



2019-20 Industry Snapshot: Commercial Vehicle Wholesaling in Australia (Source: IBISworld)

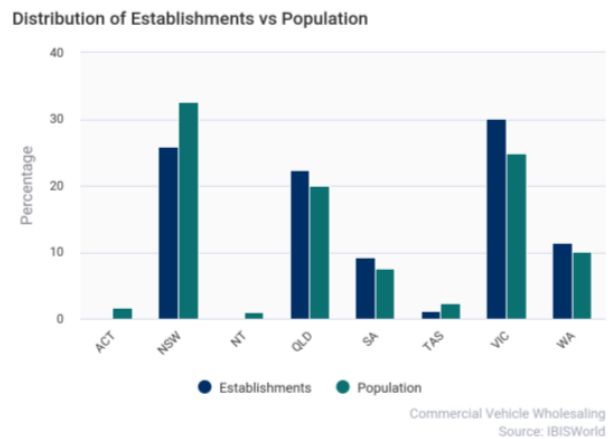
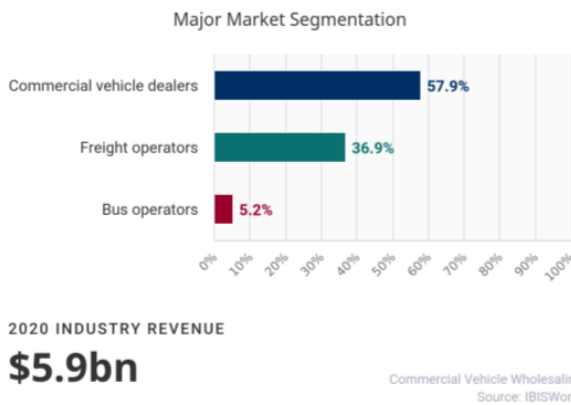
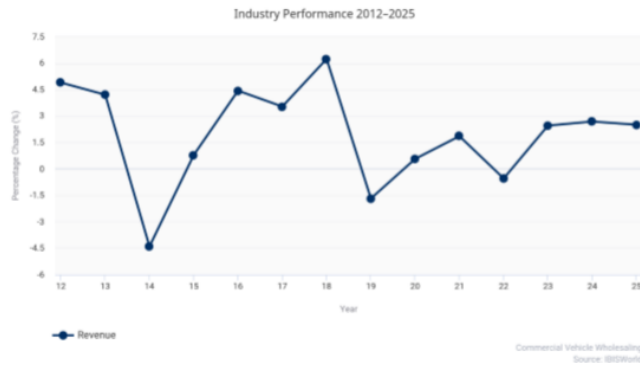


Industry Definition

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) (Youren, Y. IBISworld. Nov 2019).

Total Revenue 2020: +\$5.9bn	Annual Growth 2015-20: 2.6%	Annual Growth 2020-25: 1.8%
Profit Margin 2020: +7%	Wages as a share of Revenue 2020: +7.1%	Number of Businesses: +0.6%

(Youren, Y. IBISWorld. Nov 2019).



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Industry Summary

- Commercial vehicle industry revenue is expected to reach \$5.9 billion in 2019-20 with an annualised growth rate of 2.6%.
- 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 \$6.5 billion in 2024-25 at an annualised rate 1.8%.
- 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: Youren, M (November 2019). IBISWorld industry report F3502: Commercial Vehicle Wholesaling in Australia.