

2019-20 Industry Snapshot: Motor Vehicle Parts Retailing in Australia
(Source: IBISworld)

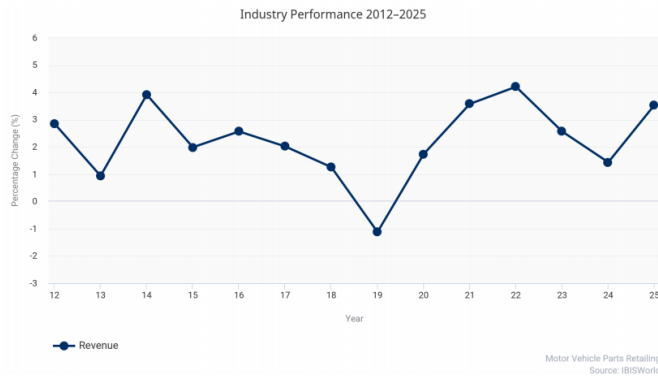


Industry Definition

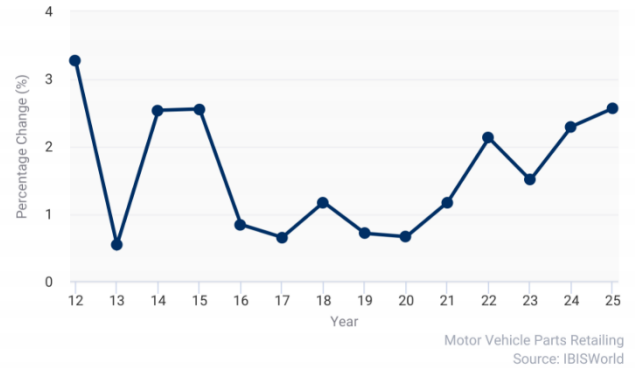
Industry operators chiefly sell new or used parts and accessories (including automotive air conditioning and automotive batteries) for motor vehicles, motorcycles and scooters. They also sell automotive air conditioning and automotive batteries. Industry involved in the sale of tyres and tubes for motor vehicles, motorcycles and scooters, and the installation of car audio systems and automotive air-conditioners is not included. (Youren, M. IBISworld. Oct 2019)

Total Revenue 2020: +\$5.4bn	Annual Growth 2015-20: +1.3%	Annual Growth 2020-25: +3.1%
Profit Margin 2020: +5.7%	Wages as a share of Revenue 2020: +19.5%	Number of Businesses 2015-2020: +1.1%

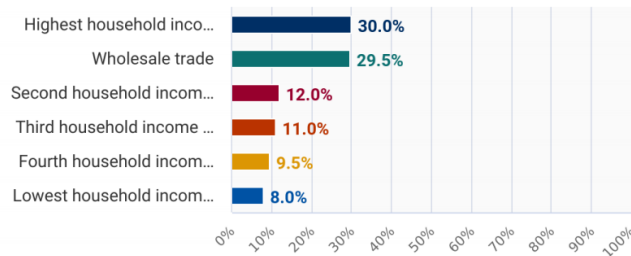
(Youren, M. IBISWorld. Oct 2019)



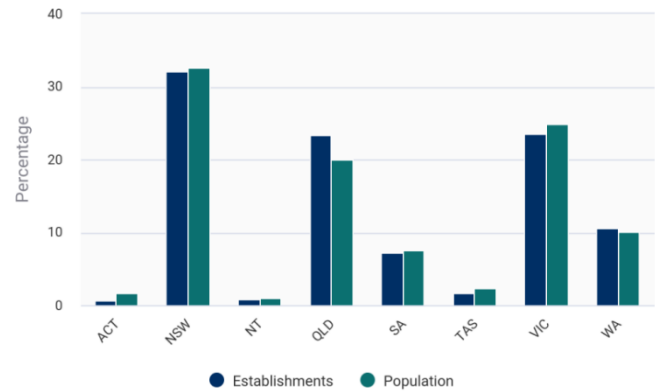
Annual Change in Real household disposable income 2012-2025



Major Market Segmentation



Distribution of Establishments vs Population



2020 INDUSTRY REVENUE

\$5.4bn

Motor Vehicle Parts Retailing
Source: IBISWorld

(Youren, M. IBISWorld. Oct 2019)

Industry Summary

- With five years of steady growth, industry revenue is expected to reach \$5.4 billion in 2019-20 at an annualised growth rate of 1.3%.
- The industry benefits from global economic uncertainty as consumers refrain from purchasing new cars and require parts to maintain their cars. The industry is expected to continue its profitability in the current year, with revenue anticipated to increase by 1.7%.
- Growth in disposable income has driven retail demand for automotive parts and discretionary accessories over the past five years as consumers have the option to choose between buying new or used motor vehicle parts.
- Demand has also increased due to the increasing number and variety of Australian registered vehicles and the specialised nature of automotive products limits competition.
- Ongoing growth in household disposable income is expected to continue and industry revenue is forecast to grow by an annualised 3.1% over the five years through 2024-25, to reach \$6.3 billion.
- The industry will benefit from providing consumers the choice of new, recycled and reconditioned parts.

Source: Youren, M (October 2019). IBISWorld industry report G3921: Motor Vehicle Parts Retailing in Australia.