

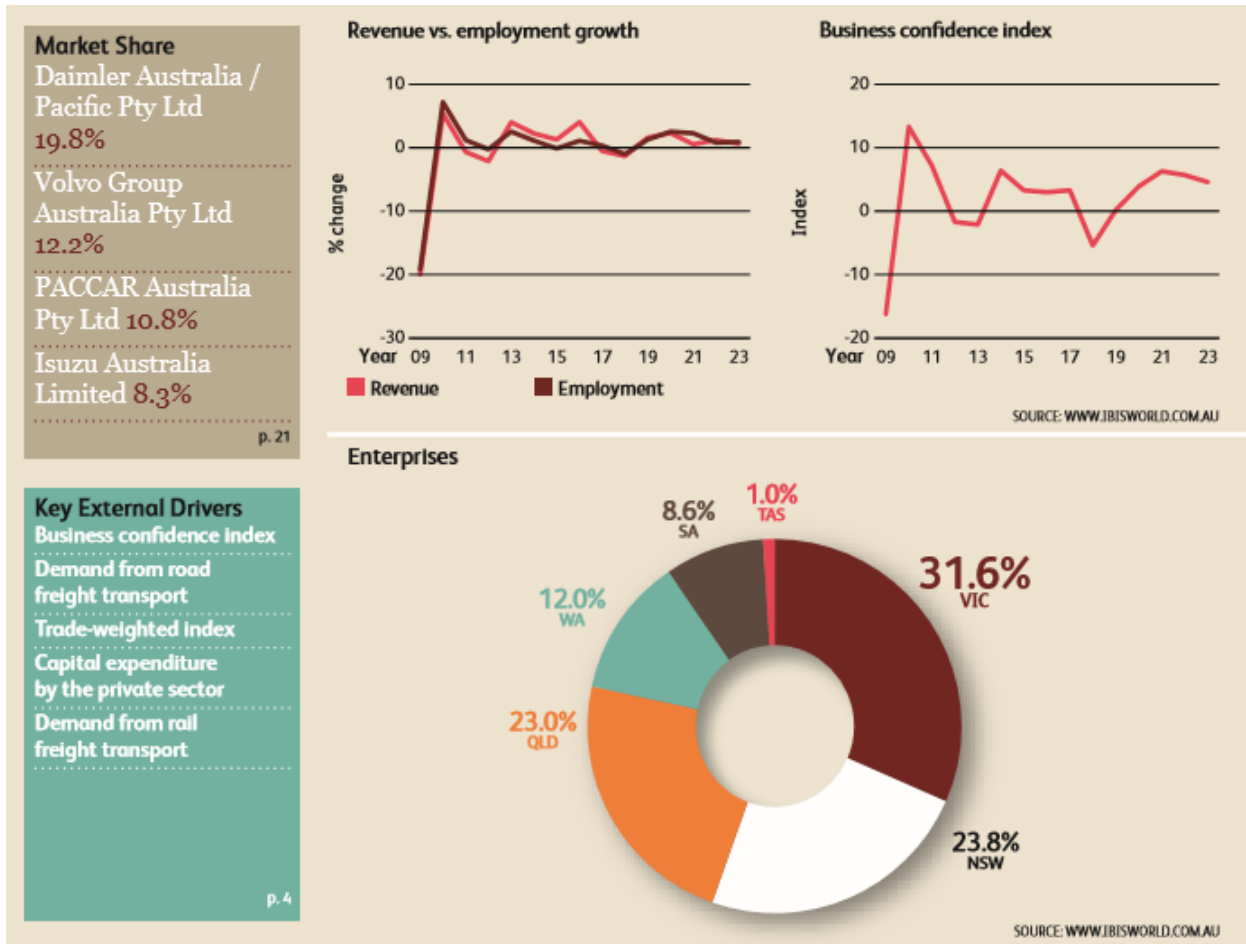
# 2016-17 Industry snapshot: Commercial vehicle wholesaling in Australia

## 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). (Source: Mullaly, J. IBISworld. Feb 2017)

<b>Revenue:</b> \$5.4bn	<b>Annual growth 2012-17:</b> 3.0%	<b>Predicted annual growth 2017-22:</b> 2.6%
<b>Profit:</b> \$264m	<b>Wages:</b> \$386.4m	<b>Businesses:</b> 274

(Source: Mullaly, J. IBISworld. Feb 2017)



(Source: Mullaly, J. IBISworld. Feb 2017)

## Industry summary

- Commercial vehicle industry revenue is expected to reach \$5.4 billion in 2016-17 due to an annualised growth rate of 2.2%.
- Growth is expected to slow in 2017-18 by 0.5% due to an expected temporary decrease in consumer confidence.

- 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 \$5.6billion in 2021-22 at an annualised rate 0.9% regardless of an expected slow-down in 2017-18.
- 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: Mullaly J (Feb 2017). IBISWorld industry report F3502: Commercial vehicle wholesaling in Australia.