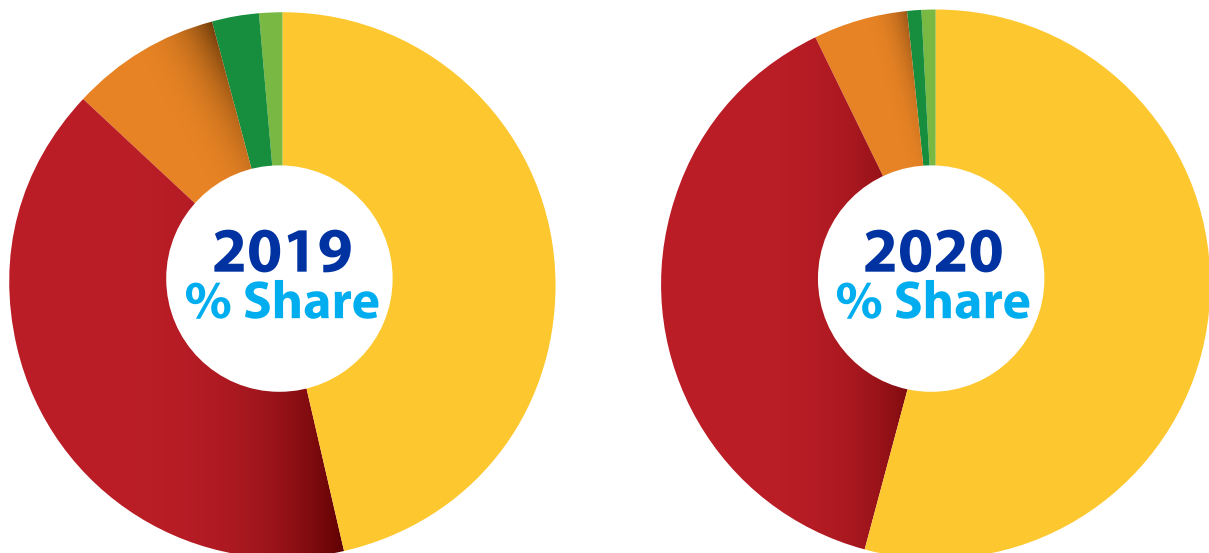
05 Top Selling Car Colours 2019



06 New Cars by Transmission 2019



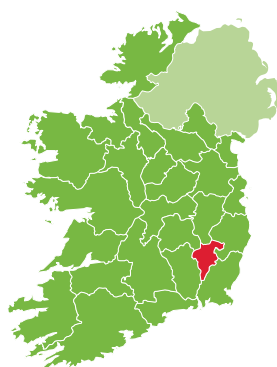
07 New Car by Engine Type 2019



Engine Type	2019 % Share	2018 % Share
Diesel	46.58	54.4
Petrol	40.62	38.52
Petrol Electric	8.7	5.51
Electric	2.94	0.98
Petrol/Plug-In Electric Hybrid	1.15	0.58

08 New Car Registrations 2019

County	2019 Unit	2018 Units	% Change	2019 % Share	2018 % Share
Cork	13,979	15,234	-8.24%	11.94%	12.12%
Clare	2,245	2,670	-15.92%	1.92%	2.12%
Cavan	1,167	1,251	-6.71%	1.00%	1.00%
Carlow	1,254	1,548	-18.99%	1.07%	1.23%
Dublin	52,067	52,704	-1.21%	44.46%	41.94%
Donegal	2,331	2,609	-10.66%	1.99%	2.08%
Galway	4,299	4,767	-9.82%	3.67%	3.79%
Kildare	4,452	5,308	-16.13%	3.80%	4.22%
Kilkenny	2,065	2,345	-11.94%	1.76%	1.87%
Kerry	2,310	2,662	-13.22%	1.97%	2.12%
Limerick	3,883	4,322	-10.16%	3.32%	3.44%
Longford	510	599	-14.86%	0.44%	0.48%
Louth	2,654	2,798	-5.15%	2.27%	2.23%
Leitrim	393	485	-18.97%	0.34%	0.39%
Laois	1,342	1,508	-11.01%	1.15%	1.20%
Meath	3,292	3,708	-11.22%	2.81%	2.95%
Monaghan	886	996	-11.04%	0.76%	0.79%
Mayo	1,944	2,169	-10.37%	1.66%	1.73%
Offaly	1,264	1,541	-17.98%	1.08%	1.23%
Roscommon	929	1,051	-11.61%	0.79%	0.84%
Sligo	1,054	1,086	-2.95%	0.90%	0.86%
Tipperary	2,976	3,331	-10.66%	2.54%	2.65%
Waterford	3,105	3,292	-5.68%	2.65%	2.62%
Westmeath	1,585	1,786	-11.25%	1.35%	1.42%
Wicklow	2,349	2,727	-13.86%	2.01%	2.17%
Wexford	2,765	3,174	-12.89%	2.36%	2.53%



Biggest Decrease
CARLOW
-19.2%



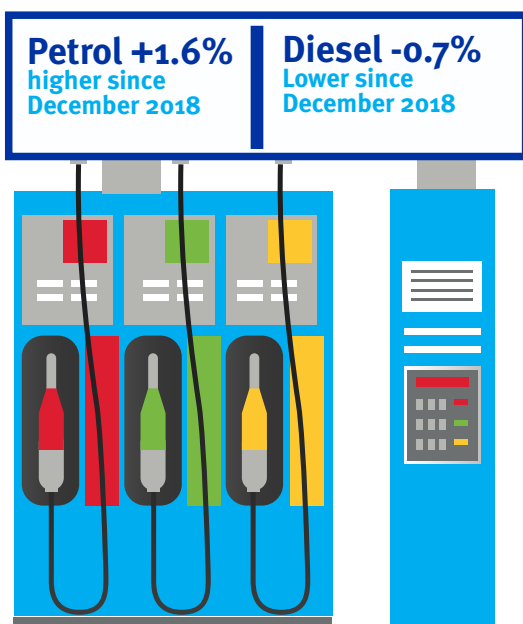
09 New Cars by Emissions 2019

C02 Band	2019 Units	2018 Units	% Change
0 A0	3435	1233	178.59
1-80 A1	3864	1743	121.69
81-100 A2	10361	18797	-44.88
101-110 A3	22407	35842	-37.48
111-120 A4	31645	34303	-7.75
121-130 B1	25770	19352	33.16
131-140 B2	10223	7776	31.47
141-155 C	5613	4699	19.45
156-170 D	2785	1230	126.42
171-190 E	576	573	0.52
191-225 F	389	83	368.67
226+ G	32	40	-20

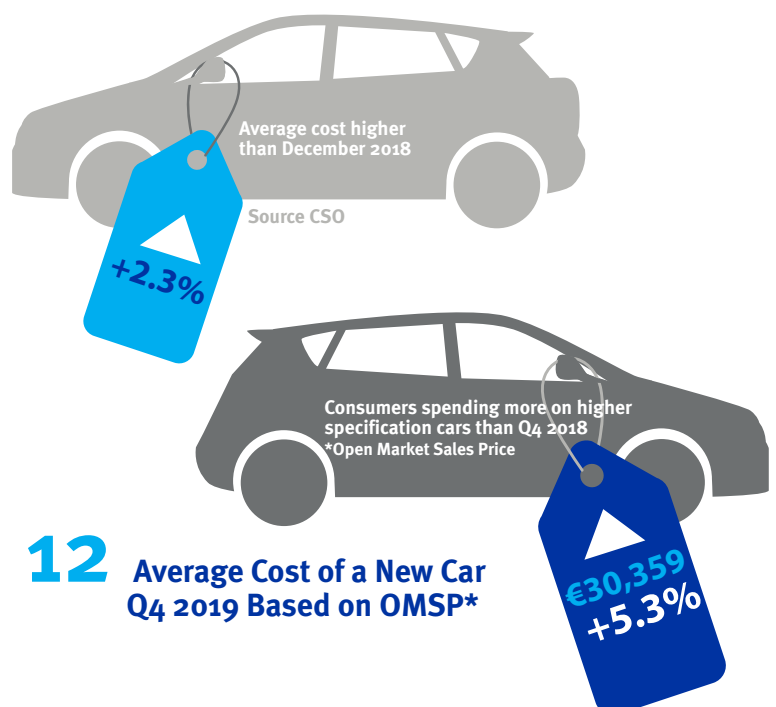
AVERAGE CO₂
113.88g/km

+0.08% ON COMPARISON
 YEAR (112.98g/km)

10 Cost of Motoring



11 Cost of New Car



12 Average Cost of a New Car Q4 2019 Based on OMSP*

13 Average Motor Insurance Costs



14 Motor Insurance Costs



15 Employment



16 Government Revenue on Car Sales (2019 vs 2018)

€1.6 Billion
Total Revenue +5.9% Higher Than 2018



2019 Motor Related Taxation

€5.5 Billion

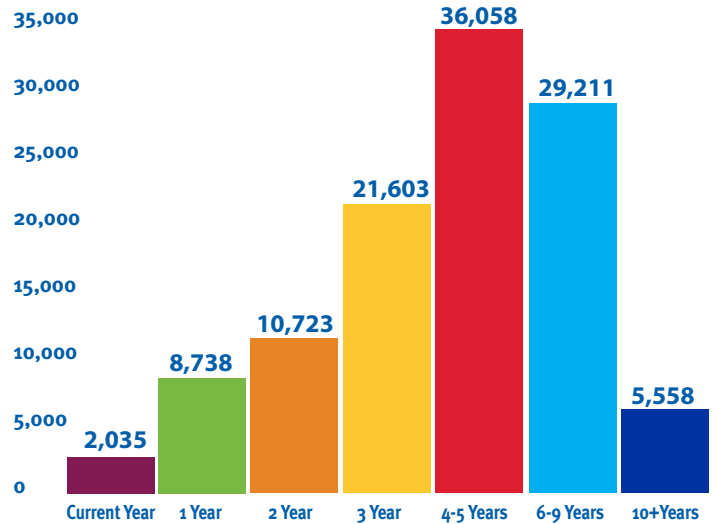
17 2019 Average Tax Collected by the Exchequer



18 Top Selling Used Import Models 2019



19 Age Profile Imported Used Cars 2019

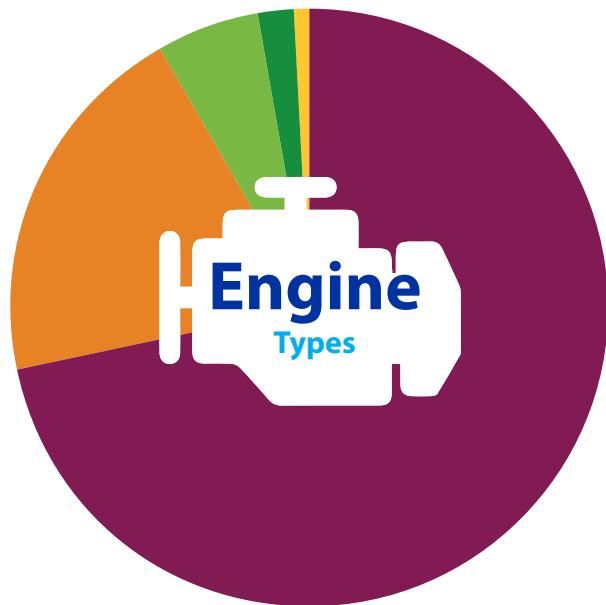


20 Origin Used Imports



UK	94.4%
Japan	4.6%
Europe	0.4%
Rest of the World	0.2%

21 2019 Used Imports by Engine Type



Rank	Engine Type	2019 Units	2018 Units	% Change	2019 % Share	2018 % Share
1	Diesel	81608	75425	8.2	71.63	74.86
2	Petrol	22594	18182	24.27	19.83	18.05
3	Petrol Electric	6311	4885	29.19	5.54	4.85
4	Petrol/Plug-In Electric Hybrid	2413	1273	89.55	2.12	1.26
5	Electric	644	693	-7.07	0.57	0.69



Serving the Irish Motor Industry

CONTACT

SIMI

5 Upper Pembroke St, Dublin 2

Tel: 01 6761690, Email: info@simi.ie

www.simi.ie

2020



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SIMI New Vehicle Registration January 2020



New Vehicle Registrations



New Car Registrations
January
(2020) 31,251 -3.5%
(2019) 32,370

Light Commercial Vehicles
January
(2020) 5,666 +2.1%
(2019) 5,548

Heavy Goods Vehicles
January
(2020) 385 +8.8%
(2019) 354

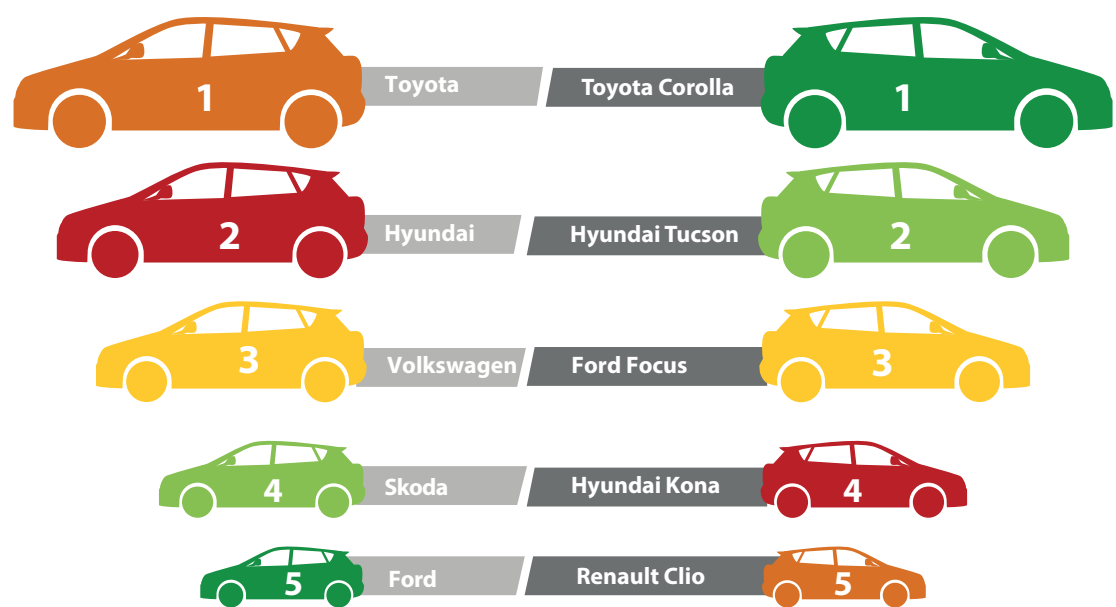


Used Car Imports January
(2020) 6,623 -26.4%
(2019) 9,003



New Electric Vehicles
(2020) 898 +12.4%
(2019) 799

Top Selling Car Brands



Top Selling Car January 2020

Toyota Corolla



Cars by Engine Type January 2020

	Rank	Engine Type	2020 Units	2019 Units	% Change	2020 % Share	2019 % Share
●	1	Diesel	13127	15968	-17.79	42.01	49.33
●	2	Petrol	12362	13096	-5.6	39.56	40.46
●	3	Petrol Electric	4241	2206	92.25	13.57	6.81
●	4	Petrol/Plug-In Electric Hybrid	561	301	86.38	1.8	0.93
●	5	Electric	898	799	12.39	2.87	2.47

New Car Registrations by County January 2020

County	2020 Unit	2019 Units	% Change
Carlow	391	410	-4.63
Cavan	397	396	0.25
Clare	690	765	-9.8
Cork	4223	4406	-4.15
Donegal	794	765	-2.09
Dublin	11219	11443	-1.96
Galway	1308	1332	-1.8
Kerry	728	724	0.55
Kildare	1442	1398	3.15
Kilkenny	667	717	-6.97
Laois	475	460	3.26
Leitrim	119	128	-7.03
Limerick	1257	1254	0.24
Longford	137	173	-20.81
Louth	811	853	-4.92
Mayo	604	645	-6.36
Meath	1056	1051	0.48
Monaghan	278	306	-9.15
Offaly	430	420	2.38
Roscommon	297	324	-8.33
Sligo	342	350	-2.29
Tipperary	891	997	-10.63
Waterford	725	865	-16.18
Westmeath	487	507	-3.94
Wexford	820	905	-9.39
Wicklow	708	776	-8.76