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Politicians urged to get behind industry

Association's manifesto calls for next government to focus on fleet's safety, skills shortage and EVs

A training fund to increase financial support for businesses taking on apprentices and creating a scrappage scheme are on an industry organisation's agenda ahead of this year's general election.

The Motor Trade Association (MTA) is lobbying politicians to get to grips with a host of other issues in its 52-page manifesto called The Road to Prosperity, which was launched at parliament on July 1.

It's also calling for a balanced warrant of fitness (WOF) system, product stewardship for end-of-life batteries, boosting the switch to electric cars, changes to a raft of laws and measures to tackle crime at service stations.

Lee Marshall, the MTA's chief executive officer, says the roadmap outlines clean, practical and cost-effective proposals across priority areas.

He told Autofile: "Many calls we make, if enacted, would create a more favourable legislative



Lee Marshall launching the MTA's roadmap.
Photo: Marty Melville

environment that would make it easier for our industry to thrive.

"The MTA's roadmap is very much the product of our members, what they have told us, their feedback about what's important

and what they need to see change to do better.

"Some calls are more ambitious than others. But, by and large, our intention is for every one to be pragmatic, actionable and broadly supportable irrespective of where you sit on the political spectrum or which party's colours you wear."

He explains the four "routes for industry and government to growth and prosperity" are a safer fleet, skilled workforce, focus on crime, and a fair playing field when it comes to rules and regulations keeping pace with progress.

As for upgrading New Zealand's fleet, Marshall says action is needed to minimise pollution and increase its safety.

He contends the clean vehicle standard (CVS) only influences what comes into the country and does nothing about what's already on our roads, which is where emissions intensity and safety risks are most concentrated.

Then there's the ageing fleet

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GUEST EDITORIAL

Road must stay open to electric destination

Used imports have different but essential role to new-car market in switch, says Greig Epps

There's no serious argument about the direction of travel in New Zealand because electric vehicles are the end point for the light fleet.

Our country has good reasons to move that way. We have a highly renewable electricity system and import almost all our transport fuel.

In addition, every vehicle powered by locally generated electricity reduces our exposure to imported oil, volatile prices and transport emissions.

So, the question isn't whether we should transition to EVs. It's how we manage that in a way that's practical, affordable and durable because changing the fleet takes time.

Norway is often held up as the poster child for uptake. It has achieved extraordinary levels of electric new-vehicle registrations after decades of consistent policy.

But even there, where recent sales of new cars have overwhelmingly been electric, a large share of the fleet is still petrol and diesel. Even when the new market changes quickly, the fleet changes slowly.

Norway also started from a very different position. Its EV transition has been backed by long-running tax settings, cross-party commitment, high national wealth, and a fiscal base shaped in part by oil and gas revenue.

We cannot copy its headline result and ignore the machinery that produced it. We need a shift that reflects how Kiwis buy vehicles.



GREIG EPPS
Chief executive,
Imported Motor Vehicle
Industry Association

Many households aren't choosing between new EVs and used hybrids, but between \$15,000 replacements, older petrol models or keeping cars they have for longer.

Lower running costs matter, but the first hurdle is still the sticker price.

Affordable used EV supply doesn't yet exist in sufficient volume in Japan or other right-hand-drive source markets, and we also face shipping constraints, battery-confidence issues and affordability limits.

Our future pool of used electric cars must first be created via the new-import channel, which should carry the game-changing ambition. It's where the newest EV technology enters the fleet and where policy can most directly influence supply.

The used-import channel has a different but equally important role. It supports practical fleet refreshment right now by bringing in affordable hybrids and efficient petrol models that can replace older, higher-emitters already on our roads. A used hybrid replacing a 20-year-old petrol car is still progress. It may not be the end goal, but it's a step in the right direction.

Poorly calibrated policy risks breaking that pathway. If unreachable targets, compliance costs and supply constraints push budget-friendly replacements out of reach, buyers don't automatically switch to EVs.

The destination is electric, but the road there must remain open for ordinary Kiwis. ☺

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Visit www.autofile.co.nz to subscribe to Autofile magazine and have it delivered monthly in print. The subscription rate is \$78 plus GST for 12 issues per year.

Autofile magazine is also available online as a readable file or downloadable as a PDF.

Back copies dating to 2017 can be found on the website where you can subscribe to our Insight email alerts.

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Appointed by the NZ Transport Agency



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Giving their views at the MTA's event – from left, Act's Cameron Luxton, NZ First's Andy Foster, National's Erica Stanford, the Greens' Julie Anne Genter and Labour's Tangi Utikere. Photos: Marty Melville

to consider. The average light passenger vehicle in New Zealand during 2024 was 15.2 years old compared to 14.3 in 2015, while in the European Union it was 12.5 years in 2023.

It's for these reasons the MTA wants to pilot a targeted upgrade scheme. This would mean giving a \$2,000 allowance to Kiwis who permanently scrap a registered vehicle aged 20 years or older with that money redeemable towards a newer replacement.

The thinking behind this is to complement any import-side settings that remain in place without penalising purchases of newer vehicles.

A rolling 20-year threshold would focus on removing the

oldest cars from the fleet. What replaces them will need to be 10 years old or newer and there should be no powertrain bias because models with internal combustion engines are "still cleaner and safer" than vehicles more than two decades old.

The MTA suggests paying for the time-limited trial from the National Land Transport Fund (NLTF), for example at one per cent.

If NLTF investment is about \$5.72 billion – as it was in 2024/25 – one per cent would equate to about \$57 million annually, which could support around 28,000 upgrades via \$2,000 vouchers. Proof of scrappage would be needed with anti-fraud settings enforced.

"This is a relatively cheap route

to emissions reductions with practical support geared towards the most disadvantaged in society," says the MTA.

Investing to boost the uptake of EVs is being proposed by the association. It recognises companies' fleets as the dominant entry point for new vehicles, which later become sought-after NZ-new used cars for households.

The current tax framework treats business vehicle investment uniformly with no mechanism to recognise the national fleet's safety, productivity and decarbonisation benefits when companies acquire EVs.

The MTA says: "Investment Boost, introduced in Budget 2025, provides a framework to recognise this through the same productivity logic the government has endorsed for capital investment generally.

"Through this scheme, we should allow EVs double the current depreciation rate to 40 per cent.

"The result would be a programme with no new compliance and no new spending line."

Eligible models would be battery electric bought as assets, with the upfront tax deduction in the year it is first available for use in addition to ordinary depreciation on the remaining 60 per cent of the cost base.

Within three to five years, the increasing availability of EVs will support a stronger second-hand market and potentially lower their sticker prices for households without the need for direct consumer subsidies.

Also on the environment, the MTA wants a battery product stewardship scheme rolled out using Tyrewise as a model for success.

It says while electrified vehicles look set to cut emissions, the absence of a system to manage old batteries poses a big risk.

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Opinion from the top

The MTA's election-year manifesto has been produced after close consultation with its members and a big issue it tackles is upskilling the automotive workforce.

Chief executive Lee Marshall told Autofile: "I would say the idea for a national trades training fund is the most ambitious of all our asks."

He explains this could be supported by using money from the scrapped final-year fees-free scheme. "Rediverting some funding towards helping businesses take on apprentices can help industry outcomes.

"When we poll our members, the lack of ability to find skilled tradespeople is still the number-one issue constraining business performance."

Among the leading calls in the MTA's roadmap is creating a scrappage scheme to get older vehicles out of the fleet.

"When we compare New Zealand to other developed countries, one of the major things we think that keeps our fleet old is we don't have any meaningful mechanism to see vehicles taken out of it."

In some ways, the "fleet upgrade scheme" aims to address some of the same problems the clean car standard and discount did, but from vehicles at "end-of-life rather than at the start".

Overall, the manifesto aims to stimulate dialogue between industry and government because "it's important we work together on large issues and, as much as possible, try to achieve cross-party support".

Visit autofile.co.nz for an in-depth interview with Marshall.

◀ A regulated scheme for tyres has been set up under the Waste Minimisation Act (WMA) but one for batteries, which were declared priority products some years ago, doesn't exist despite organisations being set up to oversee it.

To solve the problem, the MTA wants regulations completed and gazetted under the WMA, with Auto Stewardship NZ installed as the product stewardship organisation.

Costs to cover the future processing of batteries would be captured at import where they would be weighted by type, capacity and handling cost. Importers, sellers, transporters, repairers and processors would need to be registered, and recovery and recycling targets set.

The self-funding scheme would reduce fire and contamination risks at workshops, scrap yards, transporters and landfills. There would also be clearer liability and chain-of-custody arrangements for businesses handling damaged or end-of-life packs.

"A working, regulated and industry-funded scheme needs to be in place ahead of the projected end-of-life battery wave, not after it," says the MTA.

Decisions by the coalition recently about the WOF system have been opposed by the association, its members and other industry organisations.

The MTA stresses that failure rates rose from 37 per cent in 2017 to 41 per cent in 2024, which includes retests and understates the number of unsafe vehicles on our roads.

It says the reforms stand to "significantly" reduce fleet safety. While checking advanced driver-assistance systems is "sensible", this shouldn't justify longer inspection intervals because core roadworthiness checks on tyres, brakes, steering and suspension still need to be done.

The association is calling on the next government not to automatically proceed with the second phase of the reforms, which are due to extend two-yearly WOFs to vehicles aged seven to 14 years.

At minimum, this needs to be delayed by two years so data from



A national trades training fund is the most ambitious of all our asks – Lee Marshall

other changes can be assessed.

"If the next government intends to proceed with the second phase, it should be delayed from November 2027 to November 2029.

"A two-yearly WOF cycle takes two years. The second tranche is timed to arrive before even one full cycle has played out under the first. A two-year delay allows that cycle to complete and provide evidence before the next changes land."

The MTA wants a simpler regime maintained for pre-2000 vehicles provided complementary road-safety measures support the renewal of the fleet.

It adds consultation should start on mileage-based inspections alongside the move to digital and universal road-user charges (RUC).

"As digital RUC infrastructure matures, mileage data could support a shift towards inspections tied to usage rather than age alone for a more evidence-based approach."

TRAINING AND TALENT
New Zealand's ambitions are being limited by shortages of tradespeople and technicians, and the MTA wants major action to tackle this.

The NZ Institute of Economic Research estimates each apprentice costs a business between \$80,000 and \$100,000 per year, which is "only negligibly offset" by Apprenticeship Boost.

In addition, the "ineffective" final-year fees-free scheme was canned in this year's budget.

The MTA is calling for the annual savings from that of between \$150 million and \$200m to be redirected into a national trades training fund (NTTF) with Apprenticeship Boost scrapped.

The government is being urged to target trades and technical roles underpinning transport delivery, infrastructure and fleet

resilience such as construction, civil, mechanical, electrical, heavy automotive and car maintenance.

Barriers to tools and supervision support need to be removed so more young people sign up for apprenticeships, with access made simple for employers and providers with clear eligibility and quality requirements.

A regular review of in-scope occupations needs to be built into the NTTF so it tracks workforce demand rather than legacy lists.

If this is done, the MTA believes barriers to employers taking on apprentices and investing in training will nosedive. In addition, there will be:

- ▶ More capacity to deliver the roading and transport programme, and maintain the fleet.
- ▶ A stronger, more reliable domestic skills pipeline and less reliance on immigrants.
- ▶ Lower youth unemployment and a durable solution to the skills shortage.

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As part of replacing the NCEA, all secondary trades programmes should include a mandated component delivered in workplaces because vocational learning is still too classroom-based.

“The result is a gap between what employers see at the school gate and what an apprentice needs to become a valuable asset,” says the MTA.

“The design of the new qualifications system is a once-in-a-generation opportunity to embed workplace learning as the default for trades rather than treating it as an optional extra.”

It’s calling for 50 per cent hands-on training, and allowing polytechnic, digital and classroom components to complement workplace learning.

A funding mechanism is needed to support schools and employers, recognising the time and supervision cost employers absorb when taking on school-based learners.

This would mean students



leave school with practical and demonstrable skills backed by qualifications, and there will be faster transitions into apprenticeships with fewer drop-outs in year one.

As for importing talent, the MTA is calling for action from Immigration NZ (INZ), starting with its green list that offers fast-track residency pathways for people in specific occupations.

It contends the current two-tier system can significantly lag real-time shortages, which creates delays, repeated lobbying cycles, and uncertainty for employers and migrants.

The association’s fix is an industry-led quota model with

approved peak bodies managing an annual allocation of priority roles, and INZ retaining oversight and enforcement powers.

It would entail industry organisations having an annual skills limit, and swapping roles in and out as needed.

Such changes would be supported by evidence with INZ retaining authority to suspend roles, impose conditions and bar non-compliant employers from hiring migrants.

All of this, the MTA adds, will lead to faster responses to genuine shortages, less bureaucratic churn and politicisation of roles, clearer accountability for industry and better stewardship of settings. In turn, there will be more predictable access to skilled migrants when needed.

In addition, settings for accredited employer work visas should be streamlined for members of approved standards-based peak bodies by removing the need for employer accreditation and job checks because the current system can be slow and duplicative.

By simplifying job mobility, migrants could be allowed to move between member businesses covered by the same organisation with INZ notified when this happens. The latter would still be able to stop companies hiring migrants.

This fix would reduce delays and lower compliance costs for trusted employers, and result in less INZ-created labour shortages but a more agile market response.

LEGISLATION CHANGES

The MTA has convened a cross-industry workforce to broker a solution that caters to consumer and industry needs by considering our unique market when it comes to right to repair.

It’s lobbying for a legislated

tiered-access framework that considers what’s best for customers, vehicle importers and the repair sector in a balanced and reasonable way.

“The government and industry can work together to streamline processes, and relieve unproductive pressure points and increase competition especially for small-medium enterprises [SMEs],” it says.

The association wants the Motor Vehicle Disputes Tribunal expanded so it can hear repair and workmanship disputes, and for adjudicators to make allowances for depreciation under the Consumer Guarantees Act.

It adds a mandatory franchising regime is needed, as well as active enforcement of existing safeguards against unfair contract terms to benefit smaller parties.

Other ideas include establishing basic monitoring of debanking activity so regulators, government and affected sectors have visibility, a notification-based safe harbour for eligible SME collective bargaining arrangements, improving fuel-pricing competition and reducing average fuel costs by amending relevant legislation.

The next government also needs to focus on crime with service stations being among the “most vulnerable businesses in our communities for crime”.

The MTA wants an industry-led fuel retail crime group set up with parties committed to regular engagement with the Minister of Police and NZ Police.

In addition, an explicit focus in tackling fuel theft and retail crime needs to be in the minister’s letter of expectations to the Police Commissioner after the general election, as well as 100 per cent tax deductibility for crime-prevention expenditure and a fund to help SMEs invest in technology. ☺



Sturrock Saunders, president of the MTA, at parliament’s legislative chamber. Photo: Marty Melville

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The logo for Auction Online features the word "AUCTION" in a bold, white, sans-serif font with a yellow outline, positioned above the word "ONLINE" in a smaller, white, sans-serif font. The letters "O", "N", "L", "I", "N", and "E" are spaced out horizontally. The entire logo is set against a dark background.

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Diversifying key to success

The number of car dealers across New Zealand has been declining for years and the trend is accelerating.

In addition, sourcing stock is getting harder and pricier for smaller operators, the burden of compliance is increasing and the investment required to compete digitally is now substantial.

These are headwinds for the industry, but they are tailwinds for Turners Automotive Group, according to chairman Grant Baker and Todd Hunter, chief executive officer.

“As barriers rise and sub-scale operators continue to exit, our network, brand and integrated platform become more valuable,” they say.

“We are well-placed to continue gaining market share and intend to do so. We remain firm believers that being closer to our customers drives sales and generates more sourcing leads.”

The company now owns 33 sites nationwide with a cost value of \$166 million and more are “in active development”.

“The pipeline is building and we continue to see opportunities to purchase sites at attractive valuations as we move through the interest-rate cycle.



Todd Hunter, left, and Grant Baker

“Our branch expansion in Christchurch is the clearest example of roll-out economics in action.”

The city now has three branches of Turners Cars, which has resulted in a 15 per cent increase in sourcing leads and a 22 per cent jump in local units sold.

“The model works,” say Hunter and Baker. “It’s exactly the operating leverage we’re aiming to replicate as the network expands and we locate branches closer to key population catchment areas.”

Four more new branches and two replacements are in the pipeline for 2027/28, while 2026/27 “will be a year of building and preparing rather than opening, laying important groundwork for the next wave of growth”.

Since 2021, Turners has set multi-year targets and has hit them early. It delivered net profit before tax (NPBT) of \$45m in 2023/24 and \$50m in 2024/25, both one year ahead of schedule.

Based on the company’s momentum in the 2026 fiscal year, it expects to deliver its \$65m prediction for 2027/28 in 2026/27.

“We don’t set targets to manage expectations,” say Baker and Hunter. “We set them to stretch ourselves and then hold ourselves accountable.”

The company hosted an investor day in March and set its next chapter of \$100m profit by financial year 2031. It also aims to provide shareholders with a reliable and growing cash return

while retaining enough capital to fund growth.

The board declared a final dividend of nine cents per share, fully imputed, taking the full-year dividend to 33cps. That was up by 14 per cent on 2024/25 for a compounded annual rate of 10.5 per cent over the past 12 years.

“Sustaining this return of value requires the same discipline in capital allocation that has characterised this business from the beginning.”

CROSS-DIVISION RESULTS

Baker and Hunter say 2025/26’s record result is a reason to feel good about where Turners is heading. NPBT was \$63.2m, ahead of upgraded guidance.

Turners Cars’ sourcing strategy is increasingly focused on domestic supply, which is proving to be a “genuine competitive advantage”, while the expansion of its network is “reinforcing” its presence in key markets.

This division also saw strong performance from its commercial division, and damaged and end-of-life revenues, during the past financial year.

Strategically, the biggest opportunity remains expanding the branch network as automotive ▶

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retail has kept up its momentum despite the economic conditions.

Oxford Finance delivered a strong result in 2025/26 with its loan book growing in volume and quality. Its arrears remain “well below market levels, a testament to our disciplined approach to credit”. Consumer loans rose while commercial lending dropped.

Autosure continues to build up a head of steam in the insurance sector, especially via its digital and direct-to-consumer channels.

Early sales after launching mechanical breakdown insurance for the private-to-private market “have been encouraging and validates this as a complementary, scalable growth opportunity”.

Turners Servicing & Repairs – still in its early stages – is positioning the group to secure a “meaningful” share of a \$3 billion market, which “sits alongside everything else” it does.

“As flagged earlier in the year, we reviewed the carrying value of the EC Credit business, resulting in



Turners' media investment totalled \$5.1m in 2025/26, while its servicing and repairs division is positioning the group to secure a “meaningful” share of that market

a non-cash goodwill write down of \$7.5m,” explain Hunter and Baker in their annual report. “EC Credit is the smallest part of our group and is non-core to automotive, which is where we see the most compelling long-term opportunity.

“We will keep investing in our people, property, technology and brands to ensure the platform we’ve built remains the one Kiwis turn to when it comes to buying, selling, financing, insuring and servicing vehicles.”

WINNING IN TOUGH TIMES

A key driver for Turners Automotive Group will continue

to be diversification and it remains confident in its trajectory and expectation to hit its \$65m profit target for 2027/28 a year early.

“That will be the third time we’ve beaten a multi-year target ahead of schedule,” say Hunter and Baker. “After that, we’ll have our sights firmly set on \$100m by financial year 2031.

“The platform is built, the team is exceptional and we have a five-year strategy, which we believe is credible, funded and executable.

“We have great businesses that are even better together. Each part makes the others stronger, and the platform we’ve assembled is one

that cannot be quickly or easily replicated. That’s what the next chapter is about – not building something from scratch, but unlocking the full potential of what we’ve already built. We are excited about what that looks like.”

As for the past financial year, late March brought uncertainty as geopolitical events weighed on consumer sentiment and car trading during April was subdued.

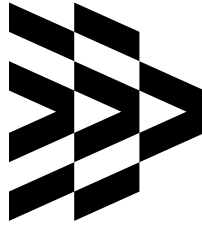
“We’ve seen this before. In automotive retail, we have implemented the same ‘tough macro’ playbook used in financial years 2024 and 2025 with a strong cost focus, more selective buying and positioning inventory for where demand is, including cheaper smaller-engine vehicles and increased purchasing of smaller hybrids.

“In the meantime, finance and insurance keep building. They are annuity businesses so don’t stop when a car yard gets quiet. Diversification is enormously valuable in periods like this.”



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Avanti puts dealers in control

AS PRESSURE BUILDS on car dealers to deliver faster finance approvals with fewer touchpoints, specialist lender Avanti Finance has launched a new loan-origination platform to remove friction from the application process and put greater control back in traders' hands.

The company says its Avanti Partner Portal is changing how it does business by using intelligent automation to improve the quality and speed of lending decisions.

The self-service system has been purpose-built to enable introducers to submit and manage their applications without the need for back-and-forth emails or phone calls.

A personalised loan rate for customers can be generated in less than one minute by entering only a few details.

Avanti says the new portal has more than halved the overall time it takes to submit a finance application while automated approvals, powered by a new decision engine developed by Avanti's in-house technology team, can be delivered in less than a minute after submission.

Lee Robson, general manager of auto, says the fresh approach comes after listening to feedback from introducers and delivering on many of their requests and needs.

"We've given introducers an easier and more comprehensive tool from which to administer finance through Avanti," explains Robson.

"We have put control of the loan application, electronic verification and settlement processes into the hands of introducers to enable them to manage those processes far more efficiently."

Through a single dashboard, dealers can monitor application progress, upload documents and receive real-time status updates. Once an application is fully approved, loan contracts are automatically generated and ready for customers to review and sign – another part of the new process that saves time.

Designed to provide speed and control for introducers, the portal also helps dealers grow their business by delivering better experiences for customers.

"We have really focused on minimising the amount of information we ask for through the application process," says Robson.

"Ultimately, customers and introducers have less time these days, and both parties want a quick outcome for applications.

"Internally, we have also significantly cut the time it takes for us to make referred decisions.

"In comparison to our outgoing portal,



Lee Robson

We want to become the partner of choice for all our introducers and are proud to deliver a market-leading solution

Lee Robson, GM Auto, Avanti Finance



Asheelta Sharma

we've cut that time by more than two-thirds. Since going live, we've been seeing lender-referred decisions ranging between four and eight minutes, depending on the complexity."

More efficient internal processes help make Avanti's services more meaningful to customers, with Robson highlighting that the

company can now settle loans with cleared funds advanced "on the hour, every hour".

The "intuitive" portal went live in April after being piloted with a small group of introducers since November 2025. He says: "We had a group of introducers working with us through the whole build to ensure what we delivered was what the wider industry actually needed.

"They have been with us throughout the design and launch phase to make sure the service meets the needs of introducers.

"What we have delivered for version one is a very strong starting point. Although our first version is functional, slick and robust, it's just the start. We have several revisions coming in the future to improve the portal's functionality, which are aimed at making it even easier to work with Avanti."

The pace of improvement is now supported by a significant lift in change agility, with the platform provider and Avanti's in-house technology capability enabling faster, more efficient updates. Robson adds: "Avanti has invested heavily in technology enablement over the past few years. We are now well-placed to adapt to change as it happens, at speed."

Supporting dealers through the transition has been a focus. Asheelta Sharma, process improvement and optimisation lead, says resources and webinars have helped introducers quickly build confidence on the new platform.

"Feedback on the portal has been very positive," she adds. "Introducers are telling us it's intuitive to use and the self-service functionality helps them deliver a better customer experience.

"We're also hearing that auto-decisioning helps speed up turnaround times across the application journey. That's been great to hear as those are some of the key pain points we set out to solve."

The portal is the latest innovation from Avanti as part of its commitment to continuous product development to meet emerging industry and consumer needs, and fulfil its own ambitions.

"We aim to challenge the status quo and grow value off the back of great service, great support and great systems," says Robson.

"The Avanti Partner Portal is delivering a major milestone in our journey to make loan origination with Avanti comprehensive, simple and fast.

"We want to become the partner of choice for all our introducers and are proud to deliver a market-leading solution." ❧



Insights into changing market

Dealers in New Zealand are being urged to get ahead of their rivals and act now before pressures and innovations emerging in the Australian market start to impact businesses on this side of the Tasman.

A number of speakers will tackle industry developments at the 2026 Australian Automotive Dealer Association (AADA) Convention and Expo this month, giving delegates a chance to gain insights into those changes.

Nicholas Johnson, AdTorque Edge's head of growth, is among those who will be presenting at the July 29-30 event in Sydney.

He told Autofile that New Zealand dealers who attend can gain a perspective of the industry they can't get at home and gain "first-mover advantage" over domestic competitors.

AADA 2026 also puts delegates in the same room as dealers, original equipment manufacturers (OEMs) and suppliers setting the pace for automotive retail in the southern hemisphere.

"It's a chance to benchmark against a larger, faster-moving market, pressure test your plans with people facing the same challenges at a greater scale, and

come back with a clearer view of where you're strong and where you're exposed," explains Johnson.

"Australia typically runs 12 to 18 months ahead of New Zealand on digital and retail innovation, so AADA 2026 is effectively a look over the horizon with enough lead time to act on what you see."

Being held at the International Convention Centre Sydney, the event brings together franchised new-car dealers, industry suppliers, automotive leaders and retail experts for a programme of presentations, discussions and workshops. Then there's the expo, which features more than 65 exhibitors.

Johnson is running a workshop on July 30 on "maximising dealer marketing return on investment in a changing media landscape".

He notes the way people buy cars is shifting and three areas are effectively hitting dealers at once. "First, AI tools are already

doing the early research for buyers before they see a traditional ad, which means some of the old promotional tactics can start to work against you.

"Second, there's what we call the 'performance penalty'. When you lean too hard into performance

channels and underinvest in brand, total revenue can drop 20 to 50 per cent over time.

"You still see strong impressions, plenty of clicks and a sharp cost per lead in reports. But the leads that turn up are more price sensitive and harder to close, so the damage shows up in flat gross profit per unit, not in dashboards or reports.

"Third, front-end new-vehicle margins are now a relatively small slice of total dealership gross, so every marketing dollar has to work across the whole business and not just new sales."

Johnson will discuss what a modern dealer-marketing

ecosystem should look like in the context of the changing market.

He also points out the same forces affecting Australia are at play in New Zealand, but often with less room for error because the market is smaller.

"New Zealand dealers are dealing with the same pressures of rising media costs, fragmented lead sources, AI reshaping how people research vehicles and being asked to do more with leaner budgets.

"We work across both sides of the Tasman and the pattern is consistent. The gap between top-performing dealers and everyone else tends to come down to the same handful of levers whether you're in Auckland, Christchurch, Sydney or Adelaide."

An upside for New Zealanders attending AADA 2026 is timing and gaining knowledge of market developments.

"Many of these shifts are a little further along in Australia, so there's still real first-mover advantage in New Zealand for dealers who act before the same pressures fully land at home," adds Johnson.

Delegates are also able to access data, research and practical frameworks from people working



AADA 2026 is a look over the horizon with enough lead time to act on

– Nicholas Johnson

Special price for Kiwis

Organisers of the AADA Convention and Expo hope delegates will seize the opportunity to learn about the key issues affecting the industry by attending this year's event.

To help attract more visitors from this side of the Tasman,

New Zealand dealers are automatically eligible for special registration rates and will pay the same prices as the AADA's dealer members.

Besides access to the expo and a series of presentations, workshops and networking

opportunities, all of this year's event content will be available on demand to delegates' dealerships for three months.

Patrick Tessier, convention director, says while the event is based in Australia, there are always things people can learn from other markets.

"New Zealand is the closest country to us and probably the

most similar market to ours, so the relevance of our programme for New Zealand dealers is very high.

"Kiwi dealers can learn more about things such as stock turnover, reconditioning, the relationship between finance and insurance, and how to retain used-car customers. Hopefully New Zealand can teach us something as well."

◀ across hundreds of dealerships, but rather than having months of trial and error those insights are condensed into two days.

PROTECTING MARGINS

Another topic being addressed at AADA 2026 is “how to thrive in a high-tech, low-margin new car sales market”.

A main-stage presentation about this subject on the convention’s opening day features CarExpert co-founder Paul Maric and Damon Rielly, its chief executive officer.

It will focus on the structural changes reshaping new-car retail such as tighter margins, new entrants, electrification, demos and near-new stock, pricing transparency and customers arriving at dealerships more informed than ever.

Rielly says this is an important topic because new-vehicle retail is no longer just about having stock and waiting for customers to walk in.



“Buyers are doing much more of the journey before they ever engage with a dealer,” he told Autofile.

“They are comparing models, prices, ownership costs, finance options, reviews and alternatives in real time.

“Dealers who can meet that customer with transparency, speed and trust will be better placed to protect margin and convert.”

Rielly notes the same forces are playing out in Australia and New Zealand with consumers facing the same broad questions, such as which brands to trust, which technologies to consider, what

represents value and how to feel confident in a major purchase decision.

“Through our partnership with Trade Me and the launch of CarExpert NZ, we now have a closer view of how Kiwis are researching, comparing and shortlisting new cars,” explains Rielly.

“That gives us a unique perspective on the full buying funnel, from early awareness and education through to comparison, intent and purchase support.

“For dealers, that matters because the opportunity isn’t simply to generate more leads, it is to understand how intent is formed

and how to turn better-informed customers into better-quality sales opportunities.”

Rielly describes AADA 2026 as a valuable opportunity for car traders to step outside the day-to-day and consider broader changes in the region.

“Australia and New Zealand do not always move in the same way, but dealers in both markets are dealing with many of the same pressures, such as margin compression, new brands, changing OEM strategies, electrification, digital retailing, lead quality, staff capability and rising customer expectations.

“The benefit of attending is that dealers can benchmark themselves against peers, hear what’s working in other markets and come home with practical ideas they can apply in their own businesses.

“It’s also a chance to build relationships with OEMs, technology providers, finance and insurance partners, and dealers across the region.” ☺

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Awards for work in training

Two leaders at MITO have been honoured with chairman's awards from the Collision Repair Association (CRA).

Chief executive Verna Niao and Warren Flowerday, deputy board chair, have been recognised for going above and beyond in service to the industry.

They received the awards at a dinner in Melbourne from Jeff Robson, who is now in his second year as the CRA's chairman.

He says: "Warren and Verna were instrumental in returning the organisation back into industry ownership, which is a tremendous achievement and a great win."

Flowerday has been a key figure in the collision repair and refinishing sector for many years.

He has been with I-CAR since 2022, and served for 13 years on the CRA's national executive and for four years as chairman before joining MITO's board.



From left, Jeff Robson, Scott Wiseman, CRA national executive member, Warren Flowerday, Verna Niao and Ben Thomas, editor of PanelTalk, the CRA's official journal

"I invited Warren to join early in 2025 knowing we would need someone with his energy and stature to support this important work," says Sturrock Saunders, who chairs MITO's board.

"He has been a stalwart throughout and our success is due in no small part to his efforts."

Flowerday adds: "Our industry has given me a lot over the years, so being able to give something

back and to be helping support MITO's transition has been important to me.

"I am especially honoured to be sharing this award with Verna.

"It takes good people around you who care about the future of the trades and are willing to put their hand up. Verna carried an incredible workload during the process."

Niao has headed up MITO since

2022 and has also served on I-CAR's board since 2017.

"Verna brings a wealth of expertise in supporting industry to meet its goals," says Saunders. "Her commitment has driven MITO's success since she began in 2002."

Niao adds: "It's a privilege to work with such an inspiring industry, and the people whose skill and commitment help shape its future." ☺

Vehicle data for new era

The Motor Industry Association (MIA) is modernising how new-vehicle sales data is managed and reported in New Zealand.

The MIA DataHub, which has been developed in partnership with InfoAgent, is a secure and flexible platform that creates a stronger foundation to deliver timely, reliable and valuable insights.

Aimee Wiley, the association's chief executive, says the system is an important step in ensuring the MIA's data is managed professionally.

"For our members, it provides a more modern and accessible way to engage with key industry reporting," she explains. "For the wider market, it creates opportunities for approved access to high-quality automotive data and insights."

Wiley describes the partnership with InfoAgent as central to developing a secure and sustainable model to use MIA data.

She adds: "InfoAgent brings technical expertise and commercial

data experience that has helped us turn a complex reporting environment into a professional-grade platform.

"This launch is the first stage of a broader programme to modernise our data services, improve accessibility, and support the future needs of members and industry."

Chris Knight, chief executive officer of InfoAgent, says: "We're proud to partner with the MIA on DataHub and support a more streamlined, secure way for approved users to access automotive data and insights.

"It's now live with data access and product enquiries managed directly by us."

Organisations outside the MIA's membership interested in accessing industry data should email Angela Drake, customer partnerships lead, at enquiries@infoagent.co.nz.

InfoAgent is managing all data queries, including access to available products, subscriptions and tailored data solutions. ☺

Top spot in motors role

Trade Me has appointed Lisa Stewart as head of motors after leading its marketplace division for the past seven years.

Before joining the online platform in 2017, she held roles at eBay and strategic consultancy firms in London.

"I've been part of the Trade Me team for nine years, bringing a background in global marketplaces from my time at eBay in the UK," says Stewart.

"While there, my focus was on strategic responses to Facebook Marketplace and designing enhanced, category-specific experiences.

"I initially joined Trade Me as head of strategy and ventures, which gave me a fantastic bird's-



Lisa Stewart

eye view into how all our different business units connect.

"Since then, I've had the privilege of leading several of our businesses and I'm thrilled to step into my new role.

"Motors is a fantastic team. I'm looking forward to delivering great value for dealers while elevating the experience for buyers

and private sellers."

Stewart has replaced Brendan Hall, who is relocating across the ditch.

He says: "Deciding to leave Trade Me has been a bittersweet choice for my family and me as we prepare to return to Australia.

"I'm proud of what members of the motors team have achieved. I will be cheering them on from across the Tasman." ☺

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◆ RELATIONSHIP MANAGER

Mandy Allen

Auckland & Northland · CFS Finance

With a solid grounding in the motor industry shaped through leadership roles with Honda, Ford, and Mazda, Mandy Allen brings a wealth of experience and energy to her role as a Relationship Manager at CFS Finance. Over the past three years with the business, she has built a reputation as a high performer, known for her proactive approach and ability to form genuine, lasting partnerships.

Covering Central, West, and North Auckland, and extending all the way up to Whangarei, Mandy works closely with a wide range of clients, including franchise and used vehicle dealerships, as well as finance brokers. What truly sets her apart is her ability to connect with people at every level of the dealership, from business owners and senior leadership teams right through to frontline

staff. She understands that strong relationships across the board are key to smooth, successful transactions.

Mandy takes a hands-on, solutions-focused approach to every deal. She prides herself on understanding each client's unique goals and tailoring finance solutions that work in the real world. Her attention to detail, clear communication style, and ability to think on her feet ensure deals progress efficiently, with the best outcomes for everyone involved.

Outside of work, Mandy enjoys making the most of the Kiwi lifestyle, whether it's travelling, boating, fishing, or tackling her next home renovation project. She also values spending quality time with family and friends.

If you're in her region and looking for a Relationship Manager who is approachable, responsive, and genuinely invested in helping your business succeed, Mandy would love to hear from you.

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Mandy.Allen@cfsfinance.co.nz
cfsfinance.co.nz

Three wins in row for company

Miles Skoda has been named the marque's dealer of the year for the third time in a row, and has picked up awards for sales and its business department.

The franchise in Christchurch balanced and sustained excellence across the company, and stood out in 2025 for its consistent sales performance, after-sales, marketing and operational foundations.

Among the other winners at the awards ceremony at the Onslow restaurant in Auckland was WR Phillips Skoda in New Plymouth. It came top for service and customer experience.

Farmer Autovillage in Mount Maunganui was the top parts team and Tristram Skoda on Auckland's North Shore secured the marketing title.

Alex Brown, Skoda NZ's general manager, says the main award recognises dealerships that excel across all areas of operation rather than in one discipline.

He adds: "It's about doing the hard things well, everywhere and all at once. It recognises dealerships that operate with balance, discipline and alignment, and deliver strong results across the full customer journey.



From left, Andre Heyns, Miles Group managing director, Miles Skoda's after-sales manager Glenn Carson, sales manager Christopher Willetts, group marketing manager Mark Lincoln and general manager Jodie Tait



"What sets a dealer apart is that nothing feels accidental.

"The results reflect clear leadership, well-defined expectations and teams which understand how their roles contribute to the bigger picture."

Brown says Miles Skoda taking



out the top title for the third consecutive time is a first in New Zealand.

"To achieve this level of performance once is impressive. To sustain it three years in a row speaks to a culture of consistency, pride and professionalism." ☺



1 Matt Markby, left, Skoda NZ's product manager, and Paul Phillips, dealer principal of WR Phillips

2 James Yates, left, Skoda's head of product support and warranty, and Mitchell Robertson, Farmer Autovillage Skoda's group parts manager

3 Natalie O'Brien, Skoda's marketing manager, and Davide Punturiero, Tristram Skoda's dealer principal

Warrant changes criticised

The Motor Trade Association (MTA) has given the coalition a fail for safety in its latest warrant of fitness (WOF) inspection.

The black mark is one of two for the government, but it has been awarded an overall pass after receiving ticks for taking action against crime, fuel, immigration and education.

James McDowall, the MTA's head of advocacy, says the six-monthly warrant delivers a serious message in an innovative format on how well the coalition

is working with and for the automotive sector.

"There is possibly a degree of irony that the government's own WOF reforms got a fail in our inspection," he adds.

"The reforms were a significant issue for MTA members and industry. Unfortunately, it chose to go ahead with changes that were unwelcome to many in the sector."

The association highlighted its concerns about the proposals when it published an open letter to the Beehive in newspapers at the end of 2025.

It warned short-term savings for motorists will be outweighed by extra costs from deferred maintenance and repairs, and there will be more unsafe cars on our roads because of changes to inspection frequencies.

"Our position is formed by MTA members, who carry out 80 per cent of the country's WOF inspections and who were clear in their reservations, which were based purely on concern for the safety and bank balance of everyone on our roads."

In its election-year manifesto,

the association is calling on politicians to defer the change in WOF frequency for vehicles aged eight to 14 for two years while further evaluation work can be carried out.

Elsewhere in the MTA's WOF, the coalition received passes for progress on crime, and its "reassuringly calm and consistent" messaging on the fuel crisis.

Strong performances in the past six months in immigration and education have also earned praise.

However, a fail was issued for the economy with the absence of "long-promised green shoots" adding to pre-election pressures on the government, which has "five months to turn that around". ☺

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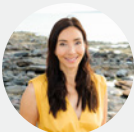
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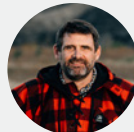
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Dealers help keep economy moving

New Zealand's economic recovery hasn't exactly gone to plan in 2026 but it hasn't fallen off the cliff either.

According to the June quarterly predictions from the NZ Institute of Economic Research (NZIER), the global fuel crisis has pushed costs higher and confidence lower.

The initial sharp rise in prices triggered by the Middle East conflict have flowed through to inflation, which is expected to climb above four per cent in the June quarter.

It's not the kind of surprise anyone ordered for this year, but it's one shock New Zealand has so far managed better than many might have expected.

Fuel costs have had an enormous impact on our economy. When prices at the pump rise, they nudge up the cost of almost everything, from freight through to groceries and services, and that has been showing up in inflation data.

However, there has been a balancing factor at play.

The NZIER notes underlying inflationary pressures have remained relatively contained during the war, meaning the recent spike has largely been driven by fuel rather than a widespread surge in pricing activities.

This looks more like a curve than a spiral because businesses are feeling the squeeze, but

importantly they're not over-reacting.

Demand and competition remain the key in limiting how far companies can push prices. It's a sign that the economy hasn't sprung into panic mode. Or, as many Kiwis might put it, "she'll be right, let's do what we do and get on with it".

The motor-vehicle market has been a surprisingly strong performer despite rising costs and worldwide uncertainty.

Year-to-date figures to the end of May from the MTA's vstat website show around 55,861 new light vehicles – that's to say those weighing less than 3,500kg – have been sold for an increase of 12.9 per cent compared to the same period in 2025.

Registrations of used light-vehicle imports topped 38,331 units for the period, up by 5.4 per cent. New heavy vehicles rose by 5.2 per cent and used heavy imports dropped by 33.8 per cent.

The fuel crisis has shocked "fence-sitters" to explore and shift towards more efficient models with hybrids taking some 31 per cent of 2026's market by May 31, while battery electric vehicles accounted for 14.6 per cent of registrations.

Here's where a bit of Kiwi humour captures a deeper truth.



LARRY ALLOWFIELD
Sector manager - dealers,
Motor Trade Association

When I recently spoke to someone in the industry, he joked, "who would have guessed Donald Trump would be the best EV salesperson in New Zealand?" It was tongue-in-cheek, but reflected a behavioural shift.

The Reserve Bank faces a delicate balancing act. Inflation has again been rising, which would normally call for higher interest rates. At the same time, however, demand is softening and confidence has taken a dip.

The NZIER expects the official cash rate will go up from July followed by another hike later in the year. While that will add some pressure to borrowing, it's a signal policymakers are acting to keep inflation expectations anchored.

While headlines focus on rising inflation and global uncertainty, there are several reasons to maintain a positive outlook in 2026.

First, the current inflation spike has largely been tied to fuel prices rather than widespread overheating of the economy. This makes it more likely to ease as global conditions stabilise.

Second, businesses and households are showing adaptability rather than retreat.

Spending hasn't collapsed,

investment hasn't stalled and key sectors, such as car sales, are still performing well.

Third, New Zealand's structural drivers remain intact, infrastructure projects are ongoing, the farming industry is growing and the switch to lower-emissions technologies lays foundations for future activity.

In the automotive market, the mix of new vehicles, used imports and emerging electric options gives consumers flexibility, which is a key strength in uncertain times.

The rest of 2026 could be more challenging than the start of this year, but not necessarily as hard as 2024 and 2025.

Growth may moderate and confidence may remain patchy, but the economy has entered this period from a position of relative strength. A lasting resolution to the fuel crisis will be key.

The NZIER's outlook assumes geopolitical tensions will ease by the end of this year, allowing inflation to drift back towards the Reserve Bank's target range by mid-2027. If that plays out, the current slowdown could prove to be just that and not a setback.

For now, the road has become a bit rougher, costs have climbed and confidence has taken a knock. But New Zealand's economy looks less like it's stalling and more like suffering a speed adjustment to manage fuel-tank levels. ☺



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Industry movers

JERRY DELANEY is taking over from Russell Pederson as dealer principal of the Ultimate Motor Group in late August.

Delaney, pictured, previously spent 14 years with Ford NZ where he served 11 as sales director. He joins Ultimate from Inchcape where he was most recently general manager for this country.

His return to the retail network marks a "significant appointment" for the Tauranga-based franchise. Annaliese Atina, managing director of Ford NZ, says: "Jerry's passion for the brand and track record in executive leadership will be invaluable as we continue to deliver exceptional service to customers."

Ultimate thanks Pederson for his significant contributions and leadership as dealer principal.



LAURETTE LANE and **JOE BOND** have joined MTF Finance's executive leadership team.

Lane has been appointed as chief credit officer. She was previously with Toyota Finance NZ leading the credit operations and customer service teams.

During her career, she has held senior leadership roles with Toyota Finance, ASB, UDC and ANZ developing expertise in consumer, commercial and asset finance lending.

Bond is now the company's chief commercial officer. He has also joined from Toyota Finance where he spent the past four years as head of sales.

Before that, Bond held senior positions with Honda NZ and BMW Financial Services NZ, building experience across sales, business development and customer relationships.

He started his career as a mechanic before progressing through parts, vehicle sales and finance positions.

"We are continuing to invest in people, technology, products and customer experience," says Chris Lamers, MTF's chief executive. "Attracting leaders of this calibre is a strong signal of the opportunities ahead for our business." Visit autofile.co.nz for the full story.

SAMANTHA BARRASS will not be seeking reappointment as chief executive of the Financial Markets Authority (FMA) when her five-year term concludes at the end of January 2027.

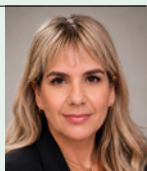
Steven Bardy, acting chairman, says Barrass advised the board at the end of last year she was unlikely to stay on because of family needs in the UK. Since then, the board has been preparing the process to recruit her replacement.

Bardy says the board is grateful for Barrass' leadership and her continued commitment to the FMA for the remainder of her term.

He adds: "Samantha has provided strong leadership through a period of expansion for the FMA, including the implementation of the Conduct of Financial Institutions regime.

"Her regulatory experience has been invaluable as the FMA has navigated a challenging global environment and prepared to take on credit regulation."

Barrass adds: "I will provide my full support to ensure a smooth handover. There is much to do as we continue to deliver against priorities in our financial conduct report."



Laurette Lane



Joe Bond



Helping to unlock business potential

Angela Drake has been appointed customer partnerships lead at InfoAgent and has taken more than 15 years of automotive experience into her new role.

She has held a mix of corporate positions and has hands-on business ownership, which give her a practical, end-to-end understanding of how the car industry operates.

Drake is working closely with InfoAgent's clients to understand their needs for vehicle data, and help them get value from the information and tools the company provides.

"The depth of experience across the business is exceptional," she told Autofile. "I'm looking forward to helping customers unlock more value from data and technology while building strong, long-term partnerships."

Drake also owns JD's Auto

Garage, an automotive workshop in west Auckland, along with her husband Jesse.

Her previous roles have included managing director of DriveText, a company using

artificial intelligence to help registered traders create detailed car adverts.

Before that, Drake had nearly 10 years at Trade Me between 2012 and 2021. She was senior national account

manager before becoming sales manager for the North Island.

InfoAgent provides customised information to improve business processes and mitigate risks associated with legal and statutory requirements in the automotive and transport industries.

Its developers, product designers and business development specialists have come together after many years of being "immersed" in the vehicle-data landscape. ☺



Angela Drake

Efficient logistics critical

Keisuke Nagashima has joined Auckland-based Jacanna as its business development manager.

He was previously director of Bordercheck from January 2017 to September 2025. He was general manager at Autohub from 2013-21 and spent two years before that as the marketing co-ordinator for Brake & Transmission Ltd.

Nagashima is also a director, producer, photographer and a competitive driver at 86Fighters, which specialises in media production for the automotive and motorsport industries.

In addition to dealing with cars, he says Jacanna has facilities to handle

general cargo, as well as full containers and less-than-container-load operations, which "opens up a new avenue to someone like me who has predominantly been vehicle-focused".

Nagashima told Autofile: "One of the things that makes New Zealand unique is our location.

"As an island nation far from major global manufacturing hubs, efficient logistics and supply-chain management are critical to keeping our economy moving.

"I'm responsible for bringing new business to Jacanna, whether that be in vehicle, parts, farming, machinery and or general cargo industries." ☺



Keisuke Nagashima

Before they Google, they watch

Meltwater's 2026 report on New Zealand's digital landscape confirms what many dealership marketers have been saying for some time, and that's video has become the default way Kiwis discover, research and engage with brands online.

For a dealership's strategy, the case for investing in YouTube and broadcaster video on demand (BVOD) has never been stronger.

New Zealand's 5.06 million internet users, or 96.2 per cent of the population, are spending an average of 42 hours online each week, and a significant share of that time is video.

Comedy and viral content top weekly viewing habits at 44.6 per cent of users aged 16-plus, tutorial and how-to videos sit at 32.6 per cent, and product review content is 18.3 per cent. These formats are relevant to the vehicle research journey. YouTube alone reaches 67.2 per cent of Kiwi internet users monthly to make it the country's fourth most-used platform.

The data on how Kiwis engage with video content during the buyer journey and the influence on purchasing decisions reinforces the opportunity.

Online video and TV streaming

pre-roll ads are cited as a discovery channel by 21.3 per cent of New Zealand internet users, while TV ads remain the fourth most influential brand discovery source at 31.5 per cent. BVOD sits squarely at the intersection of that television viewing

habit and the precise audience targeting that traditional broadcast has never been able to offer.

For a high-consideration purchase like a vehicle, that combination is powerful.

GAINING FROM VIDEO

Most dealerships concentrate spend in search and social. These are effective channels, but increasingly competitive and expensive.

Video offers something these formats simply cannot – emotion, motion, and storytelling.

A 30-second advert can show a car in context, demonstrate technology features and build genuine brand preference before the customer has started comparing dealerships, models, visiting websites or requesting quotes.

This isn't about replacing what's



JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

working. It is about reaching buyers earlier before they are in-market and competitors have had a chance to influence them.

One recent case study using contextual video targeting alongside relevant automotive

content delivered a cost per-lead 61.5 per cent lower than the same advertiser's best-performing paid search activity with a 61.7 per cent higher conversion rate.

Where and when your message appears matters as much as the message itself.

NO BIG BUCKS NEEDED

The most common objection to video advertising is cost. In practice, the barrier is lower than most dealers assume.

Franchises typically have access to manufacturers' libraries of TV commercial adverts so a creative agency can localise with business-specific branding, offers and an end-frame. This keeps production costs low while maintaining high production values.

Many dealers are also creating short-form social content, such as

walkarounds, test drives, new-arrival showcases and customer stories, which can be adapted for YouTube pre-roll or BVOD formats with minimal extra effort.

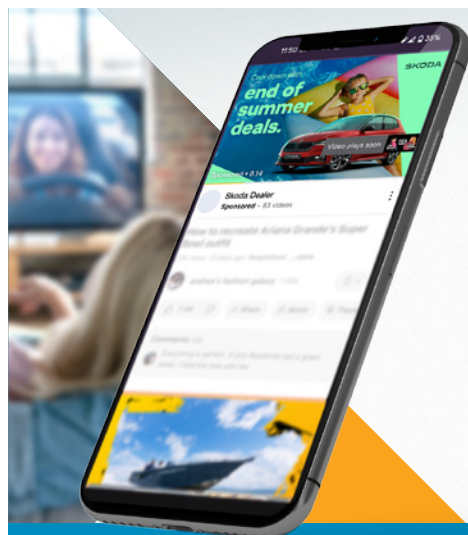
And for those wanting purpose-built creative, AI-powered and low-cost production tools make it possible to produce compelling, brand-safe video from existing imagery, copy and brand assets to streamline the process considerably.

Meltwater's data for 2026 makes it clear that video is where Kiwis are spending their time and forming purchase intent.

YouTube and BVOD give dealerships the reach, targeting and creative capability to influence buyers before the search phase even begins by building a larger, more engaged audience for search and social to convert. Search-engine marketing and social captures existing demand. Video creates the demand by influencing new, engaged and high-value audiences to conversion.

The audience is there and the creative options are more accessible than ever.

The question is simply whether your dealership is showing up before the competition does. ☎



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DataHub driving industry ahead

Reliable information has always been important to the automotive sector, but its value is increasing as the operating environment becomes more complex.

The vehicle market is changing quickly. New technologies, shifting consumer behaviour, evolving policy settings, supply-chain pressures and the transition of the national fleet are all shaping the decisions businesses need to make.

In this environment, access to trusted information is essential.

It helps businesses understand the market, identify trends, plan with confidence and contribute meaningfully to discussions about the future of transport in New Zealand.

For the Motor Industry Association, improving how information is collected, managed and made available has been a major priority.

In 2024, data and the development of a new system were identified as a key pillar of the MIA's strategic plan.

Since then, significant work has gone into building the foundations for a more modern, consistent and robust approach.

This month, we are pleased to mark an important milestone with the launch of the MIA's DataHub, which is the first step in a broader programme of work to improve access to the country's information on the automotive industry.

It has been developed to provide a stronger foundation for data management, reporting and future services, while supporting a more structured approach when

responding to industry requests.

The launch follows about two years of work by the MIA to determine how this information should be managed and to identify the right partner to help deliver the system.

Throughout this process, we have maintained a strong focus on quality, integrity, and ensuring that industry information is managed responsibly and effectively.

The MIA has partnered with InfoAgent, which brings considerable experience in automotive data across New Zealand and Australia.

InfoAgent has also worked with the Federal Chamber of Automotive Industries, Australia's equivalent of the MIA, and brings valuable expertise in building practical, industry-focused tools.

Over the past year, much of the work has focused on the architecture required to support DataHub.

While this technical foundation largely sits behind the scenes, it's critical to the system's long-term value. A useful data platform depends on reliable inputs, well-designed structures, appropriate quality checks, and tools that can present information in a clear and meaningful way.

The launch of DataHub doesn't



AIMEE WILEY
Chief executive officer,
Motor Industry Association

mean that every future product or service is complete on day one.

Rather, it marks the point at which the MIA now has the underlying platform needed to support a more sophisticated approach over time.

As DataHub develops, there's potential to enable more detailed analysis, broader datasets and tailored reporting.

This could include areas such as car-park information, vehicle transaction insights, economic indicators and other market intelligence that helps build a clearer picture of what's happening

across the sector.

DataHub has also been built with future development

in mind. Over time, there may be opportunities to explore additional ways of interacting with information and identifying insights more efficiently.

Tools such as artificial intelligence could help users ask better questions, recognise patterns more quickly, and turn complex information into something practical and useful.

As with all future development, the focus will remain on ensuring any extra functionality is accurate, relevant and valuable to the industry.

For the MIA, the importance of DataHub is not simply the system

itself. It's what the system enables.

The motor-vehicle industry is often at the centre of major policy and economic discussions. Emissions, safety, fleet renewal, consumer choice, affordability, infrastructure, technology and regulation all require a clear understanding of the market and how it is changing.

Without that foundation, decisions can be based on partial information or assumptions which don't fully reflect the realities facing businesses and consumers.

A stronger evidence base supports better decision-making. It allows the industry, government and other stakeholders to identify emerging trends, understand pressures and opportunities, and assess the potential impact of policy or market changes.

It also helps ensure that discussions about the future of transport are grounded in what's happening across the fleet, rather than relying solely on anecdotes or short-term market signals.

As the vehicle sector continues to evolve, the need for reliable, accessible and well-managed information will only grow.

The launch of DataHub is a significant step towards meeting that need. It reflects a considerable amount of work by the MIA, InfoAgent and our partners, and lays the groundwork for a more informed automotive industry.

For organisations outside of MIA membership with an interest in accessing industry data, email Angela Drake, customer partnerships lead at InfoAgent, via enquiries@infoagent.co.nz. ☎

Stronger evidence supports better decision-making



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The month that was... July

July 23, 2004

Autosure sold to Vero

The largest provider of warranty and credit insurance products to New Zealand's automotive industry, Autosure, had been purchased by Australasian conglomerate Vero.

The company was set to continue operating under the same brand because of its high recognition and popularity.

Steve Owens, who had taken over from John Copson as managing director, told Autofile the running of the company wouldn't be affected.

"It will be business as usual for our dealers. We will be operating with complete autonomy although, of course, we are very excited about the immense resource Vero will provide."

Vero supplied general insurance under AMP, SIS and its own brand, and operated niche brands Vero Marine, Vero Liability, Axiom and Mariner while AA Insurance was a joint venture with the NZ Automobile Association.

The purchase only involved Autosure's future business and didn't include its portfolio of policies, a stipulation that Owen said was now standard practice.



Second quarter, 2007

Quarterly stats round-up

Sales of new and used vehicles were stable in 2007's second quarter. New passenger-vehicle registrations rose by 0.2 per cent from 17,702 to 17,732, but used-imported cars decreased by 3.9 per cent from 31,610 to 30,367.

Toyota was the top choice for new cars with 2,660 units, which was up by 1.9 per cent on 2,610 sold during 2006's second quarter. The Holden Commodore was the top model, up by 69.4 per cent from 391 to 821.

Used-imported Toyotas dominated in the second quarter with 8,305 units purchased. That figure was down 4.4 per cent on 8,691 in 2006's second quarter. Subaru's Legacy was the top used import with 1,331 units, but its registrations declined by 5.7 per cent from 1,411.

Sales of new commercials were up 0.9 per cent from 6,283 to 6,340 while such used imports fell 10.6 per cent from 3,087 to 2,760.

Toyota was the top commercial seller with new registrations, up by 7.4 per cent from 1,741 to 1,869. There were 1,073 used-imported Toyotas sold, which was down by 11.4 per cent from 1,211 in 2006.



July 24, 2009

Petrol v diesel running costs revealed

For customers looking to buy a petrol or diesel vehicle, the financial benefits are always of consideration.

In 2009, the average annual costs of running a petrol car decreased by 9.4 per cent compared to 2008, according to the AA. It said the two major contributing factors were drops in fuel prices and interest rates.

While prices of new cars had increased, petrol had declined dramatically from the highs of 2008 when the AA's calculations were based on \$2.15 per litre. The running costs in 2009 came in at \$1.67/l.

The cost of petrol continued to be a moving target. It was largely being affected by the weakening New Zealand dollar keeping domestic prices up and the drop in global demand pushing international prices down as the economic crisis worsened.

As more affordable diesel models had entered our market, it had become easier to compare those with relatively affordable petrol models.

Diesel vehicles still commanded on average a higher retail price than their petrol counterparts. However, low worldwide demand kept the price for diesel fuel significantly lower than petrol. Buyers also had to consider road-user charges for diesels and slightly higher servicing costs.



July 18, 2014

Call for lending code to target sharks

The Financial Services Federation (FSF) wanted responsible lending rules being rolled out as part of a crackdown on loan sharks to be strictly enforced.

The Credit Contracts and Financial Services Law Reform Bill passed its final reading in May 2014 when a proposal to scrap commission on credit-related insurance products was canned after industry pressure.

The government was taking another step forward by publishing a document on what was likely to be included in the lending code that all financial providers and their agents would have to follow.

It would cover how providers must behave towards borrowers – and how charges, fees, commissions and extended warranties would be administered and work in the real world.

The FSF was gathering views of its members, many of which operated in the car sector, before coming up with a draft submission for sign-off before lodging it with the government.

"It's the usual situation in that our members are already responsible lenders and will comply with the code," said Lyn McMorran, executive director. "But it will all come down to lenders who aren't members."

"How are they being informed about the changes so they can have input? How prepared will they be when the code comes into force?"



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Making reforms to repairs work

This isn't a criticism of the New Zealand Choice of Repairer campaign because VIA and I support it.

Consumers should be able to choose who works on their cars, and independent repairers should be able to access the information needed to diagnose, fix, calibrate and safely return them to the road.

An owner shouldn't be forced back into an authorised dealer network simply because the original equipment manufacturer (OEM) controls the software, diagnostic tools, security gateways or technical information.

However, independent importers and repairers need to understand the debate can move in two directions – one opens the market while the other can quietly turn access into a new form of supply control.

The difference is where the obligation lands. If the law says the party controlling information must provide access, having choice of repairer can work. Independent repairers get practical access, consumers get real choice, and OEMs and system controllers remain responsible for what they control.

But if the law says local suppliers or importers must provide repair information, regardless of whether they control it, the result is different because that model doesn't open the market. It shifts responsibility onto the wrong party while leaving technical control inside the authorised ecosystem.

For independent importers, that isn't a minor drafting issue but a direct threat to their supply model.

Independent importers don't

design or make the vehicle. They don't control OEM repair portals, diagnostic software, security-gateway access, calibration files, recall systems, parts databases, battery data or recycling information.

They source existing stock and bring them in via lawful compliance pathways.

Independent repairers face the same problem from the repair side. They can invest in tools, skills, training and staff. However, they cannot remedy software-locked cars with information they aren't allowed to access.

When the slogan becomes "all suppliers should provide repair information", the industry needs to ask who controls it.

If it's the OEM, authorised distributor, diagnostic platform, software controller, security-gateway administrator or system controller, the obligation must sit there. If it doesn't, the law makes it impossible for the independent sector and leaves the real gatekeeper untouched. That's how repair policy becomes supply policy.

A car may be lawful, safe, compliant and capable of being supported in this country.

But if an independent importer is required to provide OEM-controlled information it doesn't hold and cannot compel, that vehicle can become commercially impossible to bring in.

That's not because it's unsafe, not because consumers don't want it and not because it cannot



KIT WILKERSON
Head of policy and strategy
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be repaired in principle, but because the authorised ecosystem controls the information pathway.

That isn't consumer protection. It's a veto over independent supply and it's not just hypothetical.

Some parts of the authorised ecosystem have every commercial incentive to prefer a supplier-based model. It keeps technical control where it already sits while shifting legal risk onto the local independent business. That model protects authorised channels and doesn't solve the access problem.

Independent businesses should be careful when the word "unsupported" is used. If a vehicle is genuinely unsafe or cannot meet local requirements, that's a compliance issue.

If a car is described as "unsupported" because the OEM fails to make information available to independent players, the answer isn't to ban it or make the importer liable for the OEM's refusal.

The answer is to require the OEM or relevant system controller to provide the information. The remedy is access, not exclusion.

This isn't about protecting our patch at all costs. It's about making repair reforms work for the whole market. Consumers need repair choice and vehicle choice.

Independent repairers need access to do the work from the party that controls the system and independent importers should remain responsible for what they

control. That's lawful import, entry compliance, vehicle condition, preparation, disclosure, accurate representations and information they actually hold.

OEMs and system controllers should remain responsible for information and systems they control because that's the proper allocation of responsibility.

In my view, a well-designed regime should include repair critical and certification-relevant information, recall data, software details, battery and high-voltage procedures, calibration material and lifecycle-support information when these things are needed for safe and lawful operation.

It should also include proper safeguards. No one is arguing for unrestricted public access to security-sensitive systems. Cybersecurity, safety, privacy and intellectual property all need to be managed properly.

Some access may need authentication, logging, role-based permissions, technician accreditation or other controls, but safeguards should manage real risk and shouldn't become a general refusal mechanism.

The independent sector should support the NZ Choice of Repairer campaign and we shouldn't sleepwalk through the drafting.

Every proposal, slogan and draft clause should be tested against one question – does the obligation follow the party that controls the information? If yes, reform can help consumers, repairers, importers and the wider vehicle system. If no, it could create a barrier to lawful independent supply. ☺



Advocate ▪ Advise ▪ Connect

Big reveals star at showcase

JAC officially launched its T9 PHEV at Fieldays after kicking things off with a tradie breakfast pie.

The marque turned heads at 2025's event with an orange prototype and invited Kiwis to share their feedback, which went back to its engineers.

Twelve months on and the covers came off with a launch price of \$59,990 plus on-road costs to make it the "sharpest in the plug-in hybrid ute segment".

It boasts 360kW of power, and up to 1,005km of combined range and 100km of pure EV range on NEDC figures.

There's 3,500kg of braked towing capacity, a 915kg payload and five ANCAP stars "with a score that places it as New Zealand's safest hybrid ute". Dual electric motors underpin the drivetrain, paired with a four-speed transmission.

"When we rocked up to Fieldays last year with the prototype, people were clear about what they wanted – a PHEV that works like a proper ute and doesn't cost an arm and a leg," says Andrew Craw, general manager of JAC NZ.

The ute got jacked up pretty high so visitors could check out its powertrain, a project overseen by JAC technician Ravi Latchman.

Craw told Autofile: "Our technical team was thrown the challenge to get this made for Fieldays in a short time. Credit where it's due because they smashed it.

"Ravi prepped it and engineered the stands in the workshop. The structure was then transported to



Showing off internals



The T9 ready for some farm action

Mystery Creek. With the help of our event team, it was hoisted up before the stands were installed and finishing touches made."

HYBRID FORWARD ORDERS

The only Outlander Sport HEV in the country was a big pull for Mitsubishi at Fieldays in what's shaping up to be a "landmark" year for the marque in New Zealand.

The hybrid is slated to arrive on our shores in 2026's third quarter and enquiries for it were strong at Mystery Creek.

"We took a number of forward orders for the model on-site, which is encouraging as full details are yet to be released," Reece Congdon, head of marketing and corporate affairs, told Autofile.

"It shows Kiwis are hungry for hybrid and EV options and are increasingly gravitating towards brands they know and trust.

"Fieldays is always important on our calendar. While we don't solely view it as a sales event because its primary purpose is as a touch point

with our customers, we still posted strong on-site sales and expect to convert many more leads over coming weeks. In addition, we took registrations of interest for the new Pajero and our soon-to-arrive BEV."

Mitsubishi is the country's third most popular marque overall and second for passenger vehicles.

Tony Johnston, chief operating officer, says its 2026 new models will open the door to different segments. "It's about ensuring we offer the right vehicles for where the market's heading while continuing to build on the strengths that have made us such a popular choice for Kiwis.

"The ASX continues to play a key role in our line-up and remains a popular option for customers. The Outlander Sport HEV sits alongside it."

VISITING FROM MELBOURNE

Ford's showcase at Mystery Creek last month was headlined by the 2026.5 Ranger and Everest, while its special guest was Natalie

Manariti, Ford International Market Group's director of the two models.

Manariti, who leads these vehicles' global product strategy, lifecycle and market positioning, shared development insights at the event. Based in Melbourne, she has been a key architect behind the brand's right-hand-drive conversion programmes.

"New Zealand is an important market for the Ranger and Everest globally," says Manariti. "Being at Fieldays allowed us to connect with drivers who put our vehicles to the test every day.

"The 2026.5 updates represent a direct response to customer feedback, delivering more of the V6 power, smart technology and rugged versatility Kiwis demand."

Annaliese Atina, managing director of Ford NZ, adds: "Fieldays is vital to connect with New Zealand's backbone. Having Natalie join us highlighted how important this market is to global success."

Ford's 184kW and 600Nm three-litre turbo-diesel engine is now



Ford NZ team members



Mitsubishi's first hybrid



GWM's rugby-league pitch



Toyota's site

offered across extra variants to give buyers more access to “premium V6 performance”.

The new two-litre turbo diesel delivers 125kW and 405Nm. It transitions to a conventional timing chain and features an updated fuel-injection system.

The Active is the Everest’s all-new entry-level variant, while the off-road-ready Tremor V6 is back in the Ranger line-up. Ford also showcased its Transit, which has “versatile configurations and options for every Kiwi”.

ELECTRIC LINE-UP

Toyota NZ showed off its low-emissions technology. Its line-up included the RAV4 PHEV, and the all-new battery electric Hilux and bZ4X Touring, alongside established workhorses.

Andrew Davis, chief strategic officer, says: “Fieldays is where New Zealand comes together to talk about how we work, live and move, so it was the right place to have conversations about what the future of mobility looks like.”

The marque’s goal at Mystery Creek wasn’t to change perceptions overnight, but to show how electrification can apply across different industries and operating environments.

“We understand a one-size-fits-all approach won’t work for everyone, especially in rural New Zealand. The critical part is our

electric powertrain options are made to meet Kiwis’ needs.”

The “future-focused” line-up came with Toyota NZ celebrating 50 years at Fieldays and included the roll-out of its fully electric Hilux.

“The ute has earned its place by proving itself time and time again, says Davis. “As we look ahead, we’re applying that same focus on quality, durability, reliability and real-world performance to new technologies.”

BACKING THE WARRIORS

Great Wall Motor created an “immersive sales stadium experience” for visitors, which also built on its partnership with the NZ Warriors and “Wahs selling cars” platform.

The marque’s site flagged up the importance of investing in local partnerships, supporting regional communities and building connections with clients.

It had a large indoor showroom alongside an outdoor area, including a rugby-league field, stadium seating, jumbotron screen and towing challenge to showcase its models’ abilities.

Cameron Thomas, country manager, says: “Fieldays provides an incredible platform to connect directly with Kiwis.”

The company had some exclusive offers at Fieldays, including up to \$4,000 worth of free accessories with every Cannon

bought and zero-deposit, three-month deferred payment across the range.

There were also 50 units of the limited-edition Cannon XSR, exclusive Wahs number plates for the first six buyers and the chance to land a park-up sideline experience at a Warriors home match.

SHOWING OFF BRANDS

Auto Distribution Holdings Ltd showcased arrivals from its growing portfolio of marques at Fieldays.

Simon Rutherford, chief executive officer, says: “Our brands are gaining traction because they deliver exceptional technology, innovation and value across different segments, and we are also

expanding our retail footprint.”

Leapmotor is adding the B10 REEV, a fully electric range-extended model priced at \$39,990 plus on-roads, to its line-up and rolling out the all-new B05.

The Design variant of the “hot hatch” was on show. It produces 160kW and 240Nm from its 67.1kWh battery.

The B05 Life, which has a 56.2kWh battery, had a Mystery Creek launch price of \$43,990, with the Design starting at \$47,990.

BAIC’s flagship B30 Premium Adventure Hybrid AWD had a Fieldays offer of \$49,990 and a 50 per cent saving on its roof platform. The X55 Premium Plus had a launch offer, which was \$35,990 or \$2,000 off. ☺



BAIC's latest model

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Fast track to premier US racing

Scott McLaughlin is well-entrenched in the cut and thrust of America's IndyCar Series Championship.

Along with Sir Scott Dixon and recent arrival Marcus Armstrong, he is part of the biggest ever Kiwi presence in the Indy's "main game".

McLaughlin is racing with the Penske team. He has shown he's able to run at the front but is often let down by mechanical issues and sometimes dragged into multi-vehicle crashes.

Most recently, the 32-year-old and his good mate Will Power came together in the closing laps of the IndyCar race at Detroit, a tangle some might say was inevitable on the narrow 2.57km street course.

"I don't know if I annoyed Will or what," said McLaughlin afterwards. "We were side by side at turn three and I got a little sideways. That meant I pressed him into the wall a bit aggressively, so I understand if he's a bit annoyed about that."

Power then overtook the New Zealander, who "got back up alongside him but then he just turned across on me and gave me no space, no option".

The 45-year-old Australian won the 2018 Indianapolis 500 and secured the IndyCar Championship in 2014 and 2022. Power is competing this time around in the number 26 Dallara-Honda for Andretti Global.

McLaughlin was born in Christchurch and moved to Hamilton with his family at the age of three.

His career path has been unusual – progressing from karting into touring cars in Australia and

Scott McLaughlin with his 2026 Team Penske car



New Zealand to now competing at the top level for open-wheelers in the US.

He began racing karts in 1999 at KartSport in the Tron, winning his first title in 2002.

After his family relocated to the Gold Coast in 2003, McLaughlin started to contest Australian titles as well as racing back home.

In 2008, he represented New Zealand in the junior class at the Rotax Max Challenge Grand Finals alongside Nick Cassidy.

McLaughlin made his V8 Supercars debut in 2010, becoming the youngest driver to race in the championship.

In Aotearoa, he was behind the wheel of a Holden VE Commodore for the 2012 season of the short-lived but spectacular V8 SuperTourer series. He won six races for MPC Motorsport on his way to becoming the competition's inaugural champion.

Five years later, McLaughlin moved to DJR Team Penske, which

is now known as Dick Johnson Racing, and narrowly missed out on the V8 Supercars title. The following year, 2018, he made good by taking out the championship in race number 30 at Pukekohe.

That success kicked off a series-winning spree with outright wins in 2019 and 2020. The door to America then opened with the opportunity to run with Penske Chevrolet.

McLaughlin recalls: "I wanted to move to the Penske team in the IndyCar Series. My primary motivators were the challenge of racing open-wheel cars, to realise my long-time goal of being in the Indianapolis 500 and the chance to compete against my childhood hero Scott Dixon."

Team boss Tim Cindric was sceptical about moving McLaughlin to IndyCars because the Kiwi hadn't driven an open-wheel racer since he had completed some Formula Ford meetings.

McLaughlin changed Cindric's

mind by altering his strength and conditioning regimen, as well as completing private simulator time to show he had the talent and physical fitness to move from the mechanical grip-reliant Supercars to the downforce-reliant Dallara DW12 IndyCar.

On January 25, 2021, Penske and McLaughlin announced he would race in the IndyCar Series with PPG Paints as his main sponsor.

Since then, he has twice finished third overall in the championship.

"I think I started karting wanting to be a V8 Supercar driver, but Scott Dixon put Indy on the radar for me and then meeting Roger Penske during my time in the V8s started things moving," says McLaughlin.

"Ultimately, I always wanted to come to race in America, whether that was Nascar, sports cars, IndyCars, whatever."

While he's still "a wee bit" Supercars, McLaughlin describes open-wheelers as his "passion".

About the team

Team Penske, formerly known as Penske Racing, not only competes in the IndyCar Series, it's also in the Nascar Cup Series and IMSA SportsCar Championship.

The team made its competitive debut at the 24 Hours of Daytona in 1966. It has since raced in a wide range of disciplines, such as Can-Am, Trans-Am, Formula 1 and Australia's Supercars.

Penske has amassed more than 500 race victories and about 40 championships across various racing categories.



McLaughlin was the 2018 V8 Supercars champion driving this Ford Falcon FG X for DJR Team Penske



The Kiwi made his Indy 500 debut in 2023

Rally result matches record

Jack Hawkeswood stormed home to win the Lone Star Rally Canterbury by just two-tenths of a second from Jack Stokes, points leader in the Brian Green Property Group New Zealand Rally Championship.

It made for the equal closest finish in the history of the series with the margin of victory being the same as when Chris West outmuscled Richard Mason at Otago in 2005.

Hawkeswood got in front on the penultimate stage of the day and held his nerve in the final blast around Ruapuna Raceway to earn his second outright career win and move to within two points of the championship lead.

Quentin Palmer took a second successive podium finish in his Skoda Fabia Rally 2 by finishing third while Jack Stokes maintains



Jack Hawkeswood. Photo: NZRC / Geoff Ridder

his advantage in the race to the championship title.

Defending Canterbury champion Robbie Stokes crashed out on the second stage of the day after winning the opening stage in his Stokes Motorsport Fabia Rally 2.

For the second straight event, Ari Pettigrew barely put a foot wrong in winning the open and

overall two-wheel drive (2WD) classes in his Porsche 911.

He secured a brilliant fourth overall and mixed it with the leading contenders all day.

Grant Blackberry took the Rally Challenge 4WD class lead to earn the class win. He held off Thomas Paul by just over 40 seconds. Paul took out drive of the rally for his

victory in the Group A Challenge class and second overall Rally Challenge 4WD.

Josh Keighley finished second to Paul in the Group A Challenge and pipped Caleb Macdonald for the Rally Challenge 4WD's final podium spot. Terri Taylor came third in the Group A Challenge.

Deane Buist took out the classic class to build on his championship lead. Ben Harding and Roger McKay completed the podium.

Rory Lawn backed up his Rally Challenge 2WD win at Otago by edging Josh Silcock for a class win. Ian Warren completed the podium.

Tim Mackersy saw off Dave Strong in the battle for the minor spots on the open 2WD podium, while Phil Macquarie made it two wins from two in the historic 2WD class after holding off Pat Norris and Mike Cameron. ☺

McCall rules at Woodhill

Manukau's Tony McCall has sealed his position as the most successful Kiwi offroad racer of all time.

He won the 2026 Woodhill 100 over King's Birthday Weekend to become the only driver to take the title seven times. The race covered 185km over 10 laps.

The Woodhill is New Zealand's fastest and longest-running endurance race. It's held on forest roads and sand tracks in Woodhill Forest near Helensville, north-west of Auckland.

Off the start, McCall tailed pole-sitter and four-time Woodhill winner Daynom Templeman with

UTV racer Noah Hutchison third on the grid.

Pelted with rocks on the faster roads that would otherwise have suited his car, McCall dropped back almost one minute behind the flying Templeman. The former spun at one intersection, enabling Hutchison to take second place.

"I got back on the trigger and caught him up," says McCall. "He knew he couldn't stay in front in the faster stuff, so I was back chasing Daynom."

As the leaders encountered lapped traffic, McCall had slashed a two-minute deficit to 80 seconds before then breaking through the



Tony McCall takes the chequered flag. Photo: Phil Hagan

one-minute barrier. "Once I saw the back of Daynom's car, I knew I could put pressure on him."

Templeman then hit another vehicle, smashing his steering in the process, and McCall was in the lead with two laps remaining.

He took the chequered flag one minute ahead of Hutchison with Connor Nicklin third.

In addition to his seven Woodhill wins, McCall has won more class-one events and outright New Zealand titles than anyone else. ☺



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Tribunal rules trader taking three months to fix app's connectivity issue wasn't unreasonable

Background

Samantha Leon and Ernest Matthewson bought a 2025 MG ZS for \$39,623 from Winger Motors on July 23 last year.

They soon became concerned about its performance and functionality, and claimed the car was non-compliant with section six of the CGA. The dealer didn't accept it was of unacceptable quality.

The case

Soon after purchase, Leon tried to complete the activation process for the iSmart app on her cellphone but it failed to link to the car.

It displayed messages indicating the MG hadn't updated since delivery, so the buyers contacted the dealer. Initial suggestions related to network connectivity and account settings. Despite attempts, the app didn't work.

The purchasers then observed that, unlike the demonstration MG they test drove, their car didn't display other vehicles on the instrument cluster.

In early August, they claimed they had concerns about its drivability in that it struggled to maintain speed and acceleration lagged on longer inclines.

At least once, the car was reportedly unable to exceed 70kph on a hill despite extra throttle input. The buyers observed the engine speed increased significantly with sustained revolutions above 5,000rpm.

Winger Motors arranged for the MG to be inspected at its Penrose service centre on August 22. Its technicians couldn't match mobile devices to iSmart.

The purchasers said they also raised concerns about the MG's performance on hills. They added the technician advised them such symptoms were unusual and would be escalated to technical support.

The vehicle was returned on the same day and the tribunal noted its service records, signed by Leon, only recorded the iSmart issue.

The buyers claimed to still have the same problems with instances of the MG struggling with inclines.

On their second visit to the trader on October 10, diagnostics indicated an update was needed. The dealer advised this couldn't be installed and its technicians were unable to connect to iSmart.

The vehicle was returned on November 24. The service records noted a software update was applied and a hard factory reset carried out. Afterwards, the trader could connect Apple and Android devices to the MG.

The next day, the buyers were told the update had been applied late the previous evening. They didn't collect the MG at that time. Winger Motors' records dated December 1 showed the app was working and the case was closed.

The following day, the purchasers notified the dealer they were rejecting the MG. They cited software-related issues from delivery, repeated failed repair attempts, loss of confidence in the car's reliability and safety, and the inability to verify an effective and remedy had been achieved.

They requested supporting documents and communications between Winger Motors and MG.

The dealer declined to accept

the rejection. It maintained it had exercised its right to repair and the iSmart problem had been fixed.

The buyers then instructed a lawyer, who initially advised the trader they intended to get an independent expert assessment of the vehicle and repairs. The trader consented. The lawyer then advised the purchasers no longer wished to proceed with that. The car was still with Winger Motors.

At the hearing, the dealer stated the only fault it ever investigated was the app's connectivity.

Afterwards, it gave the tribunal extra information about the two other alleged faults.

The finding

The adjudicator said the buyers failed to prove, on the balance of probabilities, the instrument cluster on their car was defective.

The evidence showed repeated attempts were made by them and the dealer to connect mobile devices to the MG without success. That issue wasn't resolved until late November 2025. The inability to use the iSmart app meant the car wasn't free from minor defects and failed to comply with the CGA's guarantee of acceptable quality.

The buyers alleged the MG performed poorly on long hills. The evidence consisted of their own experiences. There was no independent evidence, no mechanical report, no diagnostic finding or technical assessment to show that was the case.

The purchasers could have obtained such evidence, including through an independent

The case: The buyers claimed there were problems with how their MG ZS was operating. They wanted to reject it under the Consumer Guarantees Act (CGA) and get a refund. The dealer didn't accept it was of unacceptable quality and fixed what it said was the only substantiated problem in a timely fashion.

The decision: The adjudicator dismissed the claim because Winger Motors didn't refuse or fail to remedy one matter within a reasonable time.

At: The Motor Vehicle Disputes Tribunal via audio-visual link.

inspection they initially indicated they wanted to pursue but chose not to. The adjudicator ruled this claimed issue wasn't proven.

Of the three alleged defects, the only one that had been established was with iSmart. Although it took the trader three attempts and more than three months to fix the issue, the tribunal didn't consider that was unreasonable.

The purchasers submitted that Winger Motors failed to provide enough evidence to show the software update had remedied the fault.

However, it was for the buyers to establish such a defect was unresolved. If they considered iSmart was still not functioning, they could have collected the car and tested it.

The adjudicator ruled the app was an ancillary feature providing convenience and enhanced user interaction with the vehicle.

The tribunal's assessor said software issues could arise early in a car's life cycle and were commonly addressed through updates and revisions post-delivery. In his experience, such issues aren't unusual and don't indicate a car is fundamentally defective.

Order

Winger Motors didn't refuse or fail to remedy the problem with the app in a reasonable time, so the application was dismissed. ☺



A model-year 2025 MG ZS and its iSmart system

Information and navigation systems needed to be upgraded to function across New Zealand

Background

Anthony Kendall purchased an imported 2018 Tesla Model S for \$44,950 from Luxxio Vehicles Ltd on December 29, 2025.

Certain systems didn't function and an upgrade was required.

Kendall had the work done by Tesla NZ and wanted to claim the costs incurred.

The dealer said more was done to the car than was needed so it wasn't liable for all the bill.

The case

The first issue was if the car was of acceptable quality under the Consumer Guarantees Act (CGA).

The second matter was whether there had been misrepresentation under section nine of that legislation or misleading conduct under the FTA.

Kendall took the car to Tesla NZ on January 14, 2026. It issued an estimate of \$1,051 excluding GST to upgrade its visual display and navigation for it to work here.

It also estimated for the upgrade, and an associated infotainment part for the marque's Autopilot 2.X hardware and software. That was \$3,583.

On January 15, Kendall raised concerns with Luxxio claiming the EV's functionality had been misrepresented.

He stated: "There was no written or verbal disclosure that navigation routing, LTE [long-term evolution] connectivity or remote app functionality wouldn't operate properly in New Zealand or additional hardware upgrades would be required."

Also, while the GPS positioning and partial map display were visible, full navigation was unavailable.

The dealer provided a screenshot of a system used to list vehicles for sale that noted enhanced Autopilot and premium connectivity features.

After receiving Tesla's estimates, Kendall gave Luxxio 10 working



A 2018 Tesla Model S and its visual display

days to pay them. He rang the dealer after five days and was advised the issue was being looked into.

On January 29, he said he would have Tesla resolve the issue and delivered the car that day to the marque for the work to be done.

Luxxio responded that night. It stated the media control unit (MCU) upgrade Kendall referenced went "well beyond" what was needed to restore basic connectivity.

"The MCU2 upgrade includes substantial hardware and software enhancements not necessary solely to enable basic functions."

Kendall noted his issues related to the car's inability to operate navigation and cellular connectivity on this country's network.

He replied: "Tesla has confirmed the only remedy to restore these functions is the MCU and LTE hardware upgrade. This isn't an elective upgrade for additional features, but the required work to make the vehicle function correctly in New Zealand."

Kendall was asked why he had mandated 10 working days for resolution. He said he had experienced some service-related delays with Luxxio and was concerned that, if a deadline wasn't set, he might not get a response.

Tesla NZ's repairs cost \$5,856. On February 16, the trader told the buyer it wouldn't pay for the MCU upgrade because it was more than what was needed.

Luxxio added it could have done the job for about \$1,000. It provided an invoice to upgrade a 2015 Model S in February to resolve the same issues, which was carried out by Tesla for \$1,296.

The finding

The tribunal was satisfied that the EV didn't function as it should have, and a SIM card with an extender and an update of its configuration were required.

Ordinarily, a CGA remedy would follow. However, in this case, the tribunal needed to consider if Kendall had followed the process for that legislation.

He gave the trader 10 working days to fix the problem, but the CGA stipulates no time frames other than requiring breaches to be remedied in a reasonable period.

After five days, Kendall called Luxxio, which said it was looking into the upgrade. After 10 working days, he told the trader he was taking the car to Tesla NZ for repairs.

The dealer disputed the extent of the proposed work. However, Kendall went ahead with it expecting Luxxio to foot the bill.

If it could have been established the trader failed or refused to fix the car, under section 18 of the CGA it would have been open to Kendall to have the breach remedied elsewhere and recover reasonable costs.

The case: The buyer wanted a refund for a significant information and navigation upgrade on his 2018 Tesla S. However, the trader said more work was done than was needed so it wasn't liable for the costs.

The decision: The tribunal ruled the dealer had breached the Fair Trading Act (FTA) because the car was supplied as having connectivity functions that didn't operate in New Zealand. The trader was ordered to pay the purchaser \$1,118.

At: The Motor Vehicle Disputes Tribunal via video link.

However, the tribunal didn't consider the point had been reached where it could be said Luxxio, which is based on Auckland's North Shore, had failed or refused to address the issues.

The issues weren't urgent and the adjudicator didn't consider Kendall's demand for resolution in 10 days to be reasonable.

Also, the trader didn't decline to fix the issues.

It was ruled the CGA-mandated process wasn't followed. It was noted repairs cannot be dictated by the consumer. A third-party remedy can only take place if the trader agrees to that or refuses or fails to repair.

The tribunal wasn't provided with material the sale was based on. But from evidence provided at the hearing it accepted the car was sold as having navigation and connectivity functions that failed to work in New Zealand without remedial work.

That said, the tribunal didn't accept that the MCU and ECU upgrades were necessary to rectify any representations made at the time of sale.

The adjudicator found Luxxio had breached section nine of both the CGA and FTA. Kendall was entitled to a remedy but only some of Tesla's work could be claimed back.

Order

Luxxio had to pay Kendall \$1,118 for breaching the FTA. ☺

Charging solutions for fleets

Businesses are being encouraged to develop schemes for employees to charge their work EVs at home to support more fleets to make the switch to low and zero-emissions models.

Drive Electric has produced a white paper to provide companies with a practical guide covering planning, safety, technology, employee engagement and managing such schemes.

The industry group's report, called Home Charging Work EVs, describes transitioning to cleaner vehicles as a smart move for companies, and the most effective and affordable way to power them up is where employees live.

"Home charging is safe, simple and affordable," says the document. "It reduces operating costs, increases vehicle availability and accelerates progress towards emissions targets while delivering greater convenience and satisfaction for employees.

"It is the missing link in many fleet strategies. Getting it right unlocks cost savings, operational resilience and sustainability."

Drive Electric notes benefits of home charging EVs include faster progress towards lower-emissions goals and cheaper running costs than using public facilities.

It adds electric cars can be fuelled up overnight to improve fleet utilisation and availability, while smart chargers can track power use and simplify staff reimbursement. Topping up at home closes gaps in fleet coverage, particularly for remote workers and field-based employees who rarely visit central offices.

"By leveraging existing home electrical systems, businesses can accelerate fleet electrification without significant capital investment," the report explains.

"As homes and workplaces evolve into fuel stations of the future, establishing effective home-charging programmes is no longer optional, it's essential for successful fleet electrification.



Drive Electric says home charging EVs can be a missing link in fleet managers' strategies

"Achieving this requires a structured approach, beginning with strategic planning and extending through to robust employee engagement and management."

Drive Electric highlights 82 per cent of EV charging in New Zealand is already done privately, while 97 per cent of owners of low and zero-emissions models charge at home at least some of the time.

Other reasons to support its proposals include overnight charging results in electric cars being started daily fully charged to eliminate range anxiety, cutting downtime during working hours and having vehicles available when they are most needed.

There's also providing scalability without high upfront costs because installing residential chargers is often cheaper than expanding facilities where people work.

Home-charging solutions show commitment to employees' wellbeing, provides more convenience and this, in turn, can help with staff retention.

"Based on average fleet-usage patterns and cost differentials, most installations achieve positive return on investment in 18-24 months through reduced fuelling costs and operational expenses."

In addition, using renewable electricity reduces national reliance on oil products with imported petrol and diesel costing some \$8 billion to \$9b a year.

"Producing more renewable

At a glance

Charging a BEV at home is the cheapest way to clock up 100km based on a zero-emissions model using 18kWh per 100km.

It costs less than \$3 to charge at home during off-peak times at 19 cents per kWh, less than \$6.50 to charge at home during peak hours at 36c/kWh and \$15.30 using public DC charging at 85c/kWh.

energy for transport, rather than relying on overseas fossil fuels, will reduce New Zealand's vulnerability to price and supply fluctuations of the global oil market," the paper says.

"Technological progress will help us further harness the potential of charging to strengthen our energy system and reduce transport emissions."

Number-crunching by the paper's authors shows charging a battery EV at home is the cheapest way to drive 100km based on zero-emissions vehicles using about 18kWh of electricity to clock up that distance.

It costs less than \$3 to charge an electric car at home off-peak to complete a 100km trip.

The price for residential charging at peak hours comes in at less than \$6.50 and rises to \$15.30 with public DC chargers.

The report notes systems must also comply with WorkSafe NZ's second-edition guidelines.

"Installing EV chargers in

employees' homes is a strategic opportunity for businesses. Success depends on getting the fundamentals right – safety, compliance, risk management and ongoing oversight. This paper provides a practical roadmap to capture benefits while managing complexity.

"When implemented well, home charging delivers a rare combination of lower costs, greater efficiency, happier employees and measurable sustainability gains.

"It positions businesses to lead in the transition to electric mobility while maintaining low risk and regulatory compliance."

Drive Electric acknowledges potential barriers may include an increasing number of people living in apartments or rentals.

"Charging isn't possible for some households in dense urban areas. Although 85 per cent of Kiwi homes have a dedicated car park, 15 per cent will continue to depend on public facilities."

Retrofitting and power-supply upgrades can be complex and expensive, and if a household has multiple electric vehicles then switchboard capacity may have to be upgraded.

Charging installations require specialised expertise, and Drive Electric says there needs to be increased awareness on costs, timeframes and safety.

Among its recommendations for action by businesses are using certified installers, complying with regulations, and establishing legal agreements on ownership, costs, maintenance and removal.

Companies are urged to reimburse staff for electricity use, secure the right insurance, and involve and support employees through the changeover.

"Organisations implementing comprehensive home-charging strategies will be best positioned to capitalise on operational and strategic benefits of fleet electrification while contributing to sustainability objectives." ☺

AROUND THE COUNTRY

June 2026

Total new cars

9,963

2025: 8,221 ▲ 21.2%

Total imported used cars

7,567

2025: 6,799 ▲ 11.3%

NORTHLAND

NEW: **283** 2025: **161** ▲ 75.8%
USED: **137** 2025: **128** ▲ 7.0%

AUCKLAND

NEW: **4,432** 2025: **3,805** ▲ 16.5%
USED: **3,650** 2025: **3,385** ▲ 7.8%

BAY OF PLENTY

NEW: **617** 2025: **438** ▲ 40.9%
USED: **365** 2025: **330** ▲ 10.6%

WAIKATO

NEW: **897** 2025: **696** ▲ 28.9%
USED: **663** 2025: **591** ▲ 12.2%

GISBORNE

NEW: **54** 2025: **50** ▲ 8.0%
USED: **73** 2025: **67** ▲ 9.0%

TARANAKI

NEW: **170** 2025: **128** ▲ 32.8%
USED: **105** 2025: **78** ▲ 34.6%

HAWKE'S BAY

NEW: **292** 2025: **223** ▲ 30.9%
USED: **144** 2025: **108** ▲ 33.3%

TASMAN

NEW: **76** 2025: **24** ▲ 216.7%
USED: **64** 2025: **51** ▲ 25.5%

MANAWATU-WHANGANUI

NEW: **397** 2025: **316** ▲ 25.6%
USED: **163** 2025: **189** ▼ 13.8%

NELSON

NEW: **55** 2025: **44** ▲ 25.0%
USED: **85** 2025: **78** ▲ 9.0%

WELLINGTON

NEW: **906** 2025: **774** ▲ 17.1%
USED: **545** 2025: **464** ▲ 17.5%

WEST COAST

NEW: **30** 2025: **25** ▲ 20.0%
USED: **36** 2025: **27** ▲ 33.3%

MARLBOROUGH

NEW: **64** 2025: **54** ▲ 18.5%
USED: **36** 2025: **24** ▲ 50.0%

CANTERBURY

NEW: **1,141** 2025: **1,056** ▲ 8.0%
USED: **1,087** 2025: **953** ▲ 14.1%

OTAGO

NEW: **400** 2025: **300** ▲ 33.3%
USED: **304** 2025: **233** ▲ 30.5%

SOUTHLAND

NEW: **134** 2025: **122** ▲ 9.8%
USED: **89** 2025: **66** ▲ 34.8%

OTHERS (Chatham Islands, overseas, unknown)

NEW: **15** 2025: **5** ▲ 200.0%
USED: **21** 2025: **27** ▼ 22.2%

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Imported Passenger Vehicle Sales by Make - June 2026

MAKE	JUN '26	JUN '25	+/-%	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Toyota	2,588	2,474	4.6%	34.2%	15,564	35.1%
Nissan	1,232	1,033	19.3%	16.3%	7,012	15.8%
Mazda	975	949	2.7%	12.9%	5,593	12.6%
Subaru	689	578	19.2%	9.1%	4,031	9.1%
Honda	638	661	-3.5%	8.4%	3,691	8.3%
BMW	259	237	9.3%	3.4%	1,473	3.3%
Lexus	193	107	80.4%	2.6%	1,033	2.3%
Suzuki	172	161	6.8%	2.3%	1,077	2.4%
Mercedes-Benz	152	147	3.4%	2.0%	885	2.0%
Audi	133	103	29.1%	1.8%	791	1.8%
Mitsubishi	131	108	21.3%	1.7%	785	1.8%
Tesla	96	2	4,700.0%	1.3%	302	0.7%
Volkswagen	57	73	-21.9%	0.8%	391	0.9%
Land Rover	49	30	63.3%	0.6%	345	0.8%
Mini	26	17	52.9%	0.3%	152	0.3%
Jaguar	22	21	4.8%	0.3%	135	0.3%
Volvo	20	14	42.9%	0.3%	122	0.3%
Jeep	17	11	54.5%	0.2%	101	0.2%
Ford	17	16	6.3%	0.2%	135	0.3%
Porsche	15	7	114.3%	0.2%	86	0.2%
Renault	8	2	300.0%	0.1%	16	0.0%
Peugeot	8	1	700.0%	0.1%	47	0.1%
Hyundai	7	3	133.3%	0.1%	59	0.1%
Chevrolet	6	4	50.0%	0.1%	44	0.1%
Kia	5	1	400.0%	0.1%	25	0.1%
Holden	5	2	150.0%	0.1%	25	0.1%
BYD	5	0	500.0%	0.1%	73	0.2%
LDV	4	0	400.0%	0.1%	12	0.0%
Chrysler	4	5	-20.0%	0.1%	30	0.1%
Dodge	3	4	-25.0%	0.0%	29	0.1%
Citroen	3	1	200.0%	0.0%	10	0.0%
Cadillac	3	0	300.0%	0.0%	8	0.0%
Alfa Romeo	3	1	200.0%	0.0%	14	0.0%
Smart	2	0	200.0%	0.0%	6	0.0%
Maserati	2	1	100.0%	0.0%	12	0.0%
Others	18	25	-28.0%	0.2%	168	0.4%
Total	7,567	6,799	11.3%	100.0%	44,282	100.0%

Imported Passenger Vehicle Sales by Model - June 2026

MAKE	MODEL	JUN '26	JUN '25	+/-%	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Toyota	Aqua	685	667	2.7%	9.1%	4,171	9.4%
Toyota	Prius	436	557	-21.7%	5.8%	2,699	6.1%
Nissan	Note	366	329	11.2%	4.8%	2,151	4.9%
Toyota	Corolla	295	310	-4.8%	3.9%	2,112	4.8%
Subaru	Impreza	236	240	-1.7%	3.1%	1,359	3.1%
Mazda	Axela	235	298	-21.1%	3.1%	1,383	3.1%
Nissan	Leaf	232	124	87.1%	3.1%	1,297	2.9%
Nissan	Serena	221	155	42.6%	2.9%	1,150	2.6%
Honda	Fit	218	314	-30.6%	2.9%	1,313	3.0%
Mazda	Demio	204	163	25.2%	2.7%	1,237	2.8%
Mazda	CX-5	192	179	7.3%	2.5%	993	2.2%
Toyota	C-HR	191	259	-26.3%	2.5%	1,328	3.0%
Nissan	X-Trail	185	199	-7.0%	2.4%	1,154	2.6%
Subaru	XV	153	147	4.1%	2.0%	1,055	2.4%
Honda	Vezele	148	152	-2.6%	2.0%	842	1.9%
Toyota	Yaris	133	54	146.3%	1.8%	661	1.5%
Suzuki	Swift	100	111	-9.9%	1.3%	741	1.7%
Subaru	Levorg	93	31	200.0%	1.2%	398	0.9%
Toyota	Vellfire	82	62	32.3%	1.1%	571	1.3%
Mazda	Premacy	80	64	25.0%	1.1%	359	0.8%
Mitsubishi	Outlander	74	60	23.3%	1.0%	481	1.1%
Mazda	Atenza	71	48	47.9%	0.9%	426	1.0%
Toyota	Alphard	68	42	61.9%	0.9%	415	0.9%
Tesla	Model 3	67	2	3,250.0%	0.9%	208	0.5%
Toyota	Yaris Cross	65	13	400.0%	0.9%	214	0.5%
Toyota	Spade	59	46	28.3%	0.8%	232	0.5%
Toyota	86	58	38	52.6%	0.8%	257	0.6%
BMW	Mini	56	46	21.7%	0.7%	321	0.7%
Toyota	Camry	53	43	23.3%	0.7%	316	0.7%
Honda	Odyssey	51	49	4.1%	0.7%	268	0.6%
Subaru	Legacy	50	50	0.0%	0.7%	355	0.8%
Subaru	Forester	50	37	35.1%	0.7%	301	0.7%
Nissan	Kicks	47	9	422.2%	0.6%	196	0.4%
BMW	320i	46	58	-20.7%	0.6%	223	0.5%
Mazda	CX-3	44	46	-4.3%	0.6%	253	0.6%
Others		2,223	1,797	23.7%	29.4%	12,842	29.0%
Total		7,567	6,799	11.3%	100.0%	44,282	100.0%



WHAT DO YOU WANT FROM YOUR VEHICLE SUPPLIER?

Lending model proves 'resilient'

Consumers have been delaying major purchases, although "much-promised green roots started to grow" before the Middle East conflict erupted.

Despite that, chief executive officer Chris Lamers says MTF Finance's strong half-year result reflects the "disciplined growth, continued investment and resilience" of its business model.

For the six months ending March 31, underlying profit after tax was \$4.7 million, up from \$4.1m. There was \$407.7m in new lending and \$47.4m in originator earnings. Total assets came in at \$1.2 billion.

"It has remained a difficult environment for many households and businesses," adds Lamers.

"Where our model stands apart is originators who own franchises work in communities they serve.

"As volatility returns to the economy, human connection matters more than ever."

The company has continued to

invest in MTF Connect, its multi-year programme to modernise technology, improve efficiency and "create a more seamless" consumer experience.

"We need systems and technology that allow us to move faster, support customers better and continue improving the experience we deliver," explains Lamers.

"Transformation of this scale is a significant investment, but critical to remain competitive."

Noel Johnston, a long-standing shareholder and director, has now switched back to being deputy chairman of the board.

He was acting chair before Sturrock Saunders' arrival.

Johnston has been involved with the company for four decades. He joined as a shareholder in 1985 after starting off as a car dealer in Dunedin. Over that time, he has played a key role in the business' growth, including establishing

Sales up 11%

There were 7,567 used-imported cars registered in June for a year-on-year jump of 11.3 per cent from 6,799 units. Such sales have increased for two straight months with June's total up by 5.7 per cent from 7,162 in May and by 11.6 per cent from 6,782 during April. So far in 2026, there have been 44,282 registrations, which is 5.7 per cent higher than 41,895 by this time last year.

multiple MTF franchises in Otago and Central Otago.

He was first appointed to the company's finance board in 2019, and has contributed across key governance areas including credit and nominations committees.

NAMED FOR SERVICE

Port of Auckland has revealed the name of its new pilot vessel Te Ihu, which translates as the bow, nose and point of first contact.

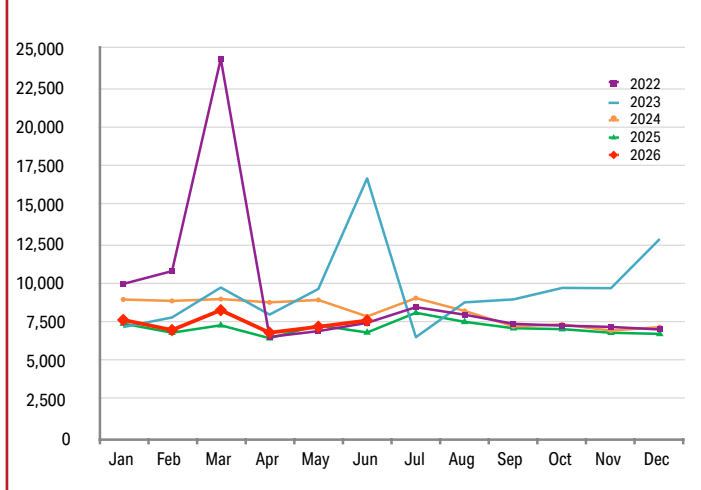
Entrusted to the company by Ngati Whatua Orakei, the name recognises its role in ensuring safe navigation across the Waitemata and the contributions of Murray McGehan, the port's long-serving harbour pilot-boat master.

"Te Ihu will sail across the Tasman from Hart Marine in Victoria in August, so the arrival of this waka from foreign shores to Aotearoa adds further depth and meaning to the name," says Chris Mills, general manager of marine, cruise and multi-cargo.

"We will recognise Murray through a commemorative plaque in the wheelhouse of Te Ihu."

The tug comes in at 17.54 metres long, the beam is 5.25m and her displacement is 23 tonnes lightship. The engines are Scania Di16s, which produce 560kW of power, and the water jets are Hamilton HTX42. Te Ihu is expected to enter service in September. 🌐

Used Imported Passenger Registrations - 2022-2026



Used Imported Passenger Vehicle Sales by Motive Power - June 2026

MAKE	JUN '26	JUN '25	+/- %	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Full battery electric	385	131	193.9%	5.1%	1,948	4.4%
Plug-in hybrid electric	74	53	39.6%	1.0%	464	1.0%
Non plug-in petrol hybrid	3,557	3,251	9.4%	47.0%	21,601	48.8%
Petrol	3,418	3,280	4.2%	45.2%	19,513	44.1%
Diesel	133	84	58.3%	1.8%	755	1.7%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	1	0.0%
Total	7,567	6,799	11.3%		44,282	

- ✓ SOLID COMPANY
- ✓ QUALITY VEHICLES
- ✓ CHOICE & VARIETY OF STOCK
- ✓ EXPERIENCED AGENTS
- ✓ DEALER ONLY SUPPLIER
- ✓ GREAT VALUE FOR MONEY



'Squeeze' on entry-level cars

Customer enquiries for cars priced at less than \$5,000 on Trade Me Motors have risen by 1.2 per cent in a year.

Toyota's Corolla was the most in-demand model from budget-conscious buyers in the 12 months to May 11, followed by Suzuki's Swift and Nissan's Tiida in second and third respectively. The Mazda Demio came fourth and Honda's Fit was fifth.

Brendan Hall, outgoing head of motors, says the Corolla's popularity comes down to its reputation for dependability, which is important for many in the current economic climate.

"It's been a staple on Kiwi roads for decades and for good reason," he adds. "When you're buying your first car, especially on a tight budget, reliability is the absolute top priority."

Hall notes there has been a "squeeze" at the entry-level end of the market, with demand remaining strong and buyer intensity increasing by 22 per cent per vehicle.

It means when a good budget car is listed online, it gets snapped up fast. The median days on Trade Me for vehicles under \$5,000 comes in at 14 days, while highly sought-after models are averaging

about eight days on the platform.

A regional breakdown of the numbers shows the Swift beat the Corolla in Auckland and Hawke's Bay as the model most enquired about. Toyota's RAV4 led the way in Marlborough and the Hilux was the most sought-after budget vehicle in Gisborne. The Subaru Legacy took the number-one spot in Otago.

"It's fascinating to see how local geography dictates what buyers are looking for," says Hall. "Even on a strict \$5,000 budget, Kiwis are highly practical.

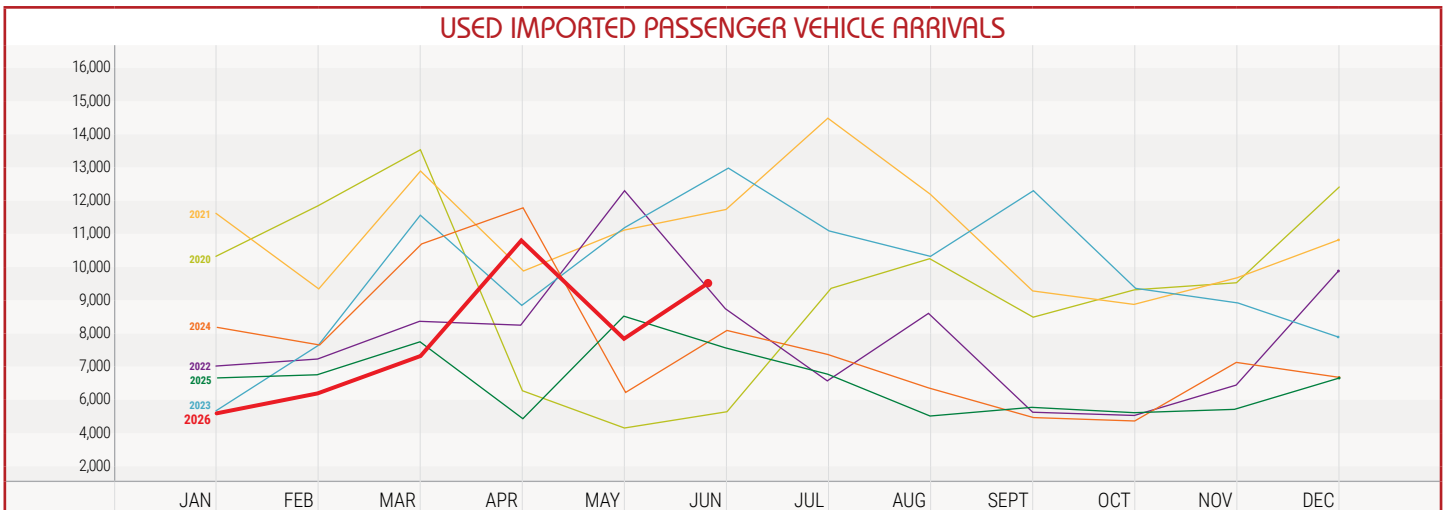
"A city dweller needs a nimble hatchback for tight parking, while

a buyer in Otago needs the all-wheel-drive capability of a Legacy for winter roads. It proves there's really no such thing as a one-size-fits-all budget car in New Zealand."

The price filter for less than \$5,000 was applied using Trade Me's estimated listing value, which serves as an approximation of value rather than the seller's stated asking price.

BIG MONTH FOR IMPORTS

There were 9,527 used cars imported in June to boost the year-to-date total to 46,684. It was the second-biggest month of 2026 after April. 📍



COUNTRY OF EXPORT	2026								2025						2024	
	JAN '26	FEB '26	MAR '26	APR '26	MAY '26	JUN '26	JUN MARKET %	2026 TOTAL	Q1	Q2	Q3	Q4	2025 TOTAL	MARKET %	2024 TOTAL	MARKET %
Australia	89	156	193	371	132	149	1.6%	1,090	302	404	435	458	1,599	2.1%	1,285	1.5%
Great Britain	17	14	13	9	13	12	0.1%	78	62	28	96	148	334	0.4%	255	0.3%
Japan	4,966	5,860	7,108	10,369	7,631	9,307	97.7%	45,241	20,371	20,601	16,896	17,088	74,956	96.8%	86,040	97.5%
Singapore	27	8	9	18	29	25	0.3%	116	34	41	47	51	173	0.2%	256	0.3%
USA	28	13	19	8	12	9	0.1%	89	71	33	41	59	204	0.3%	249	0.3%
Other countries	9	8	11	9	8	25	0.3%	70	44	23	31	45	143	0.2%	170	0.2%
Total	5,136	6,059	7,353	10,784	7,825	9,527	100.0%	46,684	20,884	21,130	17,546	17,849	77,409	100%	88,255	100.0%

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Network makes Kiwi market debut

The Fix Network has expanded into this country by opening its first collision centre in Auckland.

Fix Auto Penrose introduces the company's model to the market by combining local ownership with established standards.

It's operated by Dean and Emma Letcher, who together have more than 25 years of experience in the collision-repair industry.

"Entering New Zealand is an important step for us," says Steve Leal, president and chief executive officer of the Fix Network.

"Dean and Emma bring strong experience and a commitment

to quality. We are now looking forward to growing our presence alongside them."

Fix Auto Penrose is the first in a series of centres being planned with three more on the cards, while the company's introduction here expands on an existing foundation with Novus Glass.

"We've built Novus around local ownership and consistent service," says John Armstrong, managing director of Novus Glass NZ and Fix Auto Collision NZ. "That same approach will guide the growth of Fix Auto."

The addition of the centre in Penrose takes the brand's global

network to more than 875 facilities across 10 countries.

Meanwhile, the South Island shone at the AA's Auto Centre awards with Dunedin taking out the top gong overall.

The team stood out for its customer service, performance, operational expertise and commitment to improvement, says Jonathan Sergel, the AA's chief mobility officer.

He adds: "We're proud to have such a stellar group of people representing the AA. Dunedin also won the title in 2023, so they've got a recipe for success going."

AA Auto Centres are grouped

into three population-based zones with factors such as customer experience, administration, audits and sales performance considered.

The facility in Nelson came first in the town category and Rangiora was first in the regional zone. Dunedin took out the city title alongside its overall win.

BOOSTS IN TRADING

Some 16,365 second-hand passenger vehicles were sold by dealers to the public last month for a 3.2 per cent rise from 15,850 in June 2025. Trade-ins came in at 13,980 for a 6.3 per cent uptick from 13,148. ☺

SECONDHAND CAR SALES - June 2026

REGION	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
	JUN '26	JUN '25	+/- %	MARKET SHARE	JUN '26	JUN '25	+/- %	JUN '26	JUN '25	+/- %
Northland	584	567	3.0%	3.6%	1,801	1,842	-2.2%	199	182	9.3%
Auckland	5,463	5,376	1.6%	33.4%	12,984	13,544	-4.1%	5,966	5,955	0.2%
Waikato	1,708	1,626	5.0%	10.4%	3,945	4,192	-5.9%	1,301	1,086	19.8%
Bay of Plenty	1,009	1,029	-1.9%	6.2%	2,736	2,854	-4.1%	648	560	15.7%
Gisborne	137	155	-11.6%	0.8%	322	377	-14.6%	55	43	27.9%
Hawke's Bay	541	592	-8.6%	3.3%	1,320	1,440	-8.3%	445	382	16.5%
Taranaki	386	364	6.0%	2.4%	1,017	1,117	-9.0%	173	180	-3.9%
Manawatu-Whanganui	968	833	16.2%	5.9%	2,087	2,249	-7.2%	841	852	-1.3%
Wellington	1,435	1,464	-2.0%	8.8%	2,906	3,263	-10.9%	1,105	1,037	6.6%
Tasman	115	129	-10.9%	0.7%	437	483	-9.5%	34	14	142.9%
Nelson	155	118	31.4%	0.9%	396	396	0.0%	150	146	2.7%
Marlborough	116	123	-5.7%	0.7%	344	392	-12.2%	45	55	-18.2%
West Coast	103	121	-14.9%	0.6%	271	309	-12.3%	36	28	28.6%
Canterbury	2,509	2,284	9.9%	15.3%	5,598	6,006	-6.8%	2,323	2,059	12.8%
Otago	742	718	3.3%	4.5%	2,084	2,057	1.3%	483	427	13.1%
Southland	338	309	9.4%	2.1%	1,002	1,016	-1.4%	170	142	19.7%
Other	56	42	33.3%	0.3%	126	105	20.0%	6	0	0.0%
NZ Total	16,365	15,850	3.2%	100.0%	39,376	41,642	-5.4%	13,980	13,148	6.3%

EASY ONLINE APPLICATION

<60 MINUTES AVE RESPONSE TIME

New Passenger Vehicle Sales by Make - June 2026

MAKE	JUN '26	JUN '25	+/- %	JUN '26 MKTSHARE	2026 YEAR TO DATE	2026 MKT SHARE
Toyota	1,770	1,523	16.2%	17.8%	8,740	17.0%
Kia	957	833	14.9%	9.6%	4,538	8.8%
Tesla	936	457	104.8%	9.4%	2,106	4.1%
Mitsubishi	595	804	-26.0%	6.0%	4,224	8.2%
BYD	534	415	28.7%	5.4%	2,602	5.1%
GWM	503	365	37.8%	5.0%	2,194	4.3%
MG	497	230	116.1%	5.0%	2,679	5.2%
Ford	376	345	9.0%	3.8%	2,083	4.1%
Suzuki	330	328	0.6%	3.3%	2,264	4.4%
Mazda	307	300	2.3%	3.1%	2,010	3.9%
Honda	291	247	17.8%	2.9%	1,650	3.2%
Jaecoo	281	97	189.7%	2.8%	899	1.7%
Chery	231	27	755.6%	2.3%	1,218	2.4%
Hyundai	216	276	-21.7%	2.2%	1,884	3.7%
Mercedes-Benz	192	116	65.5%	1.9%	737	1.4%
Volkswagen	176	164	7.3%	1.8%	759	1.5%
Subaru	167	278	-39.9%	1.7%	968	1.9%
BMW	163	148	10.1%	1.6%	919	1.8%
Audi	125	120	4.2%	1.3%	722	1.4%
Dongfeng	124	0	12,400.0%	1.2%	738	1.4%
Nissan	121	314	-61.5%	1.2%	917	1.8%
Lexus	118	146	-19.2%	1.2%	762	1.5%
Mini	97	95	2.1%	1.0%	503	1.0%
Land Rover	86	108	-20.4%	0.9%	616	1.2%
BAIC	85	0	8,500.0%	0.9%	365	0.7%
Leapmotor	83	25	232.0%	0.8%	273	0.5%
GAC	81	0	8,100.0%	0.8%	306	0.6%
Skoda	66	77	-14.3%	0.7%	383	0.7%
Cupra	60	24	150.0%	0.6%	205	0.4%
Volvo	55	39	41.0%	0.6%	329	0.6%
Geely	50	10	400.0%	0.5%	354	0.7%
Denza	40	0	4,000.0%	0.4%	209	0.4%
Porsche	32	41	-22.0%	0.3%	279	0.5%
Mahindra	31	26	19.2%	0.3%	196	0.4%
Xpeng	30	0	3,000.0%	0.3%	111	0.2%
Omoda	28	55	-49.1%	0.3%	406	0.8%
Isuzu	21	16	31.3%	0.2%	149	0.3%
Peugeot	19	24	-20.8%	0.2%	166	0.3%
Forthing	13	0	1,300.0%	0.1%	77	0.1%
Jeep	10	19	-47.4%	0.1%	63	0.1%
Polestar	9	35	-74.3%	0.1%	79	0.2%
Smart	7	1	600.0%	0.1%	14	0.0%
Maserati	7	2	250.0%	0.1%	19	0.0%
Ineos	5	3	66.7%	0.1%	14	0.0%
Others	38	88	-56.8%	0.4%	678	1.3%
Total	9,963	8,221	21.2%	100.0%	51,407	100.0%

New Passenger Vehicle Sales by Model - June 2026

MAKE	MODEL	JUN '26	JUN '25	+/- %	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Tesla	Model Y	908	407	123.1%	9.1%	1,908	3.7%
Toyota	RAV4	821	779	5.4%	8.2%	3,219	6.3%
Toyota	Corolla Cross	309	67	361.2%	3.1%	1,494	2.9%
Kia	Sportage	303	93	225.8%	3.0%	1,328	2.6%
Ford	Everest	295	204	44.6%	3.0%	1,494	2.9%
GWM	Haval H6	281	240	17.1%	2.8%	1,275	2.5%
Mitsubishi	ASX	273	479	-43.0%	2.7%	1,807	3.5%
Mitsubishi	Outlander	240	181	32.6%	2.4%	1,554	3.0%
Jaecoo	J5	227	0	22,700.0%	2.3%	351	0.7%
BYD	Atto 3	195	109	78.9%	2.0%	490	1.0%
Kia	Seltos	185	444	-58.3%	1.9%	1,055	2.1%
Kia	EV3	180	24	650.0%	1.8%	447	0.9%
BYD	Atto 2	162	0	16,200.0%	1.6%	450	0.9%
MG	ZS	147	114	28.9%	1.5%	1,216	2.4%
Toyota	Corolla	143	48	197.9%	1.4%	779	1.5%
MG	MG4	139	15	826.7%	1.4%	377	0.7%
Suzuki	Swift	118	128	-7.8%	1.2%	858	1.7%
Hyundai	Tucson	114	102	11.8%	1.1%	1,266	2.5%
GWM	Haval Jolion	111	77	44.2%	1.1%	489	1.0%
Toyota	Yaris Cross	107	98	9.2%	1.1%	874	1.7%
BYD	Atto 1	107	0	10,700.0%	1.1%	498	1.0%
Chery	Tiggo 4 Pro	100	27	270.4%	1.0%	637	1.2%
Nissan	X-Trail	93	136	-31.6%	0.9%	752	1.5%
Suzuki	Fronx	85	45	88.9%	0.9%	369	0.7%
Honda	CR-V	84	38	121.1%	0.8%	324	0.6%
Toyota	Yaris	83	60	38.3%	0.8%	586	1.1%
Subaru	Outback	81	159	-49.1%	0.8%	433	0.8%
Kia	Stonic	79	70	12.9%	0.8%	839	1.6%
Chery	Tiggo 7	75	0	7,500.0%	0.8%	225	0.4%
Mazda	CX-5	73	135	-45.9%	0.7%	662	1.3%
BAIC	B30	73	0	7,300.0%	0.7%	248	0.5%
Toyota	Land Cruiser Prado	72	145	-50.3%	0.7%	585	1.1%
Honda	Jazz	70	47	48.9%	0.7%	450	0.9%
Suzuki	Jimny	69	61	13.1%	0.7%	559	1.1%
MG	HS	67	44	52.3%	0.7%	299	0.6%
Kia	EV5	67	19	252.6%	0.7%	244	0.5%
Honda	HR-V	64	87	-26.4%	0.6%	346	0.7%
Mitsubishi	Eclipse Cross	64	91	-29.7%	0.6%	647	1.3%
Dongfeng	Vigo	63	0	6,300.0%	0.6%	213	0.4%
Toyota	Highlander	63	172	-63.4%	0.6%	363	0.7%
Leapmotor	C10	63	25	152.0%	0.6%	178	0.3%
Mini	Countryman	59	44	34.1%	0.6%	170	0.3%
Toyota	bZ4X	59	21	181.0%	0.6%	194	0.4%
Audi	S5	57	13	338.5%	0.6%	254	0.5%
Mercedes-Benz	GLC	57	27	111.1%	0.6%	190	0.4%
Others		2,878	3,146	-8.5%	28.9%	18,411	35.8%
Total		9,963	8,221	21.2%	100.0%	51,407	100.0%

Company reports loss due to tax

Ford New Zealand has posted a \$4.7m loss after paying \$25.1m in tax following the resolution of a dispute between Inland Revenue and the US Internal Revenue Service.

The company's annual report to the end of 2025 says the respective authorities have agreed on transfer pricing adjustments relating to its 2017-21 income-tax years.

Ford NZ adds it has reflected the outcome of the deal, which centres on how much it pays its multinational parent for vehicles it sells, in financial statements for 2022-25 under "an advance pricing arrangement".

The dispute's conclusion means Ford NZ's total tax bill last year included \$18.9m in tax previously not provisioned. By comparison, it paid \$2.8m in income tax in 2024 and made an \$8.5m profit.

Despite last year's extra expenses, the company still had cause to celebrate after annual profit before tax jumped by 81.4 per cent year on year and climbed from \$11.3m to \$20.5m.

Revenue rose by 4.6 per cent from \$915.4m to \$957.6m. This included \$887.5m in vehicle sales, up from \$854.6m in 2024, and \$70.2m in parts sales, which rose from \$60.7m.

The report, which was released on June 9, shows warranty expenses more than doubled to \$72m from \$33.7m.

Annaliese Atina, managing director of Ford NZ, says the results come with the marque continuing to demonstrate "market-leading performance across key segments".

She adds: "The Everest and Mustang maintained leadership in their respective segments, with both delivering significant year-on-year growth and dominant market shares.

"The Ranger maintained its position as top-selling vehicle in the midsize pick-up segment for the 11th consecutive year.

"In the light-commercial sector, the combined strength of the Ranger and Transit secured Ford's leadership for the seventh consecutive year."

Ford New Zealand's after-sales division delivered a "standout performance" in 2025, with substantial growth in parts and service revenue.

That expansion was supported by migrating its secondary parts warehouse to increase capacity and resolve supply constraints, which ensures critical requirements for customers are met.

Atina says the company is committed to strengthening its commercial and performance-vehicle leadership this year, and will continue to focus on enhancing the overall customer experience journey.

Tesla top

Some 9,963 new cars were registered in June, up by 21.2 per cent from 8,221 in the same month of 2025.

Tesla's Model Y, with a market share of 9.1 per cent, was the best-seller with 908 units, up by 123.1 per cent from 407.

Toyota's RAV4 and Corolla Cross came next on 821 and 309. The former's total increased by 5.4 per cent from 779 one year ago, while sales of the latter jumped by 361.2 per cent from 67.

"Alongside the existing product portfolio, we will launch a single-turbo engine line-up to expand the depth of the range as well as the highly anticipated Ranger Super Duty, specifically designed to meet the evolving needs of New Zealanders for superior towing, off-roading and cargo capability."

MARQUE TOPS POLL

Toyota NZ has been named the country's most reputable company by claiming first place in Kantar's corporate reputation index for the third time running.

It has ranked in the top 10 every year since the index was established and has placed in the top five all but once.

This year has seen its overall score increase to 112 points with improvements across the four "reputation pillars" of

trust, leadership, fairness and responsibility.

Chief executive officer Tatsuya Ishikawa says the result is particularly meaningful because it reflects the views of everyday Kiwis.

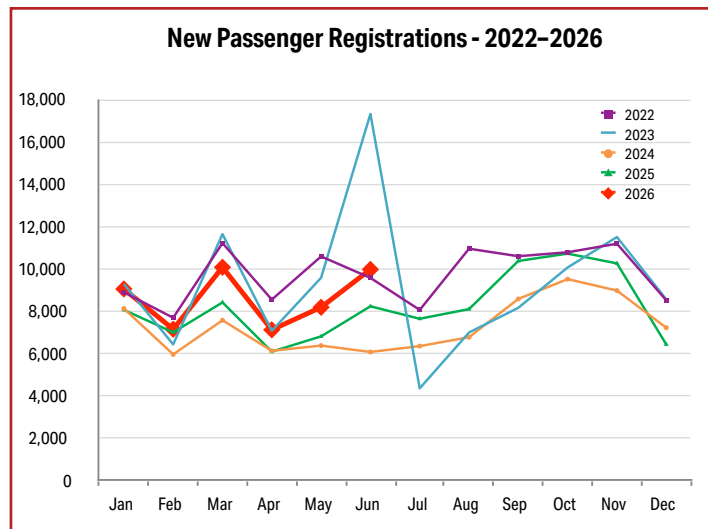
"Trust is not something a company can claim," he adds. "It's something customers give you and something you must earn every day.

"To be recognised as New Zealand's most reputable company for a third consecutive year is a reflection of the incredible work of our stores and team members across the country."

Toyota led the top 10 on trust and ranked second for leadership and responsibility. It strengthened its fairness score compared with last year.

"We are proud to see our fairness score increase as we've been working hard to deliver value for our customers from new and used cars to service and accessories," says Ishikawa.

"This recognition isn't about looking backwards. It's about the responsibility that comes with continuing to earn trust into the future. Mobility is changing rapidly and our role is to help shape that future in a way that works. That means making mobility more accessible, sustainable and tailored to the needs of Kiwis." ☺



MAKE	JUN '26	JUN '25	+/- %	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Full battery electric	2,610	1,023	155.1%	26.2%	8,792	17.1%
Plug-in hybrid electric	1,196	492	143.1%	12.0%	5,266	10.2%
Non plug-in petrol hybrid	3,049	2,965	2.8%	30.6%	17,859	34.7%
Petrol	2,535	3,141	-19.3%	25.4%	16,081	31.3%
Diesel	573	600	-4.5%	5.8%	3,409	6.6%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	0	0.0%
Total	9,963	8,221	21.2%		51,407	

Chinese brand has 'strong appeal'

Armstrong's has signed a partnership with Jiangling Motors Corporation (JMC) to represent the commercial-vehicle brand in New Zealand.

The deal was struck at JMC's head office in Nanchang, China, and will deliver Kiwis access to a range of "exciting new products".

Rick Armstrong, founder and executive director of Armstrong's, says: "JMC has strong appeal to us because we have identified an opportunity in the market for affordable, durable and capable commercials suited to the evolving needs of drivers and businesses."

"JMC is recognised as a commercial specialist and its products will be a welcome

addition to the other carefully chosen brands our Auto Distribution Holdings Ltd [ADHL] division manages.

"We see JMC's product portfolio as highly targeted and focused.

"It will strengthen our own and partner dealer operations."

JMC, which produced its first vehicle in 1968, offers a range of commercials including utes, vans and buses. It has well-established

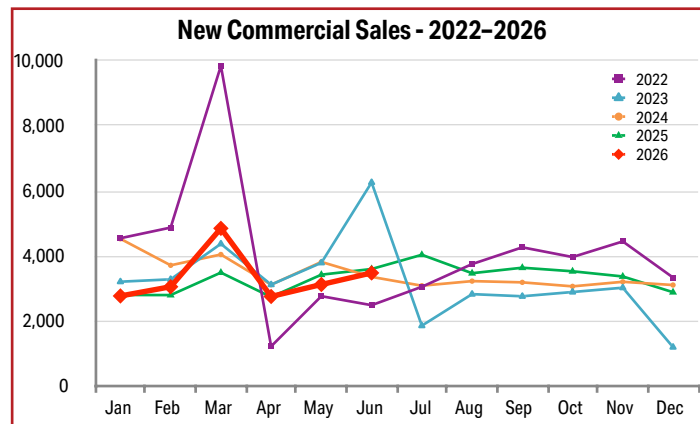
partnerships with Ford and Isuzu.

In addition, it boasts a "world class" supplier base with key partners, such as Bosch, Continental, Denso and ZF.

"I'm excited to bring our products to a market where their capability and value will be appreciated," says Sun Xiaoquan, president of JMIE, which is JMC's sole export agent. "New Zealand will be JMC's 111th export market."

"We recognise New Zealand is a competitive market, and are confident our all-new models will resonate with drivers who demand capable products that can support commercial and lifestyle needs."

Simon Rutherford, ADHL's chief executive, adds: "When



MAKE	JUN '26	JUN '25	+/- %	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Ford	989	987	0.2%	28.4%	5,542	27.7%
Toyota	868	847	2.5%	25.0%	5,280	26.4%
Mitsubishi	436	355	22.8%	12.5%	1,932	9.7%
BYD	185	410	-54.9%	5.3%	821	4.1%
Isuzu	153	136	12.5%	4.4%	945	4.7%
GWM	107	64	67.2%	3.1%	362	1.8%
LDV	76	105	-27.6%	2.2%	418	2.1%
Kia	71	0	7,100.0%	2.0%	309	1.5%
Farizon	52	0	5,200.0%	1.5%	82	0.4%
Nissan	46	240	-80.8%	1.3%	1,321	6.6%
Fuso	45	28	60.7%	1.3%	205	1.0%
Mercedes-Benz	44	46	-4.3%	1.3%	256	1.3%
Volkswagen	41	38	7.9%	1.2%	208	1.0%
Fiat	38	25	52.0%	1.1%	194	1.0%
Scania	37	27	37.0%	1.1%	194	1.0%
CRRC	35	0	3,500.0%	1.0%	152	0.8%
Hino	33	53	-37.7%	0.9%	238	1.2%
Volvo	26	16	62.5%	0.7%	132	0.7%
Ram	24	17	41.2%	0.7%	91	0.5%
Chevrolet	19	25	-24.0%	0.5%	105	0.5%
Others	152	178	-14.6%	4.4%	1,190	6.0%
Total	3,477	3,597	-3.3%	100.0%	19,977	100.0%

MAKE	MODEL	JUN '26	JUN '25	+/- %	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Ford	Ranger	872	876	-0.5%	25.1%	4,916	24.6%
Toyota	Hilux	590	654	-9.8%	17.0%	3,663	18.3%
Mitsubishi	Triton	436	354	23.2%	12.5%	1,932	9.7%
Toyota	Hiace	231	151	53.0%	6.6%	1,487	7.4%
BYD	Shark 6	185	410	-54.9%	5.3%	821	4.1%
Ford	Transit	109	110	-0.9%	3.1%	588	2.9%
Gwm	Cannon	107	64	67.2%	3.1%	362	1.8%
Isuzu	D-Max	91	59	54.2%	2.6%	617	3.1%
LDV	Deliver 9	60	27	122.2%	1.7%	226	1.1%
Kia	Tasman	55	0	5,500.0%	1.6%	290	1.5%
Farizon	V7E	50	0	5,000.0%	1.4%	67	0.3%
Toyota	Land Cruiser	47	42	11.9%	1.4%	130	0.7%
Nissan	Navara	46	240	-80.8%	1.3%	1,321	6.6%
Fiat	Ducato	35	23	52.2%	1.0%	182	0.9%
Mercedes-Benz	Sprinter	32	37	-13.5%	0.9%	193	1.0%
Isuzu	N Series	30	38	-21.1%	0.9%	142	0.7%
Isuzu	F Series	27	33	-18.2%	0.8%	130	0.7%
CRRC	eS12 Max	27	0	2,700.0%	0.8%	47	0.2%
Volvo	FM	22	13	69.2%	0.6%	85	0.4%
Volkswagen	Amarok	19	24	-20.8%	0.5%	123	0.6%
Others		406	442	-8.1%	11.7%	2,655	13.3%
Total		3,477	3,597	-3.3%	100.0%	19,977	100.0%

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MAGAZINE

◀ researching the JMC opportunity, we discovered it is a brand forging a trusted reputation globally built on key foundations. Its vehicles combine strong real-world capability with highly competitive pricing, creating a compelling proposition for New Zealanders.

“They feature robust construction, which makes them incredibly durable, and feedback from users in existing markets is drivers appreciate the peace of mind knowing their vehicle can handle more than a bit of the rough stuff.

“JMC also now offers a versatile new-model portfolio. We’re in the process of refining exactly what our launch sequence will be, but all new arrivals will deliver on looks, capability and value.

“Of high consideration, especially in the current

environment, is a commitment to lower operating costs for customers who need power with fuel efficiency and don’t want to compromise on capabilities. We plan to provide options to match particular use cases.”

More information about Armstrong’s partnership with JMC, including the official New Zealand

website, product line-up and pricing, will be released at the start of 2026’s third quarter.

COMPLIANCE OPERATION

The NZTA has run an operation to assess the compliance levels of commercial operators serving the foreign tourist market.

It was carried it out on SH94

and targeted vehicles heading into Milford Sound.

A spokesman says: “We recently inspected 319 passenger service vehicles and interviewed their drivers. Police inspected 1,100 light vehicles including many rentals, which is a significant section of the tourist market.

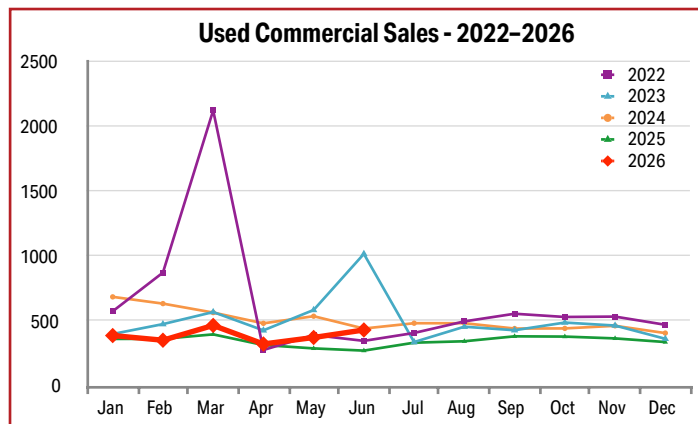
“The team found several unlicensed operations and logbook non-compliance that resulted in follow-up action.

“It was pleasing to see a high level of compliance in traditional areas of concern, such as fuel and oil leaks, and clean engine bays.”

REGISTRATIONS DIP

There were 3,477 new commercials sold in June for a year-on-year drop of 3.3 per cent from 3,597.

Ford’s Ranger was the top model with 872 sales. ⊕



MAKE	JUN '26	JUN '25	+/- %	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Toyota	229	97	136.1%	53.0%	1,154	49.3%
Nissan	53	52	1.9%	12.3%	402	17.2%
Hino	27	21	28.6%	6.3%	106	4.5%
LDV	21	3	600.0%	4.9%	113	4.8%
Ford	16	15	6.7%	3.7%	121	5.2%
Isuzu	15	22	-31.8%	3.5%	89	3.8%
Mitsubishi	14	16	-12.5%	3.2%	63	2.7%
Daihatsu	12	7	71.4%	2.8%	56	2.4%
Suzuki	7	8	-12.5%	1.6%	54	2.3%
Chevrolet	6	0	600.0%	1.4%	19	0.8%
Mazda	5	3	66.7%	1.2%	29	1.2%
Volkswagen	4	3	33.3%	0.9%	24	1.0%
Mercedes-Benz	4	2	100.0%	0.9%	19	0.8%
Fiat	3	2	50.0%	0.7%	14	0.6%
UD Trucks	2	4	-50.0%	0.5%	8	0.3%
Subaru	2	2	0.0%	0.5%	3	0.1%
Holden	2	2	0.0%	0.5%	13	0.6%
GMC	2	0	200.0%	0.5%	4	0.2%
Dodge	2	1	100.0%	0.5%	9	0.4%
Scania	1	0	100.0%	0.2%	1	0.0%
Others	5	13	-61.5%	1.2%	38	1.6%
Total	432	273	58.2%	100.0%	2,339	100.0%

MAKE	MODEL	JUN '26	JUN '25	+/- %	JUN '26 MKT SHARE	2026 YEAR TO DATE	2026 MKT SHARE
Toyota	Hiace	195	61	219.7%	45.1%	951	40.7%
Hino	Dutro	22	18	22.2%	5.1%	81	3.5%
Nissan	NV200	18	9	100.0%	4.2%	128	5.5%
LDV	T60	17	2	750.0%	3.9%	80	3.4%
Nissan	Caravan	17	4	325.0%	3.9%	83	3.5%
Nissan	NV350	13	24	-45.8%	3.0%	96	4.1%
Toyota	Regius	12	4	200.0%	2.8%	45	1.9%
Daihatsu	Hijet	12	7	71.4%	2.8%	56	2.4%
Ford	Ranger	10	9	11.1%	2.3%	74	3.2%
Toyota	Hilux	9	9	0.0%	2.1%	53	2.3%
Toyota	Dyna	9	14	-35.7%	2.1%	56	2.4%
Fuso	Canter	9	10	-10.0%	2.1%	41	1.8%
Isuzu	Elf	7	13	-46.2%	1.6%	44	1.9%
Suzuki	Carry	7	8	-12.5%	1.6%	52	2.2%
Hino	Ranger	5	2	150.0%	1.2%	22	0.9%
Isuzu	D-Max	5	5	0.0%	1.2%	15	0.6%
Toyota	Toyooace	4	6	-33.3%	0.9%	31	1.3%
Nissan	Vanette	3	4	-25.0%	0.7%	46	2.0%
Ford	Transit	3	1	200.0%	0.7%	15	0.6%
Mercedes-Benz	Sprinter	3	1	200.0%	0.7%	14	0.6%
Others		52	62	-16.1%	12.0%	356	15.2%
Total		432	273	58.2%	100.0%	2,339	100.0%

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Clean-vehicle costs hit profit

A major importer has reported net profit after tax (NPAT) of \$3.2 million for 2025/26, which it says shows the “resilience” of its vertically integrated operating model despite challenging market conditions and higher clean car standard (CCS) costs.

The result posted by 2 Cheap Cars was underpinned by a “significant” improvement in trading during the second half of the past fiscal year as stronger vehicle margins, better procurement conditions, and record finance and insurance (F&I) penetration rates contributed to improved final-quarter profitability.

Revenue was down by 0.3 per cent when compared to 2024/25. Gross margin was \$17.4m for a drop of two per cent and car sales

totalled 7,239 compared to 7,675.

Earnings before interest, taxes, depreciation and amortisation, including finance income, were \$8.1m for a rise of one per cent. NPAT fell from \$3.3m to \$3.2m.

The company describes its early performance during 2026/27 as “encouraging”, and reinforces confidence in the group’s trajectory and “resilient market positioning”.

Chairman Michael Stiassny says: “2 Cheap Cars’ strong brand position, which is well-suited to a recessionary market, will enable it to navigate external factors likely to continue influencing conditions, including interest rates, fuel and shipping costs, and settings under the CCS.”

He adds the group is “well-positioned to continue to navigate market volatility” thanks

to its disciplined inventory management, flexible sourcing strategies, and focus on operational efficiencies, cash-flow management and balance-sheet strength.

“We are running a tight ship, and while broader market conditions remain impossible to predict, improved momentum coming into the new financial year is encouraging.”

The company’s results for 2025/26 reflect “solid performance amid a challenging operating environment” for used vehicles.

It adds: “Elevated regulatory costs, subdued consumer confidence and soft economic conditions impacted demand throughout much of the year.

“Profitability was materially impacted by increased carbon-credit costs under the CCS, which

adversely affected year-on-year NPAT by about \$1.7m relative to financial year 2025.

“Gross margin declined by two per cent reflecting ongoing compression – primarily because of carbon-credit costs – through the first half of financial year 2026. This was partially offset by improved second-half trading performance and operational efficiencies.

“The group maintained strong F&I penetration rates – insurance hit a record 44 per cent, up from 36 per cent in the year prior – during the second half, supported by disciplined sales execution, improving procurement conditions and a more stable consumer-financing environment.

“Changes to credit settings under the CCS also contributed positively during the last quarter

Imports vs sales – new passenger vehicles

	CAR SALES		VARIANCE	AVG SALES PER DAY	DAILY SALES - 12-MONTH AVERAGE
	IMPORTED	REGISTERED			
Jun '25	8,391	8,221	170	274	251
Jul '25	10,822	7,605	3,217	245	255
Aug '25	7,892	8,089	-197	261	259
Sep '25	9,729	10,354	-625	345	263
Oct '25	9,351	10,709	-1,358	345	267
Nov '25	8,226	10,227	-2,001	341	270
Dec '25	8,889	6,386	2,503	206	268
Jan '26	6,427	9,007	-2,580	291	271
Feb '26	6,781	7,137	-356	255	271
Mar '26	8,525	10,036	-1,511	324	276
Apr '26	7,101	7,105	-4	237	279
May '26	8,115	8,159	-44	263	282
Jun '26	9,300	9,963	-663	332	287
Year to date	46,249	51,407			
Change on last month	14.6%	22.1%			
Change on Jun 2025	10.8%	21.2%			
	MORE IMPORTED	MORE SOLD			

Imports vs sales – used passenger vehicles

	CAR SALES		VARIANCE	AVG SALES PER DAY	DAILY SALES - 12-MONTH AVERAGE
	IMPORTED	REGISTERED			
Jun '25	7,756	6,799	957	227	240
Jul '25	6,772	8,063	-1,291	260	237
Aug '25	5,108	7,467	-2,359	241	235
Sep '25	5,666	7,063	-1,397	235	235
Oct '25	5,422	7,004	-1,582	226	234
Nov '25	5,657	6,779	-1,122	226	234
Dec '25	6,727	6,697	30	216	233
Jan '26	5,136	7,595	-2,459	245	233
Feb '26	6,059	6,950	-891	248	234
Mar '26	7,353	8,226	-873	265	237
Apr '26	10,784	6,782	4,002	226	237
May '26	7,825	7,162	663	231	237
Jun '26	9,527	7,567	1,960	252	239
Year to date	46,684	44,282			
Change on last month	21.8%	5.7%			
Change on Jun 2025	22.8%	11.3%			
	MORE IMPORTED	MORE SOLD			

◀ with reduced carbon costs supporting profitability on vehicles imported and sold under the revised settings.”

The company adds its direct-sourcing model, via subsidiary Car Plus KK in Japan, continues to support superior inventory quality, procurement flexibility and margin optimisation.

Operating expenses remained “tightly controlled” throughout the year despite ongoing inflationary pressures across rent, employment, compliance and utilities costs.

“The group also continued to refine its operating model, including the adoption of a hybrid compliance strategy combining internal capability with selected outsourced providers to improve flexibility and efficiency.”

The company says it’s continuing to strengthen long-term capability and improve customer acquisition efficiency.

During the past financial year, this included increased investment

into direct-to-consumer marketing channels, strengthening brand capability and enhancing digital customer engagement initiatives to reduce reliance on third-party listing platforms over time.

2 Cheap Cars declared a final gross dividend of 3.99 cents per share to take total gross dividends to 6.14c. It says the final dividend represents about 60 per cent of second-half NPAT in line with the company’s stated policy.

DISTRIBUTOR PULLS OUT

Inchcape NZ has ended its agreement to be KGM’s distributor by mutual consent with a final date for the split to be confirmed as Autofile went to press. The South Korean brand says its models will continue to be available here.

Up to the end of June, KGM had sold 61 new vehicles, down by 80 per cent compared to the first half of 2025.

Some 38 units of the Torres have been registered, down from 210,

along with 13 Rextons, down from 44. Two Mussos have been sold along with eight Musso Grands, which compares to 35 and 15 respectively in last year’s first half.

“We review our partnerships to ensure we have the right portfolio for our business aligned with strategic growth objectives,” says an Inchcape spokesperson. “As a result, we have made the joint decision to end our agreement for KGM in New Zealand. We are working with KGM to ensure a smooth transition for the brand.”

KGM’s dealer footprint has diminished. In Auckland, its franchises in East Tamaki, Drury and on the North Shore have shut. That leaves Western KGM in Henderson and Winger’s in Greenlane in the city.

According to its website, its other dealerships are in Paeroa, Taupo, Napier, Wellington, Christchurch, Alexandra and Dunedin, and there’s a servicing centre in Palmerston North. ☺

Source of imports

There were 9,300 new cars imported last month to take the total for the first half of 2026 to 46,249.

Japan topped the ladder with 4,413 units to boost its year-to-date total to 19,498 while Thailand was second with 1,381. Third place went to China on 1,209.

South Korea with 1,096 units and the US with 327 rounded out of top five, with Belgium and Germany next up on 238 and 236 respectively. They were followed by India with 128, the UK on 96 and Australia with 71.

As for new commercials, 2,229 crossed our border during June to take this year’s total to 13,593.

The vast majority, some 1,411 units, came in from Thailand. Second spot was claimed by Japan, way back with 431.

The top five was completed by China with 75, the US on 52 and Belgium with 51. In addition, 42 new commercial vehicles were imported from France and 32 from across the Tasman.

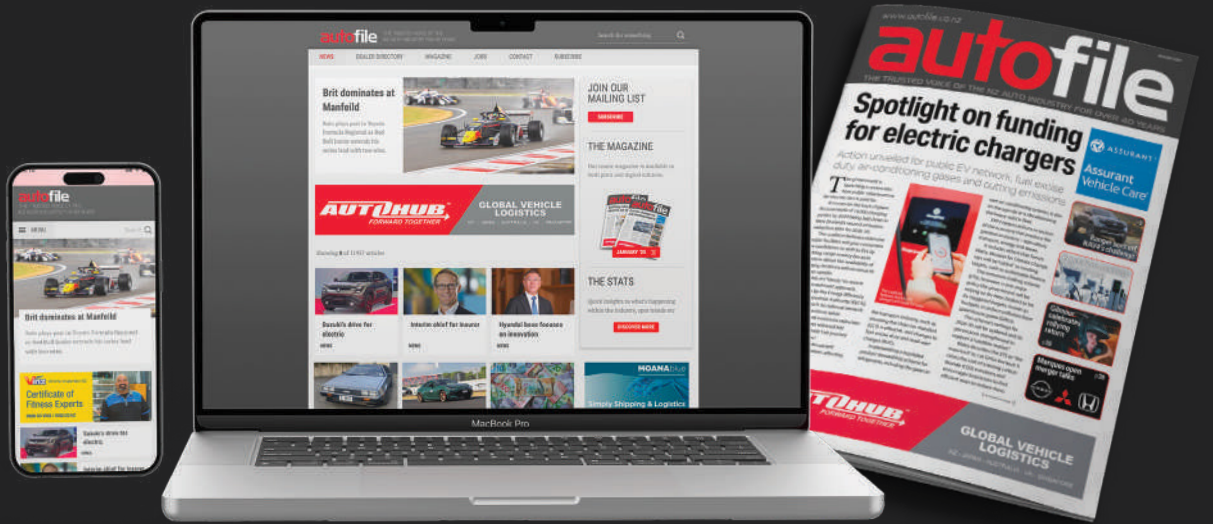
Imports vs sales – new commercials					
	CAR SALES		VARIANCE	AVG SALES PER DAY	DAILY SALES - 12-MONTH AVERAGE
	IMPORTED	REGISTERED			
Jun '25	3,123	2,792	331	93	106
Jul '25	2,673	3,487	-814	112	105
Aug '25	2,449	2,738	-289	88	104
Sep '25	2,523	3,426	-903	114	103
Oct '25	2,403	3,600	-1,197	116	103
Nov '25	1,292	4,020	-2,728	134	106
Dec '25	2,338	3,627	-1,289	117	107
Jan '26	2,360	3,621	-1,261	117	108
Feb '26	2,074	3,498	-1,424	125	109
Mar '26	3,135	3,346	-211	108	110
Apr '26	1,901	2,875	-974	96	109
May '26	1,894	2,762	-868	89	109
Jun '26	2,229	3,052	-823	102	110
Year to date	13,593	19,154			
Change on last month	17.7%	10.5%			
Change on Jun 2025	-28.6%	9.3%			
	LESS IMPORTED	MORE SOLD			

Imports vs sales – used commercials					
	CAR SALES		VARIANCE	AVG SALES PER DAY	DAILY SALES - 12-MONTH AVERAGE
	IMPORTED	REGISTERED			
Jun '25	294	365	-71	12	15
Jul '25	298	399	-101	13	15
Aug '25	296	315	-19	10	14
Sep '25	270	290	-20	10	13
Oct '25	325	274	51	9	13
Nov '25	262	333	-71	11	13
Dec '25	330	345	-15	11	12
Jan '26	189	383	-194	12	12
Feb '26	252	380	-128	14	12
Mar '26	365	366	-1	12	12
Apr '26	388	339	49	11	11
May '26	175	389	-214	13	11
Jun '26	251	353	-102	12	11
Year to date	1,620	2,210			
Change on last month	43.4%	-9.3%			
Change on Jun 2025	-14.6%	-3.3%			
	LESS IMPORTED	LESS SOLD			

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