

# Bank of Ireland Motor Sector News

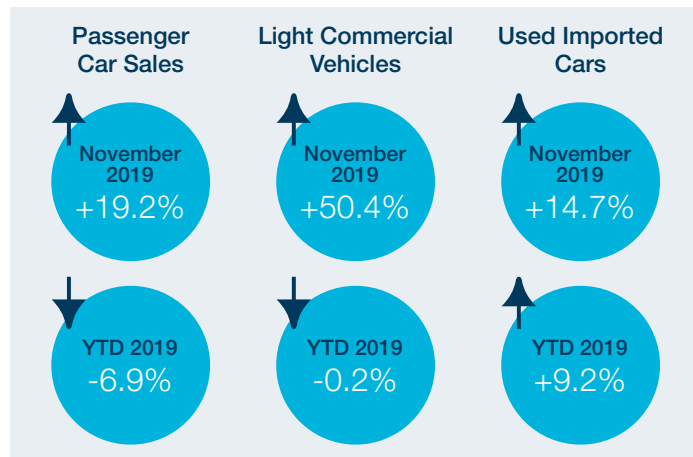
## Edition 11 November 2019

In the month of November, new car registrations increased 19.2%, light commercial vehicle sales (LCV) increased 50.4% and used imports increased 14.7%.

Based on a 3 year average from 2016-2018, November represents 0.5% of annualised passenger car sales and 2.3% of annualised LCV sales.

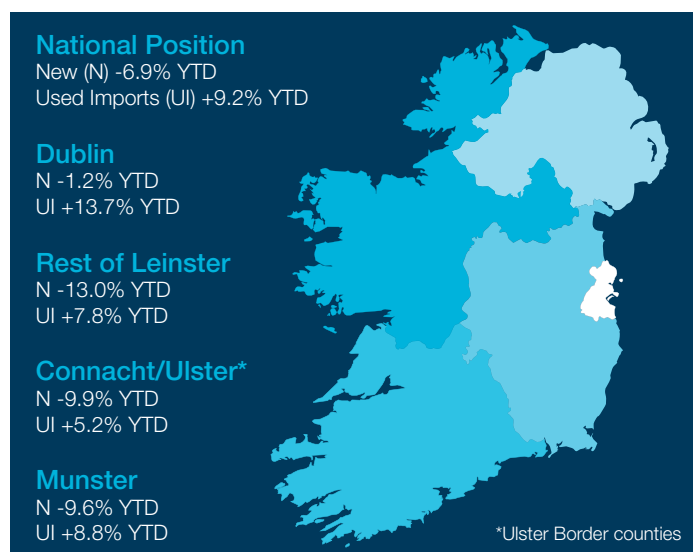
In the first 11 months of 2019, new passenger car sales have declined 6.9%, LCV sales are down 0.2% and used imports have increased by 9.2%.

This edition marks the final 2019 issue of the Bank of Ireland Motor Sector Newsletter. The next newsletter will be released in January 2020 and will summarise key market data and trends in the sector in 2019.



## Provincial Developments

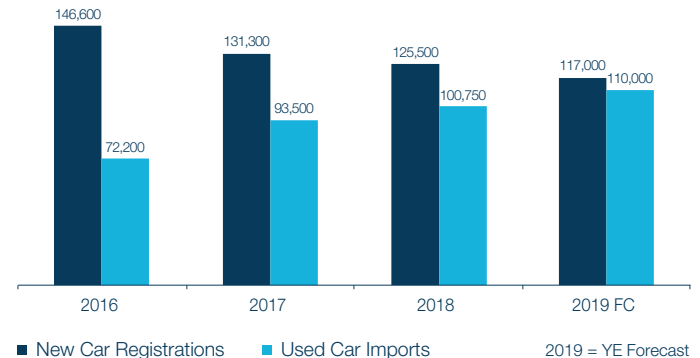
### November 2019 YTD



## Trends

In advance of the proposed Brexit deadline of 31st October 2019, used car imports increased notably. In the months of September and October, used imports increased by 20.3% and 25.4% respectively. In November, used imports increased by 14.7% bringing the annual volume of used cars imported to 103,902 units – a record year.

Although sterling strengthened in the month of November, used import volumes continued to increase. Part of this increase could be attributed to the registration of used imported cars ahead of the Nitrogen Oxide (NOx) levy that will apply to used imports from January 2020.



## 2020 Market

The new car market will remain challenging in 2020, despite a supportive macroeconomic environment.

The Society of Irish Motor Industry (SIMI) is forecasting a decline of 6% in new car sales in 2020 (assuming a hard Brexit is avoided). The development of used import trends in 2020, and its impact to new car sales, will depend on how sterling performs and what impact the NOx levy, commencing in January 2020, has on used car imports.

Nonetheless, the new decade heralds a new number plate for new vehicles and there is a possibility that the '201' plate will encourage some drivers to change their cars. The impact of Budget 2020 on the sector was relatively benign and brought clarity to taxation and vehicle pricing in 2020. At this time of the year, manufacturers have released consumer incentives to enable motor dealers build their order banks – time to go shopping...

Bank of Ireland would like to wish our customers, and all in the sector, a successful and prosperous '201' selling season.

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Stephen joined Bank of Ireland in 2018 and brings over 20 years Motor Sector Industry experience having held senior positions in both wholesale distribution and in retail as a motor dealer where he operated as Dealer Principal for 7 years – read more about him at [boi.com/motorsector](http://boi.com/motorsector).

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