

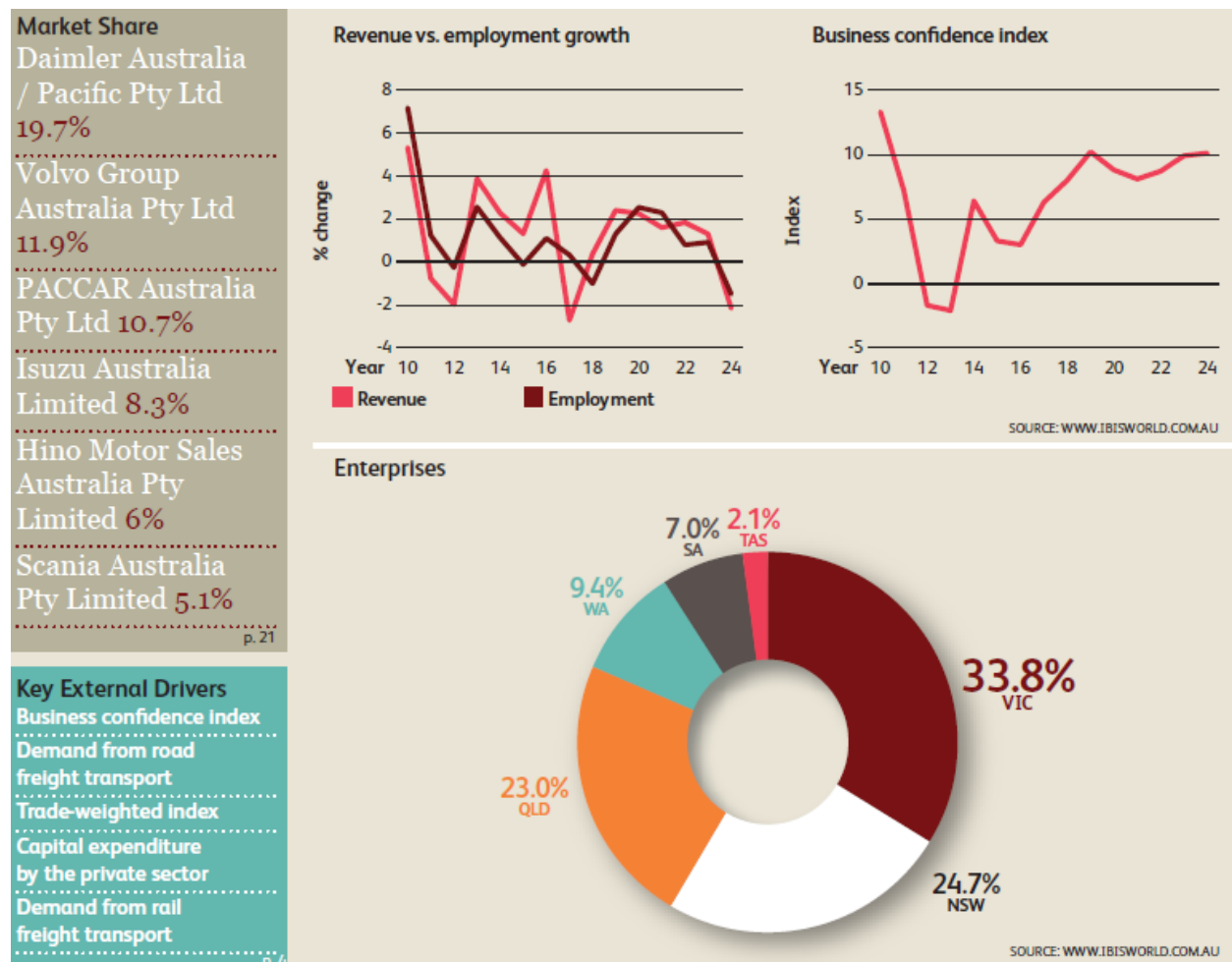
2017-18 Industry snapshot: Commercial Vehicle Wholesaling in Australia (Source: IBISworld)

Industry Definition

Industry operators wholesale new and used commercial vehicles, including buses, vans and heavy-duty trucks to primarily transport goods and does not include vehicles for passenger transport (i.e. taxi's or Uber) (Thomson, J. IBISworld. Dec 2017).

Revenue: \$5.5bn	Annual growth 2013-18: 1.1%	Predicted annual growth 2018-23: 1.9%
Profit: \$256.7m	Wages: \$380.6m	Businesses: 274

(Thomson, J. IBISworld. Dec 2017)



(Thomson, J. IBISworld. Dec 2017)

Industry Summary

- Commercial vehicle industry revenue is expected to reach \$5.5 billion in 2017-18 with an annualised growth rate of 1.1%.
- Growth is influenced by increased business confidence and construction activity resulting in rising freight volumes and increased demand for commercial vehicles (commonly from overseas).
- Increased road freight has increased demand for light rigid, heavy rigid and articulated trucks.
- The weaker Australian dollar and rising import prices has increased the cost of purchasing imported commercial vehicles, which is being offset somewhat by introduced free trade agreements.
- Growth is projected to reach \$6.0 billion in 2022-23 at an annualised rate 1.9%.
- Government policy requiring more fuel efficient vehicles with fewer emissions may encourage or require customers to invest in new commercial vehicles to meet regulations and decrease ongoing running costs.

Source: Thomson, J (December 2018). IBISWorld industry report F3502: Commercial Vehicle Wholesaling in Australia.