



Serving the Irish Motor Industry

DoneDeal

# Motor Industry Review

## Q4 2017

A Report by Economist,  
Jim Power

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# About the Organisation



## *Our Chief Economist* **Jim Power**

Jim Power is owner manager of Jim Power Economics Limited, an economic consultancy. He is Economic Advisor to the Friends First Group and was previously Treasury Economist at AIB Group and Chief Economist at Bank of Ireland Treasury.

Jim writes a weekly column in the Irish Examiner and occasional articles for other publications. He lectures on the MSc Management course at Smurfit School of Business UCD. He is a board member of AgriAware, the food awareness body and is Chairperson of Love Irish Food and Three Rock Capital Management an investment company. Jim is a native of Waterford.



## *About Us* **SIMI**

The Society of the Irish Motor Industry (SIMI) is the national representative body for the Motor Industry in Ireland.

The concept with this report is to review not just the Business health of the Industry on a quarterly basis but also to collate information from various sources to help develop a wider picture of where our sector fits into the overall economy and into the social life of the country. We wish to thank the Report's author, Economist Jim Power, and to acknowledge the support of the sponsor and our partner in this project.

# DoneDeal

## *Our Sponsor* **DoneDeal**

DoneDeal.ie is Ireland's largest motor advertising website with more than 5 million visitors generating over 60 million page impressions each month.

During 2017, there were over 1 million motor ads placed on DoneDeal with a combined total value of more than €6.8 billion.

# Executive Summary

**New car registrations totalled 131,355 in 2017, which represents a decline of 10.4% on 2016. Every month saw an annual decline, ranging from 1.8% in January to 63.4% in December.**

- **In 2017, diesel cars accounted for 65.2% of total new registrations, down from 70.1% in 2016; petrol cars accounted for 30.7% of the total, up from 27.7% in 2016; and petrol electric accounted for 3.4% of the total, up from 1.8% in 2016.** Just 622 electric cars were registered in 2017, which is 58.7% ahead of 2016.
- **In 2017, every county in the country experienced negative growth in new car registrations.** Mayo experienced the largest decline at 19.1%, while Dublin experienced the smallest decline at 5.9%. Dublin accounted for 41.8% of the market in 2017.
- **The most popular colour car in 2017 was grey, which accounted for 37.6% of total new registrations.** Black was second most popular, accounting for 19.1% of the total.
- **Volkswagen was the most popular make,** accounting for 10.5% of total new registrations, with Toyota second at 9.7%, and Ford third at 9.3%.
- **The Hyundai Tucson was the most popular model,** followed by the Volkswagen Golf and the Nissan Qashqai.
- **The Exchequer collected €1.49 billion in VRT and VAT receipts in 2017, which represents a decline of 1.5% compared to 2016.** The total tax take from new car sales was €1.19 billion, which was 7.7% lower than 2016. The total tax take from used car sales was €299.6 million, which was 34.2% ahead of 2016.
- **For 2017 as a whole, it is estimated that the Exchequer will collect €3.44 billion on fuel taxes.**
- **The cost of motor insurance in December 2017 was 10.9% lower than a year earlier.** Average motor insurance costs in December were 41.7% higher than in December 2013. However, between July 2016 and December 2017, motor insurance costs declined by 16.3%.
- **In 2017, the average OMSP for new cars was 3.2% higher than a year earlier.** This is due to the fact that car buyers are paying more for higher specification cars. The average OMSP for used imports in 2017 was 3.7% lower than a year earlier.

## €3.44bn

IS ESTIMATED TO BE COLLECTED  
ON FUEL TAXES BY THE EXCHEQUER.

- **In December 2017, the price of petrol was 4.2% higher than a year earlier and the price of diesel was 3.6% higher than a year earlier.** The increase in fuel prices reflects the recent modest tightening of global crude oil prices. On January 11th 2018, oil reached \$70 per barrel for the first time in three years.
- **New commercial vehicle registrations were also softer in 2017.** The decline in new commercial vehicle registration occurred despite high levels of business confidence and a strong economic growth background. Imports of used vehicles clearly displaced new vehicle sales. Sales of Light Commercial Vehicles totaled 24,216, which represents a decline of 14.1% on 2016; In 2017, there were 14,371 used LCV imports into the country, which is 21.3% higher than 2016; Sales of new Heavy Goods Vehicles totaled 2,602, which represents a decline of 9.4% on 2016; and imports of used HGVs totaled 3,406, which is 14.8% higher than 2016.
- **2017 was another good year for the Irish economy.** Growth remained very strong and most economic and financial indicators continued to evolve in a very positive manner. Of crucial importance was the strong momentum in the global economy, which is very important for an economy where external trade is so important. Real GDP should expand by at least 5% in 2017 (higher than the official Budget 2018 forecast of 4.3%). For 2018, the Department of Finance growth forecast of 3.5% looks somewhat conservative. Real GDP should be capable of expanding by around 4%.
- **Later in 2018, the ECB will cease its bond buying programme under QE, but it will more than likely be 2019 before official rates start to move back towards normality.** However, if the current strong growth momentum is maintained, the ECB could start to become less relaxed as 2018 progresses. Euro Zone growth and inflationary tendencies will be watched very closely over the coming months by the ECB, but also by borrowers and investors.
- **In normal circumstances, the positive economic outlook for 2018 would be expected to deliver growth of up to 10% in the new car market.** However, the distortionary impact of sterling weakness and the associated surge in used imports from the UK will in all likelihood more than offset the positive economics.
- **For 2018, the used import market is projected to grow by 20% to reach 114,950.** New car registrations in 2018 are forecast at 118,220, which would represent a decline of 10% on the 2017 outturn.
- **As was the case last year, the year ahead is shrouded in deep uncertainty,** largely due to the difficult-to-determine the path of sterling and the impact of used imports from the UK.

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# Overall Assessment

**2017 was another good year for the Irish economy. Growth remained very strong and most economic and financial indicators continued to evolve in a very positive manner.** Of crucial importance was the strong momentum in the global economy, which is very important for an economy where external trade is so important.

The growth momentum in the Irish economy during 2017 was solid and broadly based. Consumer spending got gradually better; consumer confidence was quite high; exports did reasonably well; and the public finances continued to improve.

As we move into 2018, the momentum in the domestic economy is strong and prospects for the coming year look promising. The global economic cycle is steadily improving, with the US and the Euro Zone in particular showing solid momentum. The impact of Brexit is starting to be felt on the UK economy, which is not surprising, as uncertainty is the enemy of business and consumer confidence.

Despite the recovery, the challenges facing Ireland are very clear. The main ones are a chronic lack of housing, under-funded and inefficient public services, managing the balance between public expenditure and taxation, growing wage and other business cost pressures, and of course Brexit. These challenges will require careful and prudent management.

## National Accounts Data

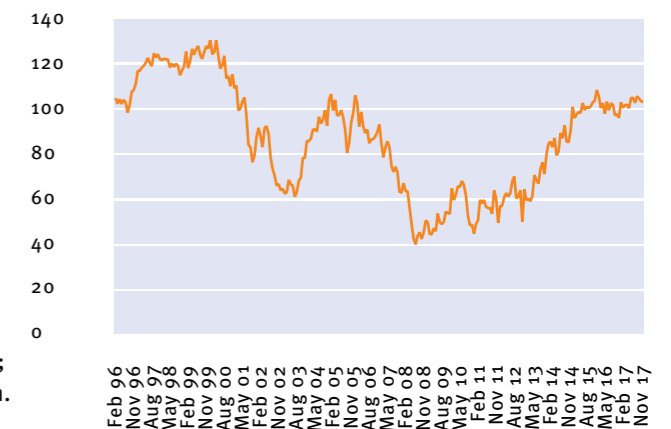
In the first nine months of 2017, gross domestic product (GDP) expanded by 7.6% and gross national product (GNP) expanded by 5.7%. Consumer spending on goods and services increased by 2.1%; investment contracted by 15.1% (the decline is due to the lack of imports of intellectual property rights and aircraft related to the leasing sector in Q3 2017); exports of goods & services expanded by 5.2%; and imports of goods & services declined by 5.7%.

## Consumer Dynamics

In the first 11 months of 2017, the value of retail sales increased by 1.6% and the volume of sales increased by 3.9%. However, weak new car sales have distorted these figures. When car sales are excluded, the value of retail sales increased by 3.8% and the volume of sales increased by 6.8%. The persistent gap between the value and volume metrics is indicative of a consumer sector that is still resistant to higher prices.

Consumer confidence remains at high levels, although there was a levelling off in confidence readings during the second half of the year. This reflects concerns about Brexit; the high personal tax burden; and modest earnings growth.

FIG. 1 CONSUMER CONFIDENCE



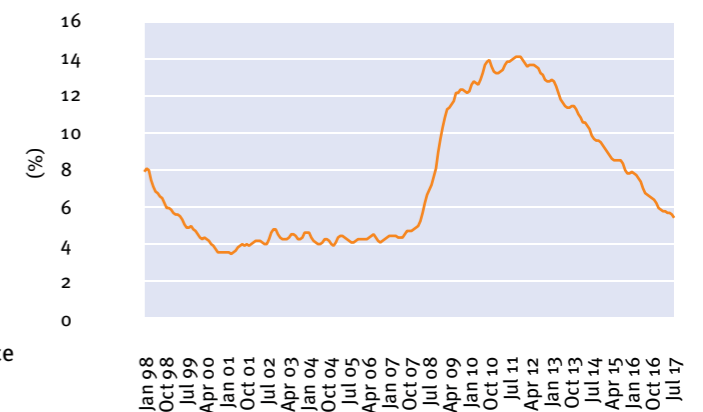
Source: ESRI

## The Labour Market

The labour market is performing very strongly. Employment increased by 48,100 or 2.2% in the year to the end of September 2017. Employment in the third quarter stood at 2.21 million. The sectoral breakdown of employment growth is strong. The overall increase in employment was made up of a very strong increase of 113,900 or 6.9% in full-time employment and a decline of 65,800 (-13.1%) in part-time employment. The latter changes are really indicative of the strength of the overall labour market and the improving confidence of the business community.

The unemployment rate stood at 6.2% of the labour force in December 2017, down from 15.9% in early 2012.

FIG. 2 UNEMPLOYMENT RATE



Source: CSO

## External Trade

The export sector of the economy performed reasonably well in 2017, but growth eased as the year progressed. In the first 11 months of the year, the value of merchandise exports was 1.2% ahead of the same period in 2016. Exports of food and live animals increased by 13.8%; exports of chemicals and related products expanded by 0.6%; and exports of machinery and transport equipment (which includes IT manufacturing) declined by 7%. Somewhat surprisingly given the weakness of sterling, exports to the UK increased by 9.3%.

It is probably the case that Irish exporters to the UK are using price to maintain competitiveness in the face of very adverse exchange rate movements. This would have negative implications for business margins and would not be a sustainable situation for business. Sterling weakness remains a significant challenge for the indigenous export sector.

## Tourism

The tourism performance continues to be very strong. In the first 11 months of 2017, the number of overseas visitors to Ireland was 2.9% ahead of the same period in 2016. However, visitor numbers from Great Britain were 5.2% lower. Visitors from Great Britain accounted for 37.1% of total overseas visitors to Ireland in the first 11 months of 2017 – this is down from 40.6% in 2016. Sterling weakness is pressurising this market.

TABLE 1 Overseas Visitors to Ireland	Jan–Nov 2017	Jan–Nov 2016	% Change
Great Britain	3,430,500	3,620,500	-5.2%
Other Europe	3,267,500	3,096,300	+5.5%
North America	1,982,000	1,699,100	+16.6%
Other Areas	569,600	503,700	+13.1%
<b>Total</b>	<b>9,249,600</b>	<b>8,919,700</b>	<b>+2.9%</b>

Source: CSO

## Exchequer Returns 2017

The Exchequer finances continued to improve in 2017. An Exchequer surplus of €1.9 billion was recorded, which compares to a deficit of €1 billion in 2016. The improvement of €2.9 billion is largely due to sale of over 28% of the State’s shareholding in AIB, which raised €3.4 billion.

Total tax revenues came in €116 million ahead of target, with corporation tax putting in a particularly strong performance €486 million ahead of target. Income tax came in €236 million lower than forecast, which is slightly disappointing, given the strong labour market performance. Total tax revenues were 6% ahead of last year, which is equivalent to an absolute increase of €2.87 billion. Economic growth generates tax revenues.

TABLE 2 Tax Revenues 2017	(€M)	Profile (€M)	Year-on-Year (%)
Income Tax	20,009	-236	+4.4%
VAT	13,303	-72	+7.1%
Corporation Tax	8,201	486	+11.6%
Excise	5,925	-60	+3.7%
Stamps	1,204	-131	+0.8%
Capital Gains Tax	826	116	+0.5%
Capital Acquisitions	460	19	+10.7%
Customs	331	-24	+4.2%
Local Property Tax	477	17	+2.8%
<b>Total</b>	<b>50,737</b>	<b>116</b>	<b>+6.0%</b>

Source: Department of Finance

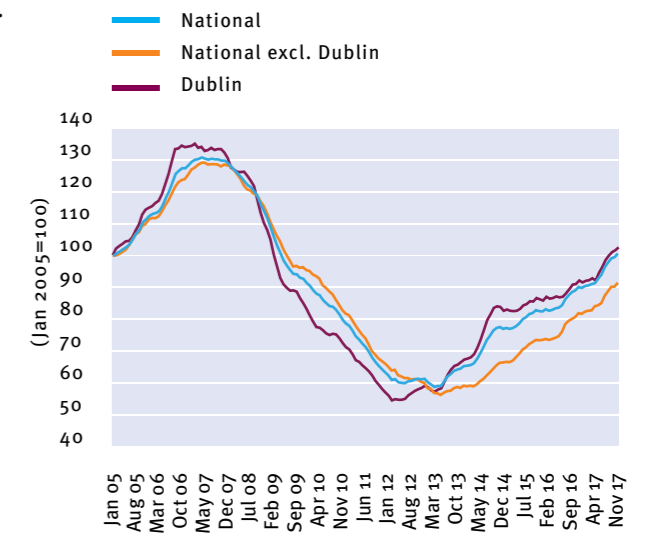
## The Housing Market

The crisis in the housing market continues to dominate the domestic political agenda. There is still a significant shortage of owner-occupied housing, social housing and rental property.

Against a background of limited supply and strong demand, house prices and private rents are rising strongly. The following are the key trends in residential house prices:

- National average house prices declined by 55.2% between the peak of the market in April 2007 and the low point of the market in March 2013. Between March 2013 and November 2017, prices have increased by 71.6%. Prices in November 2017 were 11.6% higher than a year earlier;
- In the Rest of Ireland (excluding Dublin), average house prices declined by 56.5% between the peak of the market in May 2007 and the low point of the market in May 2013. Between May 2013 and November 2017, prices have increased by 62.8%. Prices in November 2017 were 11.7% higher than a year earlier; and
- In Dublin, average house prices declined by 59.6% between the peak of the market in February 2007 and the low point of the market in February 2012. Between February 2012 and November 2017, prices have increased by 88.1%. Prices in November 2017 were 11.3% higher than a year earlier.

FIG. 3 HOUSE PRICE INDEX (RESIDENTIAL PROPERTIES)



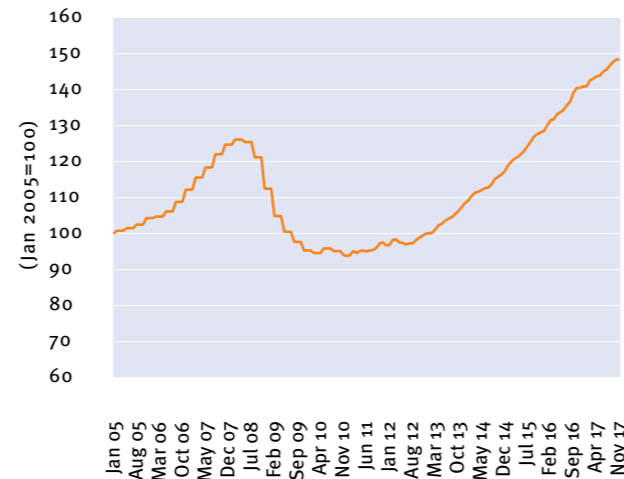
Source: CSO

This sample of statistics demonstrates clearly the heat that is in the housing market at the moment and it does look set to get worse. Demand is being driven higher by solid fundamentals such as population growth, employment creation, an improvement in credit availability, and a basic improvement in confidence about Ireland's future. On the supply side, we are simply not building enough houses for a variety of reasons, but official policy has not and is not helping the situation.

Not surprisingly, the debate has started again about the bubble-like properties of the market. The argument about whether it is a bubble or not, is not really the point. The crunch for any market comes when it is hit by a shock, such as the sub-prime crisis back in 2008. If rising house prices have pushed debt levels higher, which is now happening, then the whole market and the economy becomes very vulnerable as we found out a decade ago. We need to increase housing supply as a matter of urgency. That is the only real solution. Meanwhile, house prices look set to rise by over 10% in 2018.

FIG. 4 PRIVATE RENTS INDEX

Private rents increased by 5.6% in the year to november and have increased by 58.3% since the end of 2010.



Source: CSO

## The Economic Outlook for Ireland

It is clear that Ireland continues to enjoy broadly based growth. The global economic background is looking increasingly better and most domestic indicators are positive.

For a small open economy like Ireland, the stronger global backdrop is very important. Real GDP should expand by at least 5% in 2017 (higher than the official Budget 2018 forecast of 4.3%)

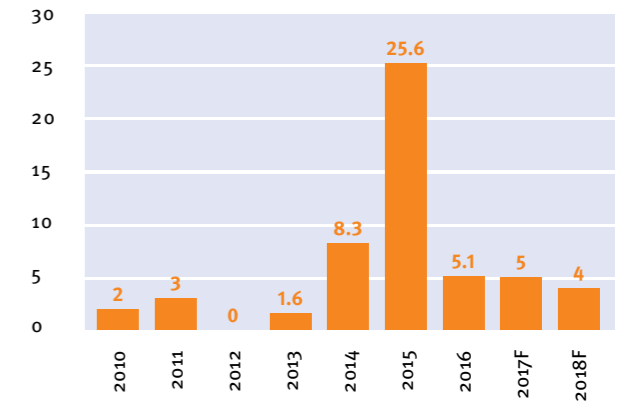
Looking ahead to 2018, the Department of Finance growth forecast of 3.5% looks somewhat conservative. Real GDP should be capable of expanding by around 4% in 2018. This growth should be driven by the following factors:

- The ongoing improvement in the global economy will prove supportive of the Irish export sector. The improvement in the Euro Zone should offset the weakness of the UK. Further sterling weakness does pose a threat to the indigenous export sector and visitor numbers from the UK;
- Consumer spending should be supported by employment growth of 2.9%; average wage growth of around 4%; a modest easing of the tax burden; and growth of around 6% in personal disposable incomes;
- The investment performance in 2017 is distorted by multi-national transactions, but these should feed out of the system in 2018. Construction output should expand strongly and business investment expenditure should expand quite strongly;
- Exports will be supported by the global economic recovery, but the UK market is likely to prove challenging.

It is essential that national policy focuses very strongly on broadly-defined competitiveness. This includes wages and other business costs; IT infrastructure and capability; high quality public services; prudent management of the public finances; and the personal tax burden.

The two biggest threats to Ireland in 2018 and thereafter will be posed by Brexit and global corporation tax developments, which have the potential to pressurise Ireland's FDI model over the coming years. There will have to be a greater focus on providing support to the indigenous economy.

FIG. 5 GDP GROWTH (%YOY)



Source: CSO & Jim Power Economics Limited

TABLE 3 Irish Economic Forecast	2017 F	2018 F
GDP	+5.0%	+4.0%
GNP	+2.5%	+2.6%
Consumer Expenditure	+2.7%	+3.0%
Government Consumption	+3.0%	+3.5%
Investment	0.0%	+7.5%
Exports Goods & Services	+3.6%	+4.5%
Imports Goods & Services	+4.9%	+4.5%
Unemployment Rate (%)	6.3%	5.8%
Employment (000s)	2,060	2,120
Inflation (HICP)	0.3%	+1.5%

## Interest Rates

The ECB remained very relaxed about interest rates during 2017, despite the relatively strong growth recovery. Inflation remains well behaved at 1.4% and although the labour market is improving at a significant pace, the unemployment rate is still at a high 8.7%. However, this is the lowest level of unemployment since early 2009 and clearly demonstrates the rapid pace of improvement in the Euro Zone labour market.

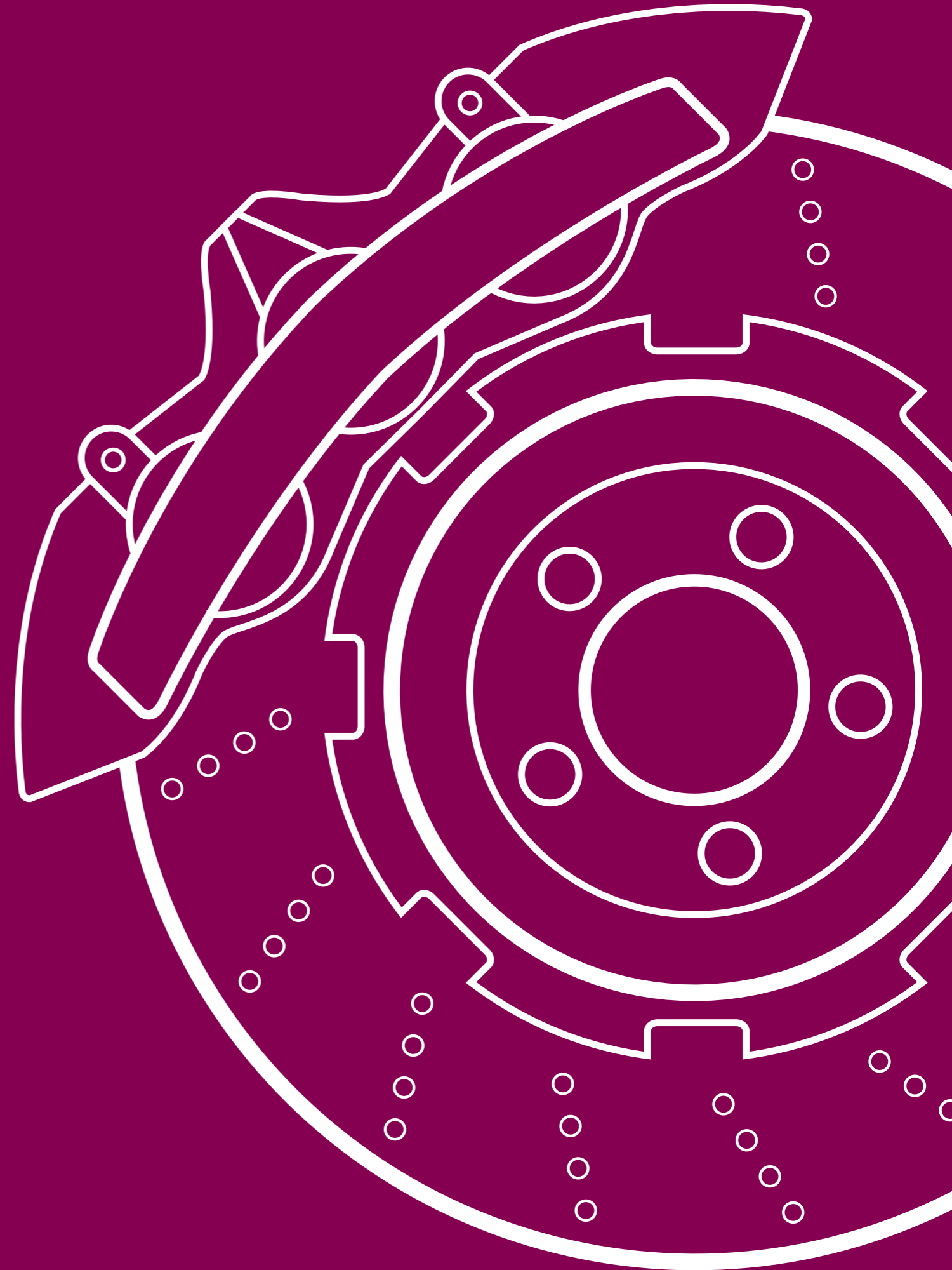
Later in 2018, the ECB will cease its bond buying programme under QE, but it will more than likely be 2019 before official rates start to move back towards normality. However, if the current strong growth momentum is maintained, the ECB could start to become less relaxed as 2018 progresses. Euro Zone growth and inflationary tendencies will be watched very closely over the coming months by the ECB, but also by borrowers and investors.



# The Motor Industry

2017

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## New Car Registrations

New car registrations totalled 131,355 in 2017 which represents a decline of 10.43% on 2016. Every month saw an annual decline, ranging from 1.8% in January to 63.4% in December.

The most popular colour car in 2017 was grey, which accounted for 37.6% of total new registrations. Black was second most popular, accounting for 19.1% of total registrations.

Volkswagen was the most popular make, accounting for 10.5% of total new registrations, with Toyota second at 9.7%, and Ford third at 9.3%.

The Hyundai Tucson was the most popular model, followed by the Volkswagen Golf and the Nissan Qashqai.

In 2017, diesel cars accounted for 65.2% of total sales, down from 70.1% in 2016; petrol cars accounted for 30.7% of the total, up from 27.7% in 2016; and petrol electric accounted for 3.4% of the total, up from 1.8% in 2016. Just 622 electric cars were registered in 2017, which is 58.7% ahead of 2016.

In 2017, 18,555 new hire cars were registered, which is down 1.1% on 2016.

Figure 6 shows the monthly trend in new car registrations. The monthly totals had been rising consistently since 2013, but 2017 saw a considerably weaker trend.

FIG. 6 MONTHLY TREND IN NEW CAR REGISTRATIONS

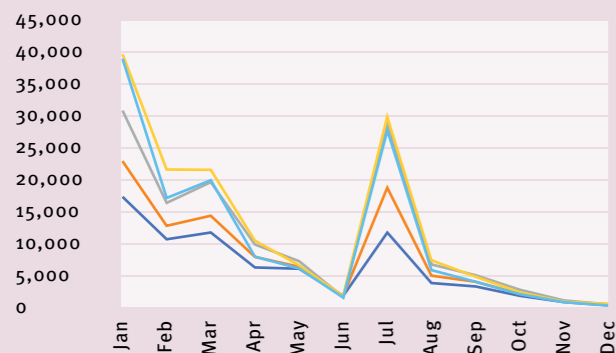


TABLE 4 Monthly Car Registrations 2017	2017	2016	% Change
January	39,005	39,722	-1.81%
February	17,090	21,573	-20.78%
March	19,893	21,529	-7.6%
Q1	75,988	82,824	-8.25%
April	7,843	10,381	-24.45%
May	5,993	6,499	-7.79%
June	1,401	1,623	-13.68%
Q2	15,237	18,503	-17.65%
July	27,710	29,873	-7.24%
August	5,733	7,297	-21.43%
September	3,898	4,707	-17.19%
Q3	37,341	41,877	-10.83%
October	1,946	2,257	-13.78%
November	684	754	-9.28%
December	159	434	-63.36%
Q4	2,789	3,445	-19.04%
Full Year	131,355	146,649	-10.43%

Source: SIMI

Source: SIMI

## Car Registrations by County

In 2017, every county in the country experienced negative growth in new car registrations. Mayo experienced the largest decline at 19.1%, while Dublin experienced the smallest decline at 5.9%. Dublin accounted for 41.8% of the market in 2017.

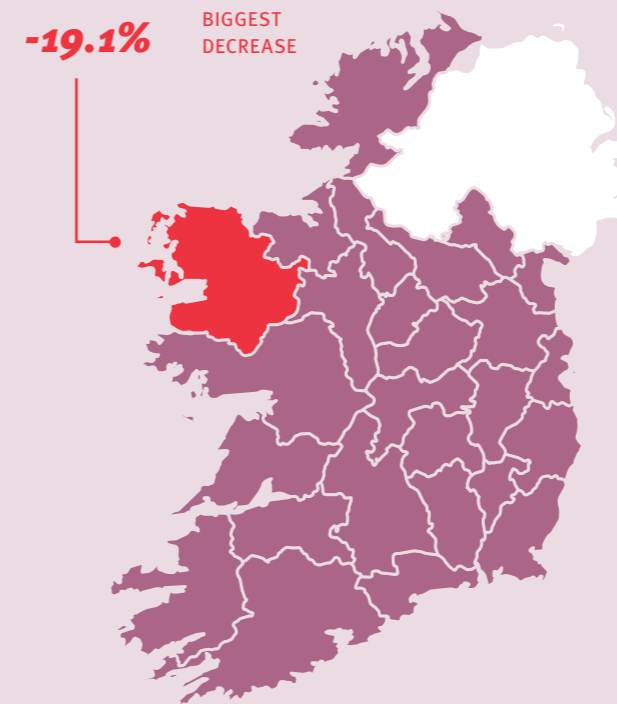
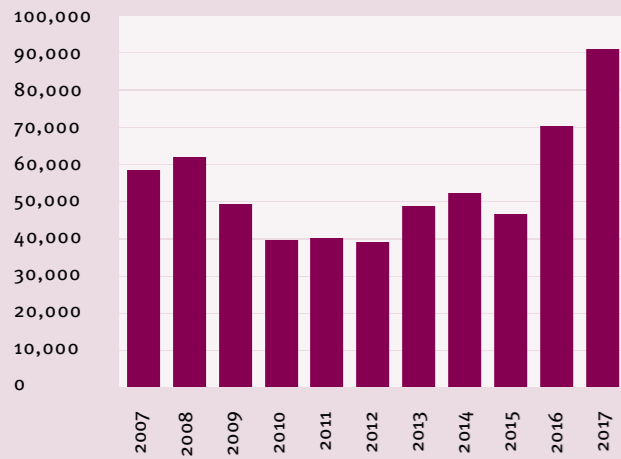


TABLE 5 New Car Registrations by County 2017	2017 Units	2016 Units	2017 % Share	2016 % Share	% Change
Carlow	1,542	1,761	1.17%	1.20%	-12.4%
Cavan	1,487	1,606	1.13%	1.10%	-7.41%
Clare	2,729	3,151	2.08%	2.15%	-13.39%
Cork	16,520	18,808	12.58%	12.83%	-12.17%
Donegal	2,943	3,523	2.24%	2.40%	-16.46%
Dublin	54,856	58,285	41.76%	39.74%	-5.88%
Galway	4,922	5,843	3.75%	3.98%	-15.76%
Kerry	2,820	3,229	2.15%	2.20%	-12.67%
Kildare	5,278	6,046	4.02%	4.12%	-12.7%
Kilkenny	2,407	2,823	1.83%	1.93%	-14.74%
Laois	1,528	1,776	1.16%	1.21%	-13.96%
Leitrim	551	634	0.42%	0.43%	-13.09%
Limerick	4,493	5,200	3.42%	3.55%	-13.6%
Longford	642	727	0.49%	0.50%	-11.69%
Louth	2,774	3,153	2.11%	2.15%	-12.02%
Mayo	2,277	2,816	1.73%	1.92%	-19.14%
Meath	3,900	4,657	2.97%	3.18%	-16.26%
Monaghan	1,052	1,240	0.80%	0.85%	-15.16%
Offaly	1,557	1,883	1.19%	1.28%	-17.31%
Roscommon	1,201	1,420	0.91%	0.97%	-15.42%
Sligo	1,147	1,317	0.87%	0.90%	-12.91%
Tipperary	3,560	4,148	2.71%	2.83%	-14.18%
Waterford	3,444	3,690	2.62%	2.52%	-6.67%
Westmeath	1,888	2,210	1.44%	1.51%	-14.57%
Wexford	3,069	3,486	2.34%	2.38%	-11.96%
Wicklow	2,768	3,217	2.11%	2.19%	-13.96%

Source: SIMI

## Used (Imported) Cars Registered for First Time

FIG.7 USED (IMPORTED) CARS REGISTERED FOR FIRST TIME



Imported used cars made up a substantial segment of the car market in 2017. In the past year 93,454 used cars were imported, which is 29.5% ahead of 2016. Sterling weakness was the key driver of used imports, but scarcity of second-hand cars was also a factor. Figure 7 shows the trend in imported used cars since 2007. In 2017, they reached the highest level on record. 97.1% of the imported used cars came from the UK.

Source: SIMI

FIG.8 BREAKDOWN OF CARS REGISTERED FOR FIRST TIME

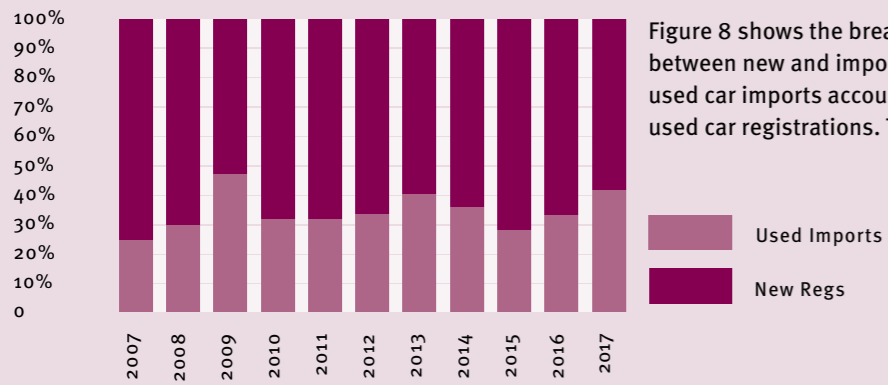
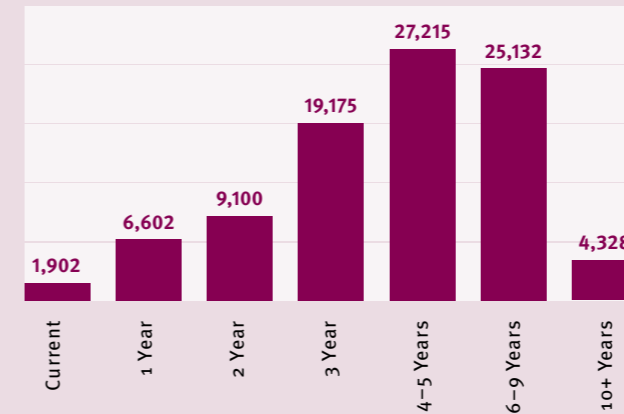


Figure 8 shows the breakdown of car registrations between new and imported used cars. In 2016, used car imports accounted for 33% of total new and used car registrations. This jumped to 41.6% in 2017.

Source: SIMI

FIG.9 AGE PROFILE IMPORTED USED CARS 2017



Source: SIMI

Figure 9 shows the age profile of imported used cars in 2017. 39.4% of the imported used cars were 3 years or less in age. It is the case that imported cars of three years or less are displacing new car sales.

From the perspective of the Revenue Commissioners, there is a financial hit from the displacement of new car sales by used imports, because the VAT and VRT receipts on used car imports are significantly less than from new car sales. In 2017, the average tax take from a new car was €8,960 and €3,143 from a used car. In 2017, the average tax take from a new car was €9,036 and €3,206 from an imported used car.

It is also the case that cheaper second-hand car imports from the UK will tend to depress the price of domestic second-hand cars.

FIG.10 STERLING V. EURO



Source: Bloomberg

Sterling weakness is an important driver of used imports from the UK. In 2015, the sterling/euro exchange rate averaged 72.6 pence; in 2016 it averaged 81.9 pence; and in 2017 it averaged 87.64 pence. Used imports from the UK are highly correlated with the performance of the euro against sterling.

## Exchequer Receipts from The Motor Industry

The Exchequer collected €1.49 billion in VRT and VAT receipts from car sales in 2017, which represents a decline of 1.5% compared to 2016. The total tax take from new car sales was €1.19 billion, which was 7.7% lower than 2016. The total tax take from used car sales was €299.6 million, which was 34.2% ahead of 2016.

In the first 11 months of 2017, €3.15 billion was collected in Excise Duty, NORA Levy, Carbon Tax, Refit Levy and VAT as they apply to motor fuel. This is 1.9% higher than the first 11 months of 2016. For 2017 as a whole, it is estimated that the Exchequer will collect €3.44 billion on fuel taxes.

Category	Q1 – Q4 2017 (€M)	Q1 – Q4 2016 (€M)	% Change	
New Cars	VRT	621.5	674.0	-7.8%
	VAT	565.4	612.2	-7.6%
	<b>TOTAL</b>	<b>1,186.9</b>	<b>1,286.2</b>	<b>-7.7%</b>
Used Cars	VRT	264.7	196.5	+34.7%
	VAT	34.9	26.8	+30.2%
	<b>TOTAL</b>	<b>299.6</b>	<b>223.3</b>	<b>+34.2%</b>
Total Cars	VRT	886.2	870.5	+1.8%
	VAT	600.3	639.0	-6.1%
	<b>TOTAL</b>	<b>1,486.5</b>	<b>1,509.5</b>	<b>-1.5%</b>

Source: Revenue Commissioners & SIMI

## The Costs of Motoring

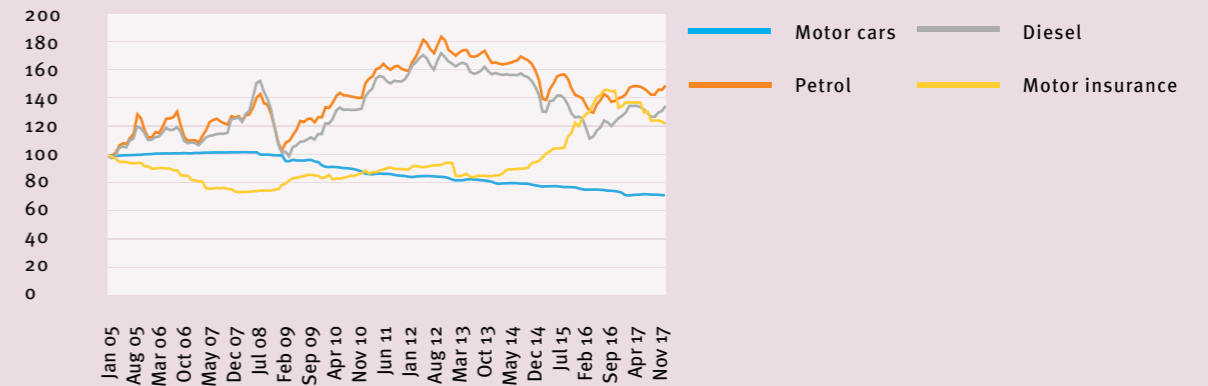
- In December 2017, the average price of a new car based on CSO data was 2% lower than a year earlier. Between January 2008 and December 2017, the average price of a new car has declined by 30.5%. The CSO compares prices for cars with the same specifications. However, the OMSP (Open Market Sales Price) shows the actual price paid for cars, which is showing a different trend. In 2017, the average OMSP for new cars was 3.2% higher than a year earlier. This is due to the fact that car buyers are paying more for higher specification cars. The average OMSP for used imports in 2017 was 3.7% lower than a year earlier.
- The cost of motor insurance in December 2017 was 10.9% lower than a year earlier. Average motor insurance costs in December were 41.7% higher than in November 2013. However, between July 2016 and December 2017, motor insurance costs declined by 16.3%.
- In December 2017, the price of petrol was 4.2% higher than a year earlier and the price of diesel was 3.6% higher. The increase in fuel prices reflects the recent tightening of global crude oil prices. On January 11th 2018, oil reached \$70 per barrel for the first time in three years.

FIG. 11 BRENT CRUDE OIL



Source: Bloomberg

FIG. 12 THE COST OF MOTORING



Source: CSO

## Carbon Emissions

FIG. 13 AVERAGE CO2 EMISSIONS



The downward trend in average CO2 emissions has been firmly established since 2008. However, in 2017, there has been a small increase of 0.1%. This is most likely due to a trend towards petrol and away from diesel cars in 2017. Average emissions have declined by 29.3% since 2008.

Source: SIMI

## Commercial Vehicle Registrations

In line with the softer market for new car registrations, new commercial vehicle registrations were also weaker in 2017. The decline in new commercial vehicle registration occurred despite high levels of business confidence and a strong economic growth background. Imports of used vehicles clearly displaced new vehicle sales, as is the case with the car market. In 2017:

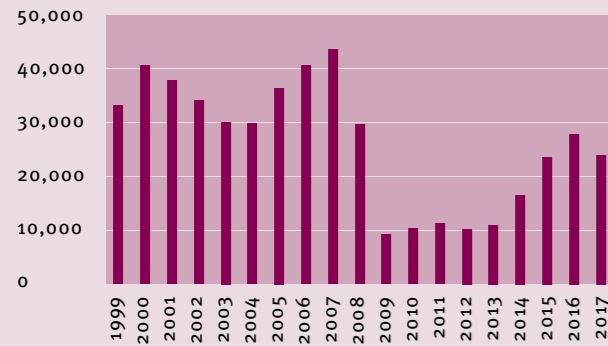
- Sales of new Light Commercial Vehicles totaled 24,195, which represents a decline of 14.2% on 2016;
- There were 14,371 used LCV imports into the country, which is 21.3% higher than 2016;
- Sales of new Heavy Goods Vehicles totaled 2,603, which represents a decline of 9.4% on 2016; and
- Imports of used HGVs totaled 3,406, which is 14.8% higher than 2016.

TABLE 7 New Commercial Vehicles Registered for the First Time	2017	2016	% Change
New Light Commercial	24,195	28,203	-14.2%
Imports of Used LCV	14,371	11,851	+21.3%
New Heavy Goods Vehicles	2,603	2,873	-9.4%
Imports of Used HCV	3,406	2,968	+14.8%

Source: SIMI

Figures 14 and 15 show the trend in new LCV and HGV registrations since 1999.

FIG.14 REGISTRATIONS OF NEW LIGHT COMMERCIAL VEHICLES



Source: SIMI

FIG.15 REGISTRATIONS OF NEW HEAVY GOODS VEHICLES



Source: SIMI

TABLE 8 EU Car Registrations by Country	2017 Units (Jan-Nov)	2016 Units (Jan-Nov)	% Change
Austria	327,669	303,942	+7.8%
Belgium	518,486	505,996	+2.5%
Bulgaria	28,180	22,815	+23.5%
Croatia	48,312	39,632	+21.9%
Cyprus	12,367	11,825	+4.6%
Czech Republic	251,628	237,780	+5.8%
Denmark	205,298	203,523	+0.9%
Estonia	23,522	21,125	+11.3%
Finland	110,512	110,849	-0.3%
France	1,917,376	1,820,805	+5.3%
Germany	3,187,312	3,095,074	+3.0%
Greece	82,687	74,108	+11.6%
Hungary	105,387	86,802	+21.4%
Ireland	131,187	146,215	-10.3%
Italy	1,848,919	1,700,830	+8.7%
Latvia	15,393	15,215	+1.2%
Lithuania	23,898	18,902	+26.4%
Luxembourg	49,931	47,496	+5.1%
Netherlands	399,547	346,380	+15.3%
Poland	437,178	372,402	+17.4%
Portugal	205,079	190,342	+7.7%
Romania	98,116	85,588	+14.6%
Slovakia	88,056	80,153	+9.9%
Slovenia	66,853	59,596	+12.2%
Spain	1,131,988	1,050,121	+7.8%
Sweden	344,435	335,037	+2.8%
United Kingdom	2,388,144	2,514,764	-5.0%
<b>Total</b>	<b>14,047,460</b>	<b>13,497,317</b>	<b>+4.1%</b>

Table 8 shows EU car sales in the first 11 months of 2017. Just three countries experienced negative growth —Finland, the United Kingdom and Ireland. At minus 10.3%, Ireland is the poorest performing market.

Source: www.acea.be

# Outlook for the Motor Industry

## 2018

**Coming into 2017, it was obvious that it would be a year of great uncertainty for the motor industry.**

The past year has been a challenging one for the motor industry in Ireland. Coming into 2017, it was obvious that it would be a year of great uncertainty for the motor industry. While prospects for the economy and all of the macro variables that drive the new car market looked very positive, Brexit related uncertainty and sterling weakness posed a major source of uncertainty. In the event, this is exactly how the year turned out. The economy has performed very strongly, but new car registrations declined by 10.4%.

The majority of the economic fundamentals in the economy performed very positively during 2017 and should have pushed the new car market forward, but this did not happen. Brexit related uncertainty has definitely engendered a strong sense of caution, but the weakness of sterling has resulted in strong growth in used imports from the UK. In the past, used imports tended to be older and had minimal impact on new car sales, but in 2017 39.4% of the imported used cars were 3 years or less in age. These relatively new imported used cars are displacing new car sales. With house prices, rents, health costs and many insurance costs still rising strongly, discretionary incomes are being pressurised and the value posed by sterling weakness is making used imports from the UK very attractive.

Looking ahead to the market in 2018, many of the features that characterised the market in 2017 will likely apply. The economic factors will be supportive of activity:

- GDP is forecast to expand by around 4%;
- Employment is likely to grow by around 2.5%;
- The unemployment rate could hit 5% by the end of 2018;
- Average earnings are set to grow by around 3%;
- The tax changes announced in Budget 2018 will give a modest boost to personable incomes; and
- Interest rates will remain low.

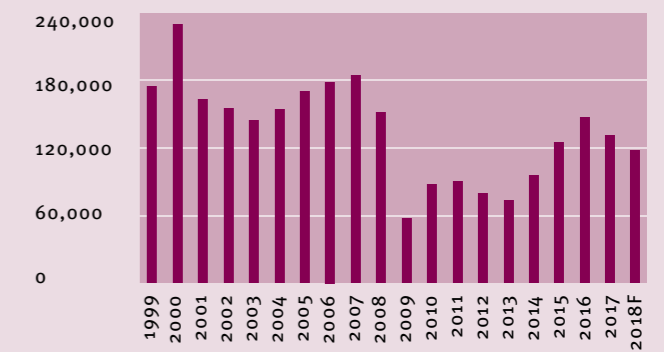
However, continued Brexit related uncertainty and sterling weakness are risk factors that are likely to remain a feature of the landscape and are likely to counter some of the supportive economic fundamentals. In other words, used imports from the UK are likely to remain a significant feature of the market and will undoubtedly displace new car sales once again. In addition, the surge in used imports from the UK effectively means that those prices are now setting prices for the domestic second-hand car stock, and this is making the cost of change to a new car more expensive and this is also serving to undermine new car sales.

In normal circumstances, the positive economic backdrop would be expected to deliver growth of up to 10% in the new car market in 2018. However, the distortionary impact of sterling weakness and the associated surge in used imports from the UK will in all likelihood more than offset the positive economics.

For 2018, the used import market is projected to grow by 20% to reach 114,950. New car registrations in 2018 are forecast at 118,220, which would represent a decline of 10% on the 2017 outturn.

As was the case last year, the year ahead is shrouded in deep uncertainty, largely due to the difficult-to-determine the path of sterling and the impact of used imports from the UK.

FIG.16 NEW CAR REGISTRATIONS



Source: Jim Power Economics Limited

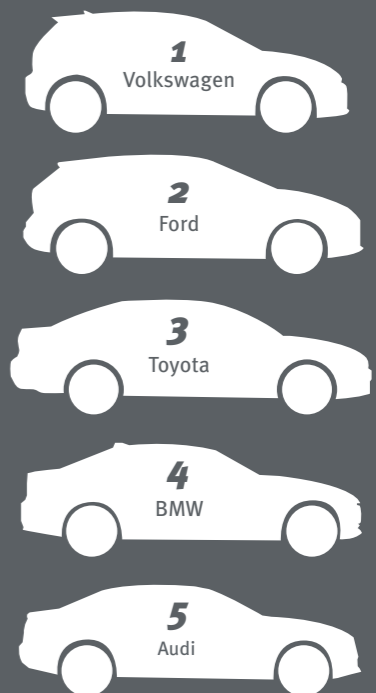
## DoneDeal Statistics

DoneDeal.ie is Ireland's largest motor advertising website with more than 5 million visitors generating over 60 million page impressions each month. During 2017, there were over 1 million motor ads placed on DoneDeal with a combined total value of more than €6.8 billion.

The latest advertising statistics from the DoneDeal motor website show that in 2017:

- DoneDeal's motor section was visited nearly 80 million times in 2017 (79,987,460).
- Over half a million dealer ads were placed on DoneDeal in 2017 (535,000).
- Total motor listings on DoneDeal grew by 7% over 2017 to a total of over 1,065,000.

The top car brands advertised on the DoneDeal website are:



For further DoneDeal site statistics see Motor Industry Review Highlights section.

# Statistics

- 31 Motor Statistics Overview
- 39 Vehicle Testing Statistics



# Motor Statistics Overview

Source: SIMI Motorstats [www.stats.beeep.ie](http://www.stats.beeep.ie)

## Total Registrations (January–December 2017)

Passenger Cars



2017	131,355
2016	146,649

Light Commercial Vehicles (LCVs)



2017	24,195
2016	28,203

Heavy Commercial Vehicles (HCVs)



2017	2,603
2016	2,873

## Passenger Cars

Total Registrations	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2017	39,005	17,090	19,893	7,843	5,993	1,401	27,710	5,733	3,898	1,946	684	159	131,355
2016	39,722	21,573	21,529	10,381	6,499	1,623	29,873	7,297	4,707	2,257	754	434	146,649
% Change	-1.81%	-20.78%	-7.60%	-24.45%	-7.79%	-13.68%	-7.24%	-21.43%	-17.19%	-13.78%	-9.28%	-63.36%	-10.43%

By Make		2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1	VOLKSWAGEN	13,830	15,411	-10.26	10.53%	10.51%
2	TOYOTA	12,684	15,530	-18.33	9.66%	10.59%
3	FORD	12,243	14,666	-16.52	9.32%	10.00%
4	HYUNDAI	11,932	15,442	-22.73	9.08%	10.53%
5	NISSAN	10,348	11,878	-12.88	7.88%	8.10%
6	SKODA	9,030	9,447	-4.41	6.87%	6.44%
7	RENAULT	8,328	8,379	-0.61	6.34%	5.71%
8	KIA	7,132	6,710	6.29	5.43%	4.58%
9	OPEL	6,531	7,888	-17.2	4.97%	5.38%
10	AUDI	5,544	6,066	-8.6	4.22%	4.14%

By Model		2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1	HYUNDAI TUCSON	4,908	7,425	-33.9	3.74%	5.06%
2	VOLKSWAGEN GOLF	4,321	4,969	-13.04	3.29%	3.39%
3	NISSAN QASHQAI	4,196	4,591	-8.6	3.19%	3.13%
4	SKODA OCTAVIA	3,980	4,660	-14.59	3.03%	3.18%
5	FORD FOCUS	3,850	4,835	-20.37	2.93%	3.30%
6	FORD FIESTA	3,217	3,827	-15.94	2.45%	2.61%
7	KIA SPORTAGE	3,066	2,871	6.79	2.33%	1.96%
8	TOYOTA YARIS	2,881	3,727	-22.7	2.19%	2.54%
9	TOYOTA COROLLA	2,790	3,751	-25.62	2.12%	2.56%
10	VOLKSWAGEN TIGUAN	2,480	1,632	51.96	1.89%	1.11%

By Body Type		2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1	HATCHBACK	44,584	46,990	-5.12	33.94%	32.04%
2	MPV	34,280	40,041	-14.39	26.10%	27.30%
3	SALOON	26,298	33,008	-20.33	20.02%	22.51%
4	JEEP	14,044	13,644	2.93	10.69%	9.30%
5	ESTATE	11,150	11,919	-6.45	8.49%	8.13%
6	SPORTS COUPE	736	785	-6.24	0.56%	0.54%
7	CONVERTIBLE	179	203	-11.82	0.14%	0.14%
8	BUS	36	1	3	0.03%	0.00%
9	VAN	22	30	-26.67	0.02%	0.02%



By CO2 Emission Band	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
0 A0	622	392	58.67	0.47%	0.27%
1-80 A1	1,605	1,381	16.22	1.22%	0.94%
81-100 A2	26,195	32,845	-20.25	19.94%	22.40%
101-110 A3	39,758	43,476	-8.6	30.27%	29.65%
111-120 A4	32,601	36,452	-10.56	24.82%	24.86%
121-130 B1	17,793	19,540	-8.94	13.55%	13.32%
131-140 B2	7,390	7,231	2.2	5.63%	4.93%
141-155 C	3,662	3,727	-1.74	2.79%	2.54%
156-170 D	990	881	12.37	0.75%	0.60%
171-190 E	645	557	15.8	0.49%	0.38%
191-225 F	77	138	-44.2	0.06%	0.09%
226+ G	17	29	-41.38	0.01%	0.02%

By Segment		2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1	Jeep/SUV Standard (H1)	36,894	38,756	-4.8	28.09%	26.43%
2	Small Standard (C1)	32,392	38,586	-16.05	24.66%	26.31%
3	Mini Standard (B1)	22,481	24,550	-8.43	17.11%	16.74%
4	Medium Standard (D1)	9,647	13,953	-30.86	7.34%	9.51%
5	Jeep/SUV Prestige (H2)	6,294	6,031	4.36	4.79%	4.11%
6	Large Prestige (E2)	4,898	4,321	13.35	3.73%	2.95%
7	Micro Standard (A1)	4,367	4,160	4.98	3.32%	2.84%
8	Medium Prestige (D2)	4,120	4,532	-9.09	3.14%	3.09%
2	MPV Compact (M1)	3,296	3,846	-14.3	2.51%	2.62%
3	Small Prestige (C2)	2,724	3,420	-20.35	2.07%	2.33%
4	MPV Large (M2)	1,542	1,405	9.75	1.17%	0.96%
5	Sports Standard (G1)	986	979	0.72	0.75%	0.67%
6	Mini Prestige (B2)	912	1,131	-19.36	0.69%	0.77%
7	Sports Prestige (G2)	539	688	-21.66	0.41%	0.47%
8	Luxury Prestige (F2)	194	282	-31.21	0.15%	0.19%
9	Large Standard (E1)	55	0	0	0.04%	0.00%
10	Excluded (X)	14	9	55.56	0.01%	0.01%

By Engine Type	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1 DIESEL	85,684	102,748	-16.61	65.23%	70.06%
2 PETROL	40,288	40,641	-0.87	30.67%	27.71%
3 PETROL ELECTRIC	4,434	2,566	72.8	3.38%	1.75%
4 ELECTRIC	622	392	58.67	0.47%	0.27%
5 PETROL/PLUG-IN ELECTRIC HYBRID	323	286	12.94	0.25%	0.20%
6 DIESEL/PLUG-IN ELECTRIC HYBRID	3	12	-75	0.00%	0.01%
7 DIESEL/ELECTRIC	1	4	-75	0.00%	0.00%

By Colour	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1 GREY	49,356	30,727	60.63	37.57%	20.95%
2 BLACK	25,023	28,259	-11.45	19.05%	19.27%
3 WHITE/IVORY	19,572	21,359	-8.37	14.90%	14.56%
4 BLUE	16,313	17,083	-4.51	12.42%	11.65%
5 RED/MAROON	14,914	17,207	-13.33	11.35%	11.73%
6 BROWN	3,438	2,636	30.42	2.62%	1.80%
7 YELLOW	1,013	177	472.32	0.77%	0.12%
8 GREEN	807	919	-12.19	0.61%	0.63%
9 PURPLE	202	65	210.77	0.15%	0.04%
10 ORANGE	189	312	-39.42	0.14%	0.21%

By County	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
CARLOW	1,542	1,761	-12.44	1.17%	1.20%
CAVAN	1,487	1,606	-7.41	1.13%	1.10%
CLARE	2,729	3,151	-13.39	2.08%	2.15%
CORK	16,520	18,808	-12.17	12.58%	12.83%
DONEGAL	2,943	3,523	-16.46	2.24%	2.40%
DUBLIN	54,856	58,285	-5.88	41.76%	39.74%
GALWAY	4,922	5,843	-15.76	3.75%	3.98%
KERRY	2,820	3,229	-12.67	2.15%	2.20%
KILDARE	5,278	6,046	-12.7	4.02%	4.12%
KILKENNY	2,407	2,823	-14.74	1.83%	1.93%
LAOIS	1,528	1,776	-13.96	1.16%	1.21%
LEITRIM	551	634	-13.09	0.42%	0.43%
LIMERICK	4,493	5,200	-13.6	3.42%	3.55%
LONGFORD	642	727	-11.69	0.49%	0.50%
LOUTH	2,774	3,153	-12.02	2.11%	2.15%
MAYO	2,277	2,816	-19.14	1.73%	1.92%
MEATH	3,900	4,657	-16.26	2.97%	3.18%
MONAGHAN	1,052	1,240	-15.16	0.80%	0.85%
OFFALY	1,557	1,883	-17.31	1.19%	1.28%
ROSCOMMON	1,201	1,420	-15.42	0.91%	0.97%
SLIGO	1,147	1,317	-12.91	0.87%	0.90%
TIPPERARY	3,560	4,148	-14.18	2.71%	2.83%
WATERFORD	3,444	3,690	-6.67	2.62%	2.52%
WESTMEATH	1,888	2,210	-14.57	1.44%	1.51%
WEXFORD	3,069	3,486	-11.96	2.34%	2.38%
WICKLOW	2,768	3,217	-13.96	2.11%	2.19%

## Light Commercial Vehicles (LCVs)

Total LCV Registrations													
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
2017	6,327	2,486	3,081	1,688	1,460	679	3,941	1,376	1,459	872	579	247	24,195
2016	6,555	3,457	3,402	2,302	1,819	866	4,337	1,797	1,609	1,159	656	244	28,203
% Change	-3.48%	-28.09%	-9.44%	-26.67%	-19.74%	-21.59%	-9.13%	-23.43%	-9.32%	-24.76%	-11.74%	1.23%	-14.21%

By Make	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1 FORD	5,747	7,518	-23.56	23.75%	26.66%
2 VOLKSWAGEN	4,348	4,658	-6.66	17.97%	16.52%
3 RENAULT	3,230	3,581	-9.8	13.35%	12.70%
4 TOYOTA	1,952	1,977	-1.26	8.07%	7.01%
5 PEUGEOT	1,768	1,800	-1.78	7.31%	6.38%
6 CITROEN	1,493	1,449	3.04	6.17%	5.14%
7 NISSAN	1,308	1,216	7.57	5.41%	4.31%
8 MERCEDES-BENZ	1,229	1,060	15.94	5.08%	3.76%
9 OPEL	968	1,278	-24.26	4.00%	4.53%
10 MITSUBISHI	521	660	-21.06	2.15%	2.34%

By Model	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1 VOLKSWAGEN CADDY	1,631	2,065	-21.02	6.74%	7.32%
2 RENAULT TRAFIC VANS	1,495	1,486	0.61	6.18%	5.27%
3 FORD TRANSIT VAN	1,460	1,813	-19.47	6.03%	6.43%
4 FORD TRANSIT CONNECT	1,442	2,288	-36.98	5.96%	8.11%
5 FORD TRANSIT CUSTOM COMM	1,366	1,615	-15.42	5.65%	5.73%
6 PEUGEOT PARTNER VAN	1,249	1,444	-13.5	5.16%	5.12%
7 CITROEN BERLINGO	1,148	1,150	-0.17	4.74%	4.08%
8 VOLKSWAGEN T6	1,047	506	106.92	4.33%	1.79%
9 RENAULT MASTER VANS	997	1,371	-27.28	4.12%	4.86%
10 TOYOTA LANDCRUISER COMM	958	1,188	-19.36	3.96%	4.21%

By Weight (kg)	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1-2000	4,559	4,851	-6.02	18.84%	17.20%
2001-2500	5,072	7,177	-29.33	20.96%	25.45%
2501-3000	5,557	6,956	-20.11	22.97%	24.66%
3001-3500	8,754	8,721	0.38	36.18%	30.92%
3501+	252	430	-41.4	1.04%	1.52%

## Heavy Commercial Vehicles (HCVs)

### Total HCV Registrations

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
2017	456	270	305	232	238	88	305	204	136	114	129	126	2,603
2016	487	258	315	313	306	108	395	250	213	128	71	29	2,873
% Change	-6.37%	4.65%	-3.17%	-25.88%	-22.22%	-18.52%	-22.78%	-18.40%	-36.15%	-10.94%	81.69%	334.48%	-9.40%

By Make	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1 VOLVO	712	632	12.66	27.35%	22.00%
2 SCANIA	540	640	-15.63	20.75%	22.28%
3 DAF	281	402	-30.1	10.80%	13.99%
4 MERCEDES-BENZ	265	319	-16.93	10.18%	11.10%
5 RENAULT	247	266	-7.14	9.49%	9.26%
6 IVECO	153	114	34.21	5.88%	3.97%
7 MAN	148	241	-38.59	5.69%	8.39%
8 ISUZU	77	99	-22.22	2.96%	3.45%
9 VDL DAF	50	17	194.12	1.92%	0.59%
10 FUSO	48	50	-4	1.84%	1.74%

By Model	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
1 VOLVO 3 AXLE TRACTOR	295	311	-5.14	11.33%	10.82%
2 SCANIA 3 AXLE TRACTOR	229	311	-26.37	8.80%	10.82%
3 VOLVO BUSES & COACHES	158	45	251.11	6.07%	1.57%
4 SCANIA 2 AXLE TRACTOR	104	111	-6.31	4.00%	3.86%
5 DAF 3 AXLE TRACTOR	80	311	-74.28	3.07%	10.82%
6 SCANIA 4 AXLE RIGID	74	98	-24.49	2.84%	3.41%
7 ISUZU 2 AXLE RIGID 6-7.9T	71	95	-25.26	2.73%	3.31%
8 VOLVO 5 AXLE RIGID	71	10	610	2.73%	0.35%
9 MERCEDES-BENZ 3 AXLE TRACTOR	71	311	-77.17	2.73%	10.82%
10 RENAULT 4 AXLE RIGID	65	98	-33.67	2.50%	3.41%

By County	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
CARLOW	19	25	-24	0.73%	0.87%
CAVAN	45	36	25	1.73%	1.25%
CLARE	41	39	5.13	1.58%	1.36%
CORK	304	330	-7.88	11.68%	11.49%
DONEGAL	44	68	-35.29	1.69%	2.37%
DUBLIN	994	958	3.76	38.19%	33.34%
GALWAY	122	96	27.08	4.69%	3.34%
KERRY	68	73	-6.85	2.61%	2.54%
KILDARE	122	132	-7.58	4.69%	4.59%
KILKENNY	76	117	-35.04	2.92%	4.07%
LAOIS	24	32	-25	0.92%	1.11%
LEITRIM	4	7	-42.86	0.15%	0.24%
LIMERICK	68	119	-42.86	2.61%	4.14%
LONGFORD	32	35	-8.57	1.23%	1.22%
LOUTH	39	53	-26.42	1.50%	1.84%
MAYO	41	60	-31.67	1.58%	2.09%
MEATH	165	179	-7.82	6.34%	6.23%
MONAGHAN	88	103	-14.56	3.38%	3.59%
OFFALY	10	16	-37.5	0.38%	0.56%
ROSCOMMON	13	14	-7.14	0.50%	0.49%
SLIGO	25	49	-48.98	0.96%	1.71%
TIPPERARY	74	91	-18.68	2.84%	3.17%
WATERFORD	40	36	11.11	1.54%	1.25%
WESTMEATH	27	34	-20.59	1.04%	1.18%
WEXFORD	81	137	-40.88	3.11%	4.77%
WICKLOW	37	34	8.82	1.42%	1.18%

By Weight (kg)	2017 Units	2016 Units	% Change	2017 % Share	2016 % Share
3501-5000	1	1	0	0.04%	0.03%
5001-6000	61	5	1	2.34%	0.17%
6001-8000	215	242	-11.16	8.26%	8.42%
8001-10000	29	44	-34.09	1.11%	1.53%
10001-12000	86	79	8.86	3.30%	2.75%
12001-14000	14	37	-62.16	0.54%	1.29%
14001-17000	70	102	-31.37	2.69%	3.55%
17001+	2,127	2,299	-7.48	81.71%	80.02%

# Vehicle Testing Statistics



NCT Results 1st Jan to 31st December 2017							
	Pass	%	Fail Refusal	%	Fail Dangerous	%	Total
Full Tests	667,007	49.2%	683,352	50.4%	5,187	0.4%	1,355,546
Re-Tests	628,305	91.3%	59,093	8.6%	938	0.1%	688,336
	1,295,312		742,445		6,125		2,043,882

Source: NCT



Source: SIMI/VTN

Over **9,900** fail dangerous vehicles have been identified since beginning of this year

LCV Monthly Test Volumes Year-on-Year						
	Q1	Q2	Q3	Q4	Total	% Change
2012	100,261	103,008	100,778	89,931	393,978	-
2013	100,901	105,028	110,634	102,239	418,802	6.30%
2014	107,780	119,269	127,503	132,478	487,030	16.29%
2015	130,152	132,434	142,806	128,190	533,582	9.56%
2016	128,745	142,175	142,951	126,021	539,892	1.18%
2017	143,643	141,867	144,525	118,722	548,757	1.64%

## LCV Quarterly Test Volumes with Annual Comparison

Please note from Q2 2016 this report covers CVR tests only and does not include Voluntary and Safety Tests.

LCV Full Tests	2017	2016	% Change
Fail	164,210	167,700	-2.08%
Fail Dangerous	7,257	7,141	1.62%
Pass	216,251	201,397	7.38%
<b>Total</b>	<b>387,718</b>	<b>376,238</b>	<b>3.05%</b>
LCV Re-Tests	2017	2016	% Change
Fail	8,854	9,585	-7.63%
Fail Dangerous	367	390	-5.90%
Pass	150,642	152,608	-1.29%
<b>Total</b>	<b>159,863</b>	<b>162,583</b>	<b>-1.67%</b>

## HCV Monthly Test Volumes Year-on-Year

	Q1	Q2	Q3	Q4	Total	% Change
2012	29,346	29,924	30,436	25,094	114,800	-
2013	29,738	30,635	33,028	29,009	122,410	6.6%
2014	32,154	34,550	38,928	32,962	138,594	13.2%
2015	35,635	37,477	41,108	34,093	148,313	7.0%
2016	36,891	40,240	41,730	34,321	153,182	3.3%
2017	39,103	38,927	40,618	32,989	151,637	-1.0%

## HCV Quarterly Test Volumes with Annual Comparison

HCV Full Tests	2017	2016	% Change
Fail	43,004	49,142	-12.49%
Fail Dangerous	1,939	1,857	4.42%
Pass	56,933	48,913	16.40%
<b>Total</b>	<b>101,876</b>	<b>99,912</b>	<b>1.97%</b>
HCV Re-Tests	2017	2016	% Change
Fail	3,160	4,366	-27.62%
Fail Dangerous	135	113	19.47%
Pass	39,189	43,958	-10.85%
<b>Total</b>	<b>42,484</b>	<b>48,437</b>	<b>-12.29%</b>



# Motor Industry Review Highlights

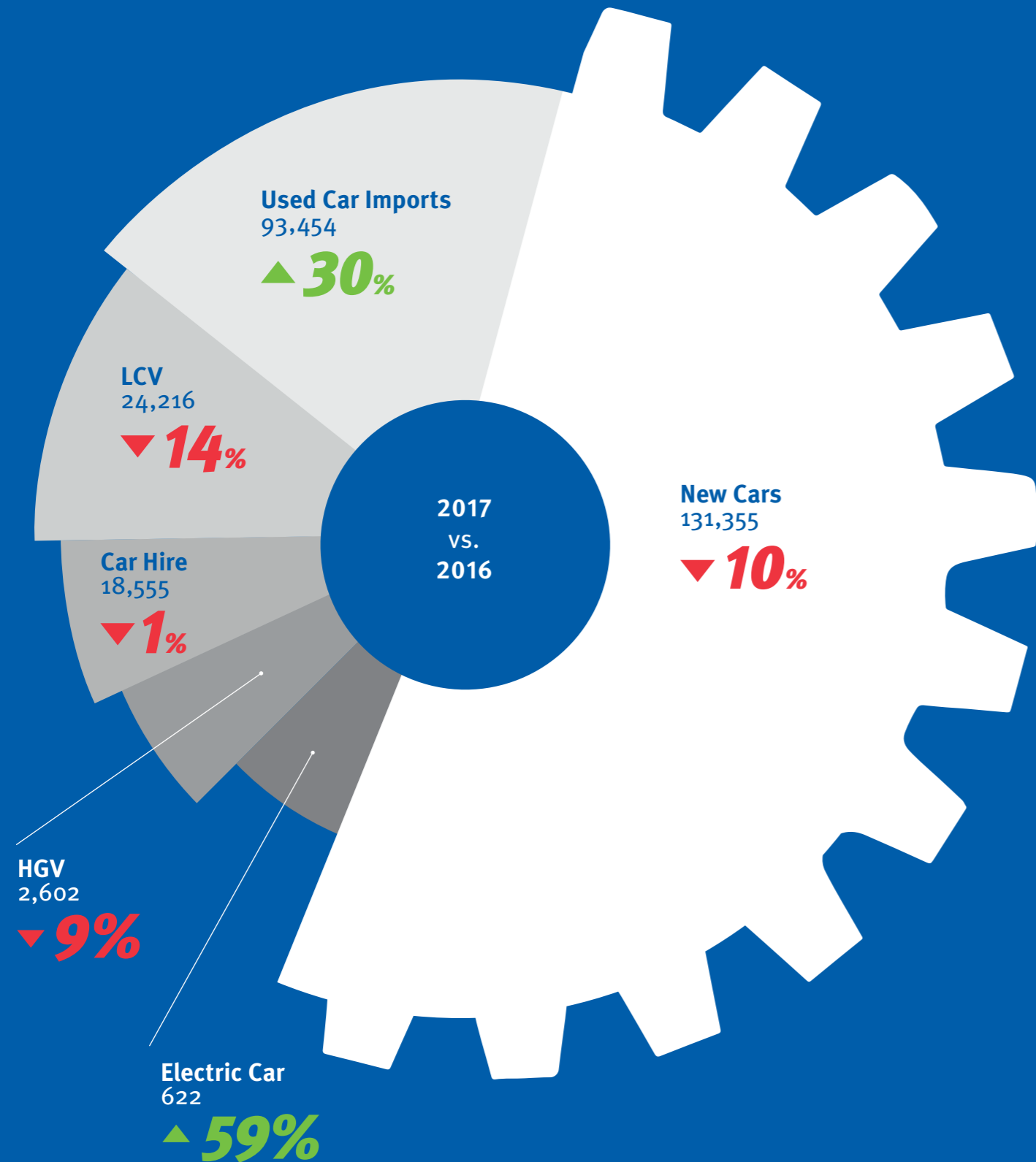
in association with

**DoneDeal**



DoneDeal

# 01 Total First Registrations



## 02 Top Selling Car Body Types 2017

New

Used Imports

Rank	Body Type	Rank	Body Type
1	HATCHBACK	1	HATCHBACK
2	MPV	2	SALOON
3	SALOON	3	ESTATE

Source: SIMI Stats



DoneDeal

## 03 Top Selling Car Models 2017\*

New

Used

Rank	Model	Rank	Model
1	HYUNDAI TUSCON	1	VOLKSWAGEN GOLF
2	VOLKSWAGEN GOLF	2	VOLKSWAGEN PASSAT
3	NISSAN QASHQAI	3	FORD FOCUS
4	SKODA OCTAVIA	4	AUDI A4
5	FORD FOCUS	5	BMW 3-SERIES

\*New car information sourced from SIMI stats, used car information sourced from DoneDeal.ie

## 04 Top Selling Car Colours 2017\*

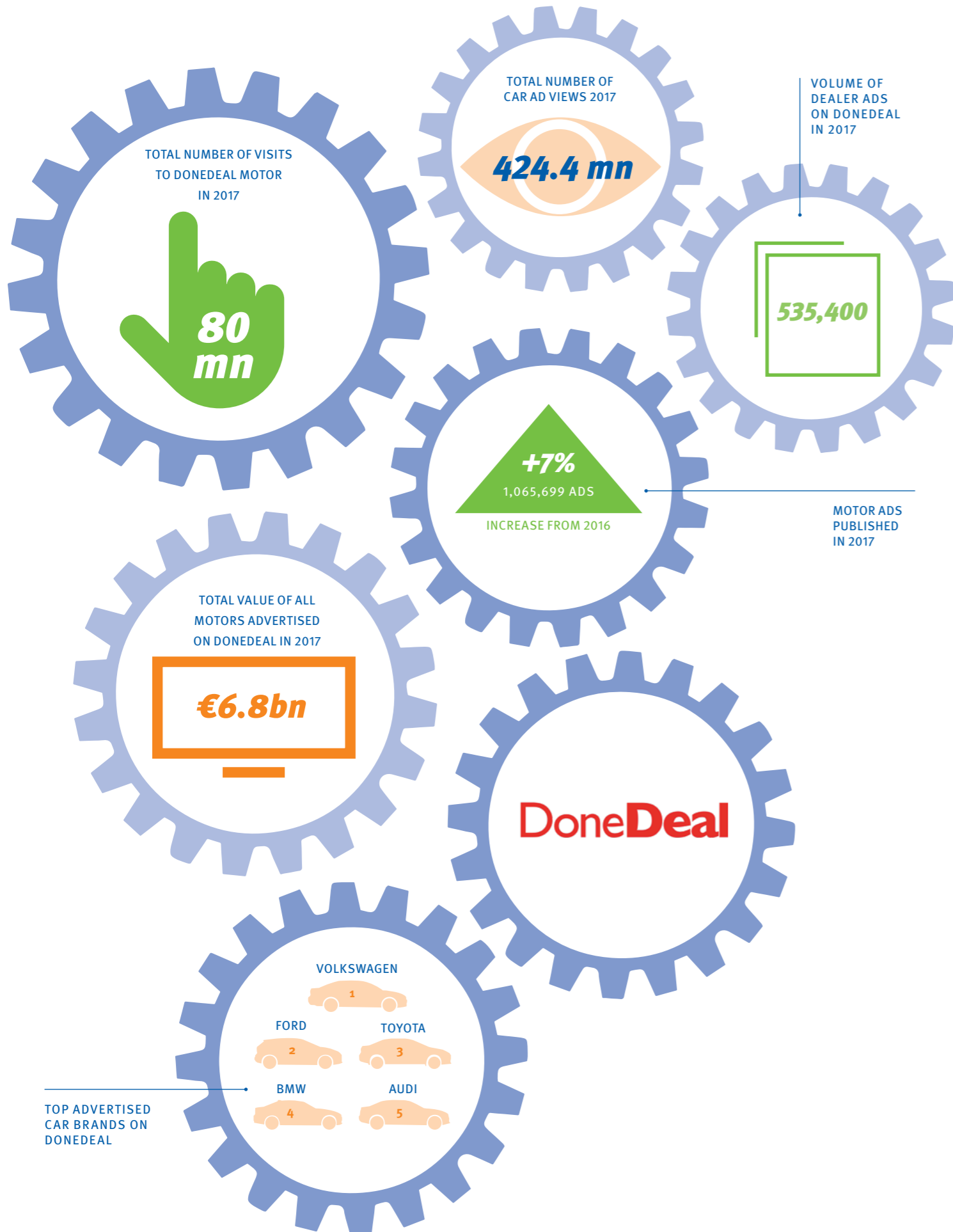
New

Used

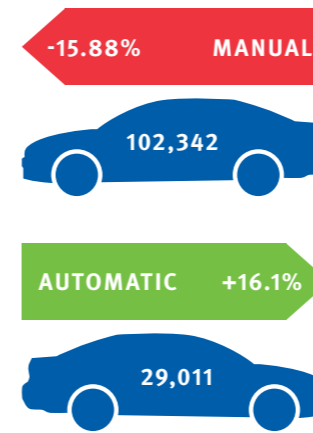
Rank	Colour	Rank	Colour
1	GREY	1	BLACK
2	BLACK	2	SILVER
3	WHITE / IVORY	3	BLUE
4	BLUE	4	GREY
5	RED / MAROON	5	RED

\*New car information sourced from SIMI stats, used car information sourced from DoneDeal.ie

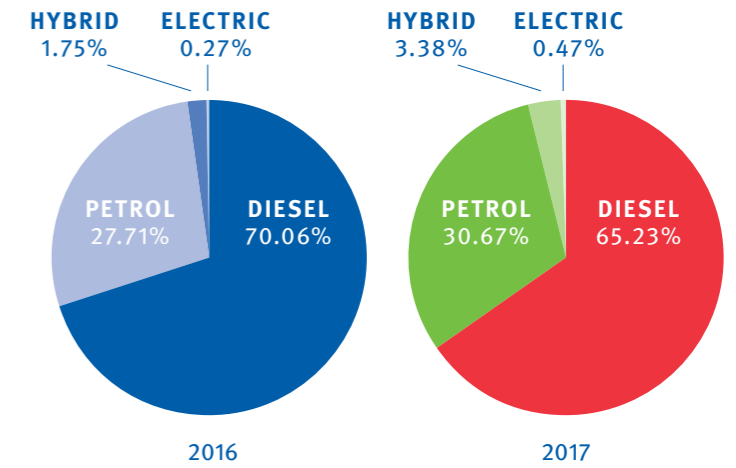
05 DoneDeal.ie Ireland's Largest Motor Advertising Website



06 New Cars by Transmission

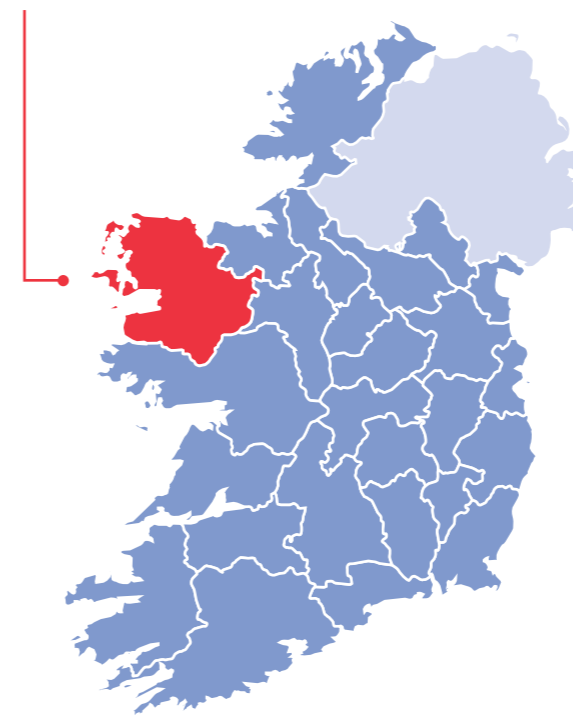


07 New Cars by Engine Type



08 New Car Registrations % Change by County January–December 2017

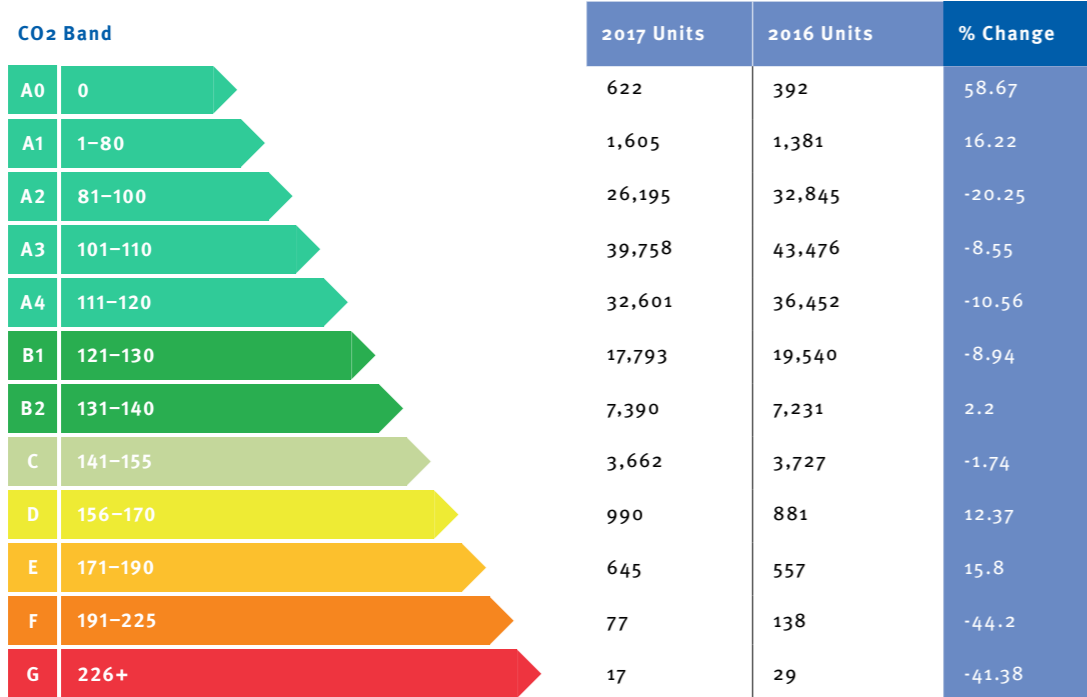
**BIGGEST DECREASE**  
**Mayo**  
**▼19.1%**



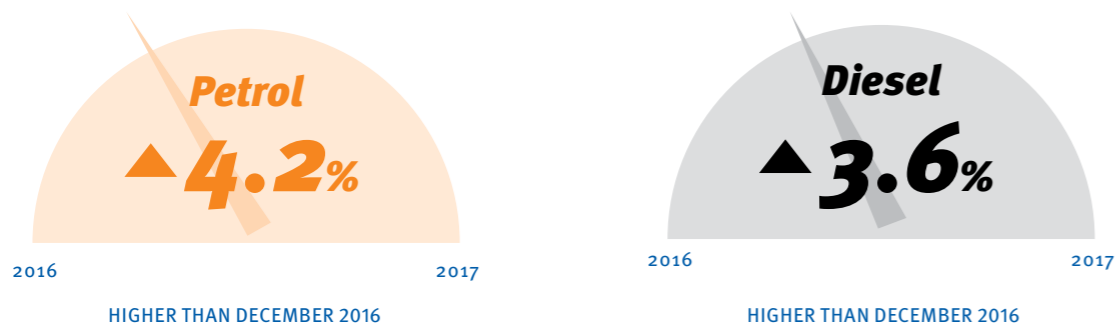
County	2017 Units	2016 Units	% Change
Carlow	1,542	1,761	-12.44
Cavan	1,487	1,606	-7.41
Clare	2,729	3,151	-13.39
Cork	16,520	18,808	-12.17
Donegal	2,943	3,523	-16.46
Dublin	54,856	58,285	-5.88
Galway	4,922	5,843	-15.76
Kerry	2,820	3,229	-12.67
Kildare	5,278	6,046	-12.7
Kilkenny	2,407	2,823	-14.74
Laois	1,528	1,776	-13.96
Leitrim	551	634	-13.09
Limerick	4,493	5,200	-13.6
Longford	642	727	-11.69
Louth	2,774	3,153	-12.02
<b>Mayo</b>	<b>2,277</b>	<b>2,816</b>	<b>-19.14</b>
Meath	3,900	4,657	-16.26
Monaghan	1,052	1,240	-15.16
Offaly	1,557	1,883	-17.31
Roscommon	1,201	1,420	-15.42
Sligo	1,147	1,317	-12.91
Tipperary	3,560	4,148	-14.18
Waterford	3,444	3,690	-6.67
Westmeath	1,888	2,210	-14.57
Wexford	3,069	3,486	-11.96
Wicklow	2,768	3,217	-13.96

Source: SIMI

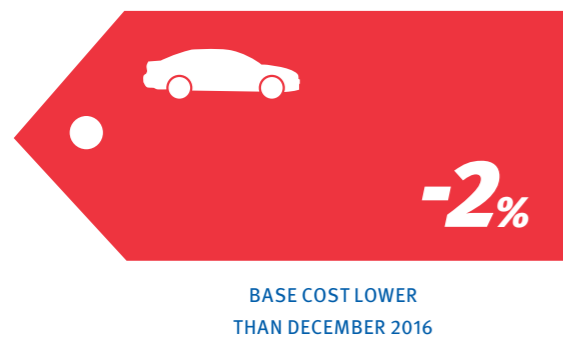
### 09 New Cars by Emissions



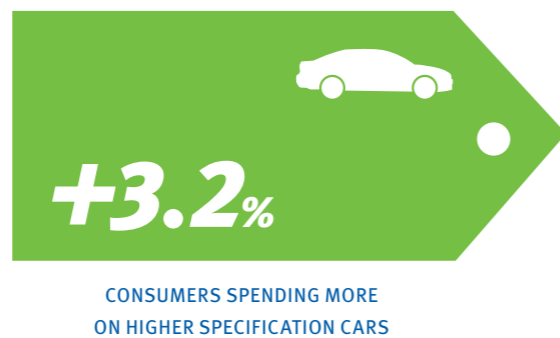
### 10 Cost of Motoring



### 11 Cost of a New Car



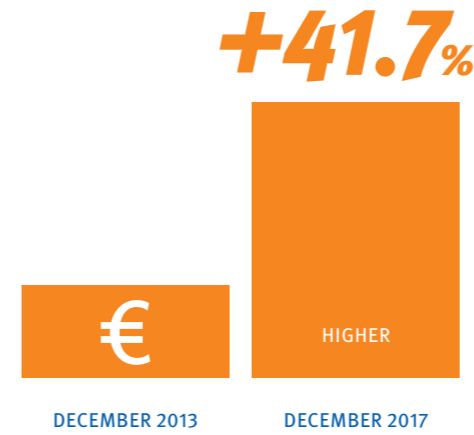
### 12 Cost of a New Car Based on OMSP\*



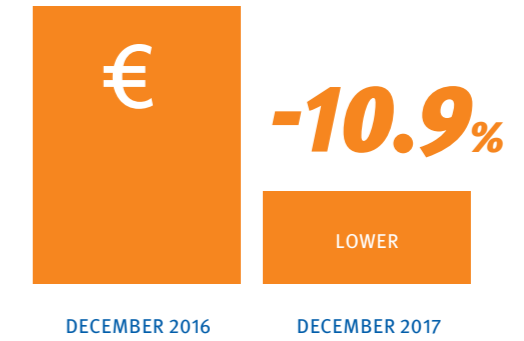
Source: CSO

\* Open Market Sales Price

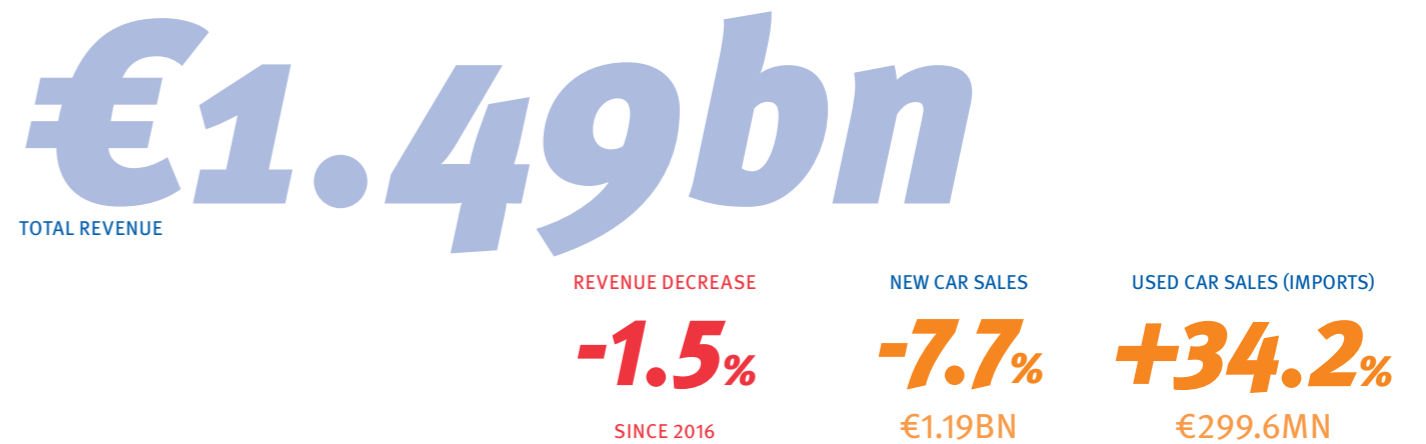
### 13 Average Motor Insurance Costs 2013 to 2017



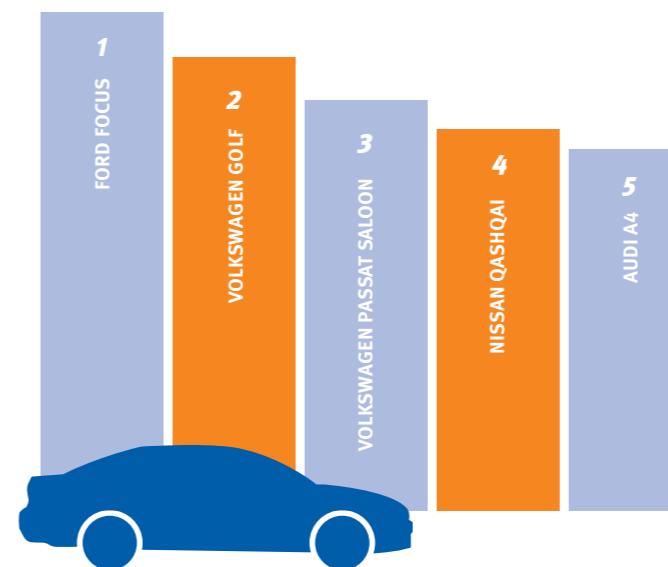
### 14 Average Motor Insurance Cost Year on Year 2016 to 2017



### 15 Government Revenues on Car Sales (2017 vs 2016)



### 16 Top Selling Used Imports Models



### 17 Age Profile Used Imports

Age Group	2017 Units	2016 Units	% Change
Current Year	1,902	1,613	17.92
1 Year Old	6,602	3,849	71.53
2 Years Old	9,100	5,707	59.45
3 Years Old	19,175	12,886	48.8
4 & 5 Years Old	27,215	21,714	25.33
6 to 9 Years Old	25,132	21,110	19.05
10 Years & Older	4,328	5,274	-17.94
Total	93,454	72,153	30





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