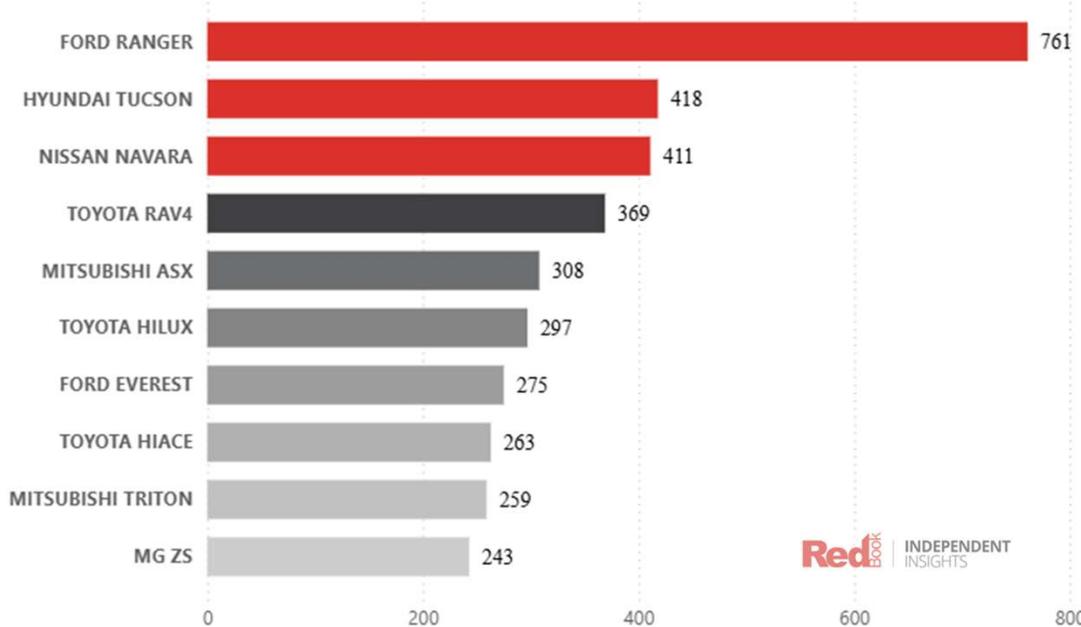
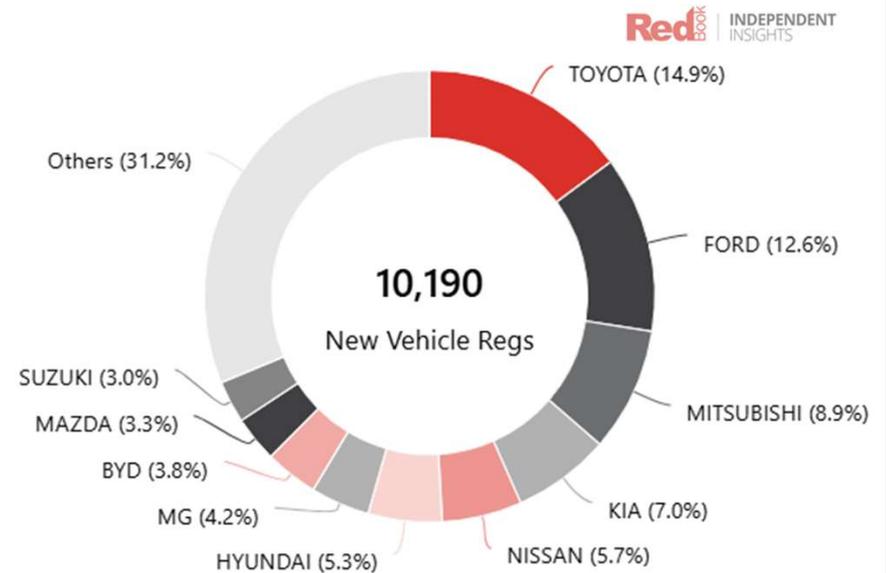


Top 10 Sellers - Feb 2026



Market Share by Brand (Top 10) - Feb 2026



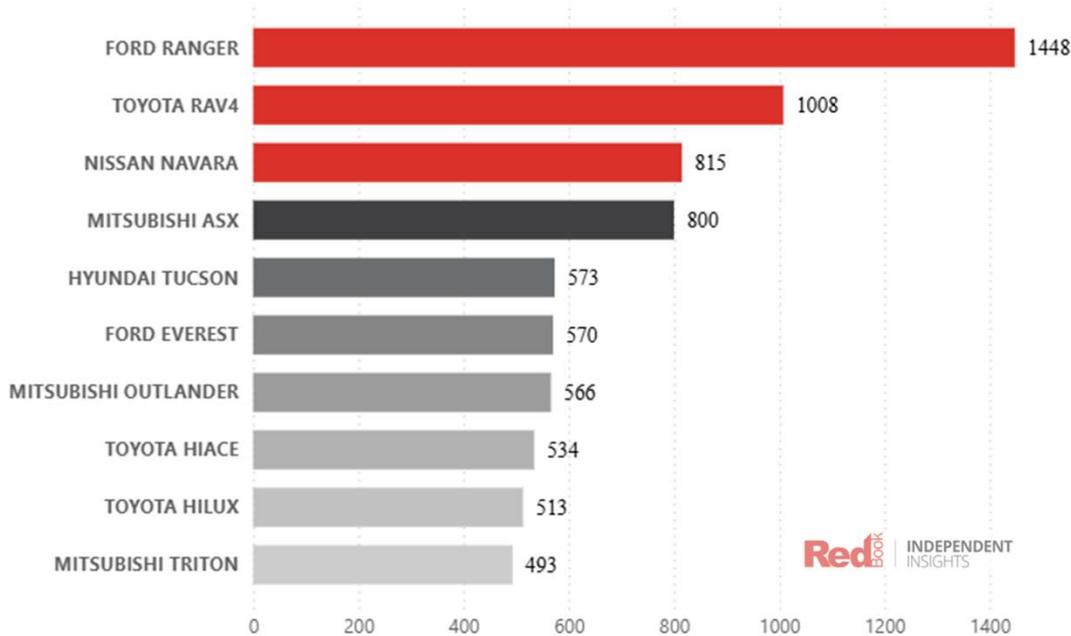
Top Sellers

- 1.Ford Ranger on Top:** The Ford Ranger continues to lead the market with 761 units sold.
- 2.Hyundai Tucson and Nissan Navara Follow:** The Hyundai Tucson (418 units) rises to second place, while the Nissan Navara (411 units) climbs to third.
- 3.Toyota RAV4 Falls Out of Top 3:** The Toyota RAV4 (369 units) drops to fourth place.

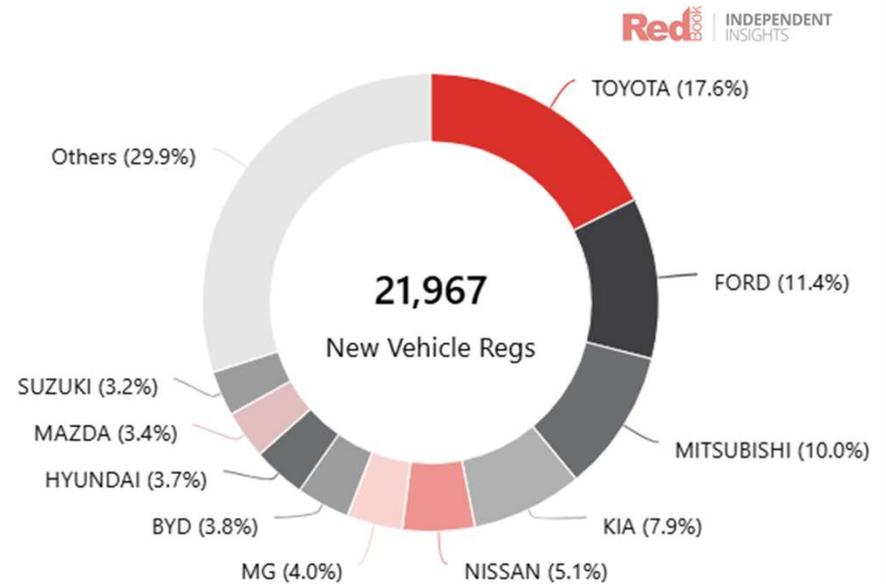
Market Share

- 1.Toyota Dominates:** Toyota continues to hold the largest market share at 14.9%, but the gap to No. 2 has narrowed.
- 2.Ford and Mitsubishi Compete:** Ford holds the No. 2 position with 12.6%, followed by Mitsubishi at 8.9%.

Top 10 Sellers - YTD 2026



Market Share by Brand (Top 10) - YTD 2026



Top Sellers

1. SUV's and Utes dominate sales: SUVs (or “Wagons”) make up nearly 60% of all sales. Utes are in second at nearly 20%. Hatchbacks are third with only 9% of the market share.

2. Ford Ranger holds No.1 Spot: The Ford Ranger remains the top-selling model, followed by the Toyota RAV4 and Nissan Navara.

Market Share

1. Toyota Dominates YTD: Toyota holds the largest market share at 17.6%, although this is down from 21% YTD in Feb 2024 and 23% in Feb 2025 as new brands from China are snapping up market share.

2. Ford and Mitsubishi Compete: Ford has a 11.4% market share, while Mitsubishi holds 10.0%.

Feb 26

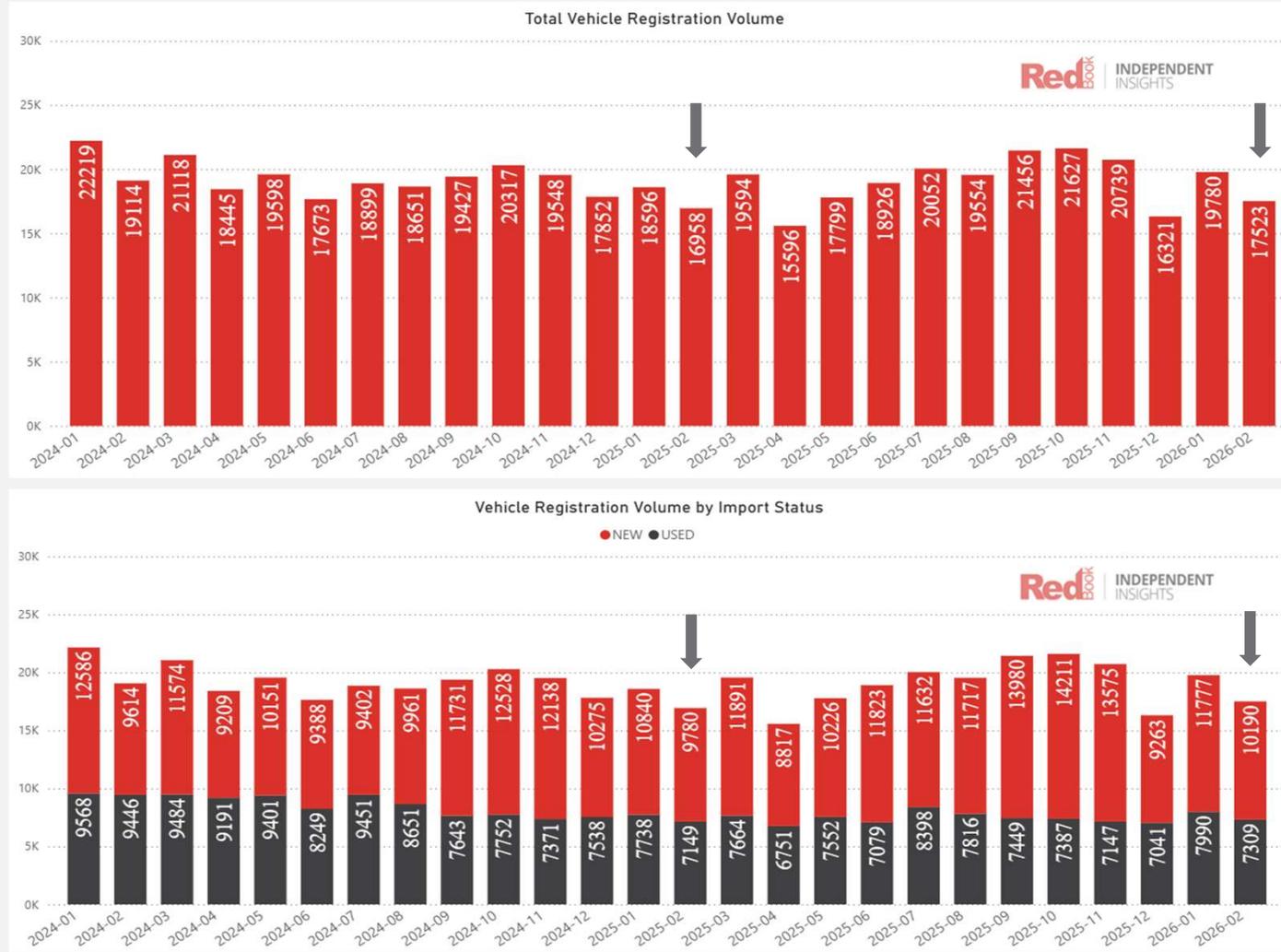
NZ New Car Sales Trend

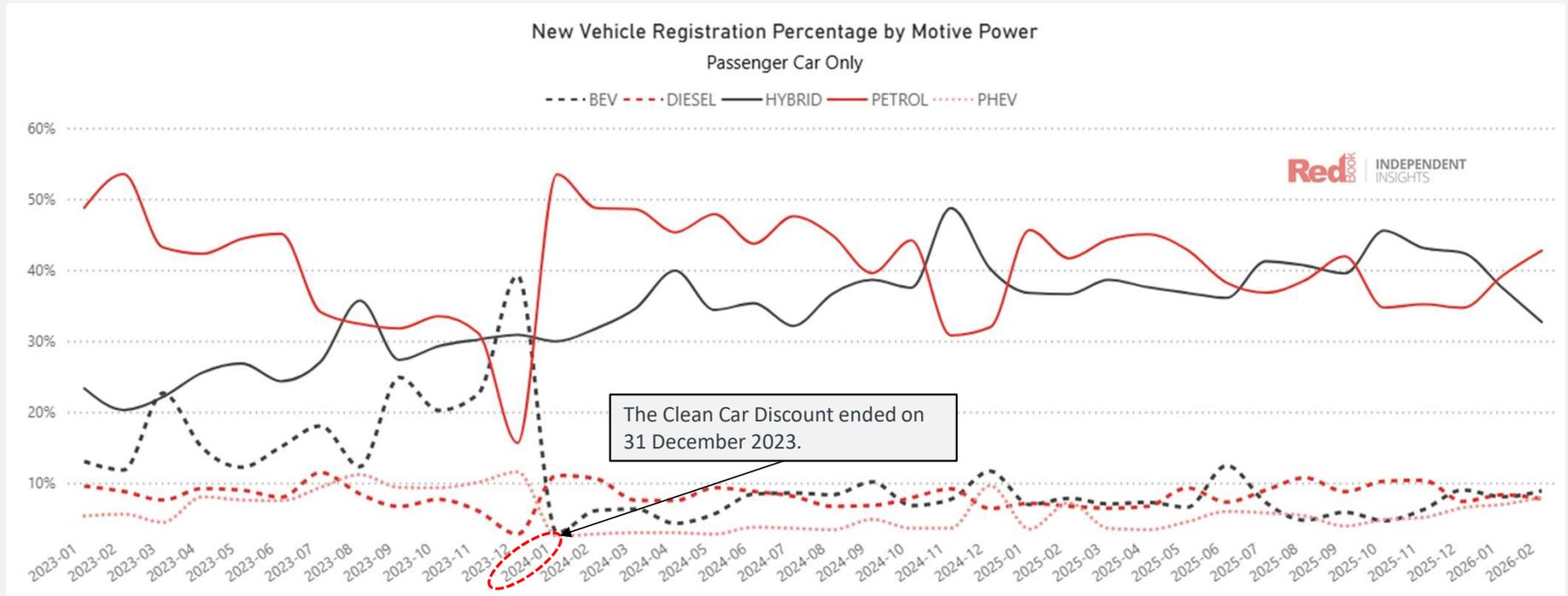
Market Trend

1. Overall Registrations Drop MoM – Total vehicle registrations decreased 11% month-on-month compared with January 2026, with both new and used registrations declining. This is not unusual with registrations in January supported by deliveries held over until the New Year.

2. New Registrations Up 4% YoY – New vehicle registrations rose 4% compared with February 2025.

3. Used Registrations Up 2% YoY – Used vehicle registrations increased 2% compared with February 2025.

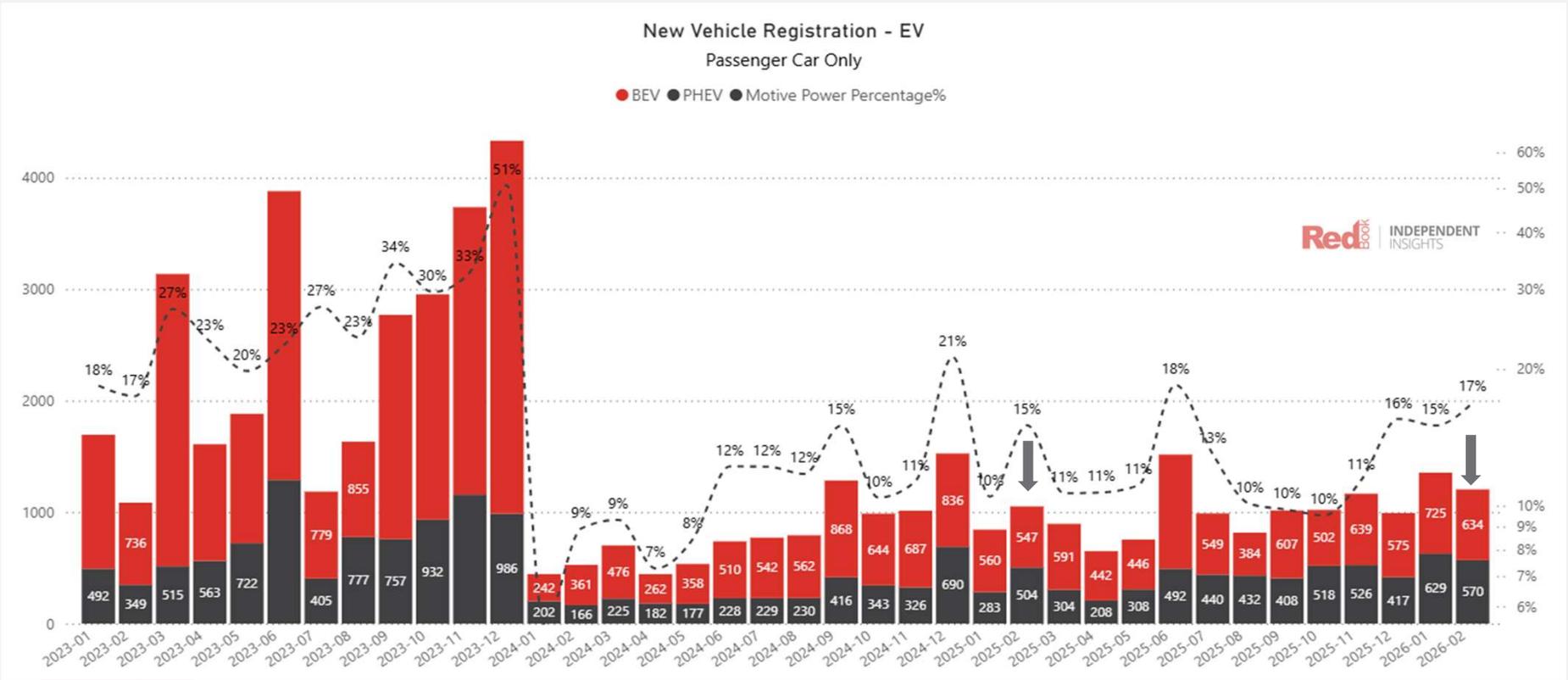




Insights

1. Hybrid Softens as Petrol Rebounds: Hybrid share continued to ease, while petrol gained further momentum for a second straight month. Looming petrol price increases with war in the Middle East may see this swing back towards more hybrids.

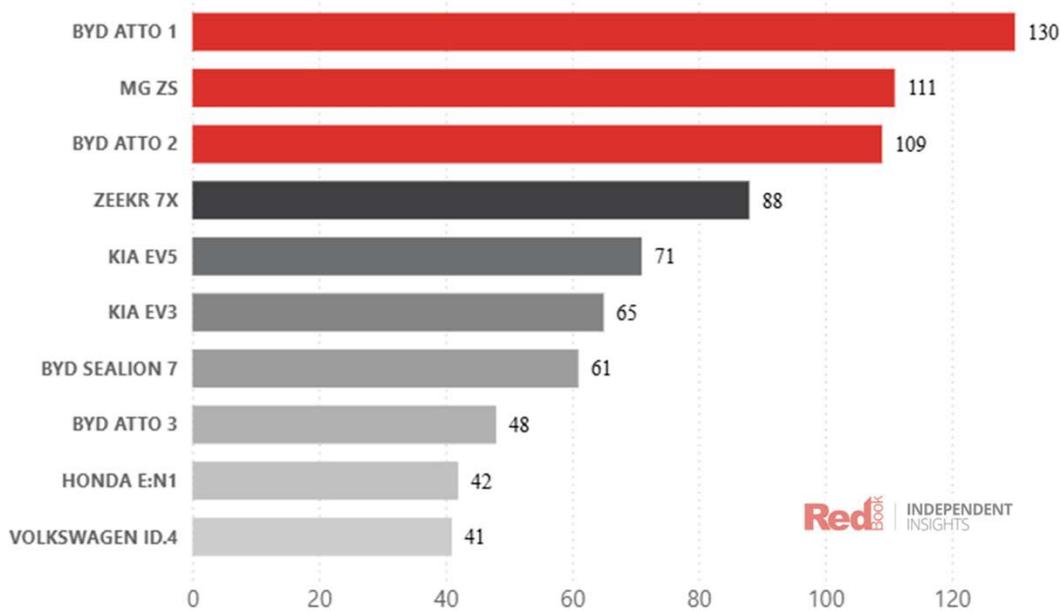
2. EV Share Edges Higher: The combined BEV and PHEV registration share increased slightly compared with January.



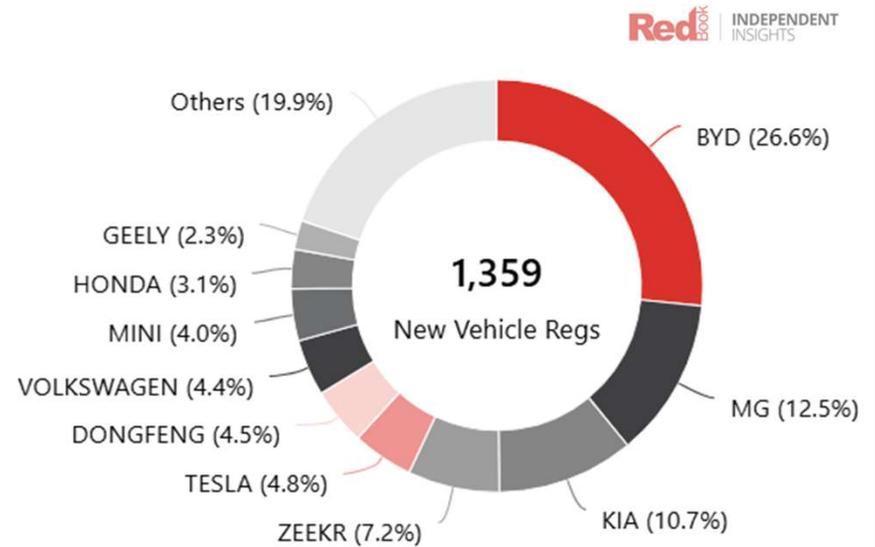
Insights

- EV Share Up Despite Volume Dip:** EV registrations declined slightly MoM, but combined share increased to 17%.
- Top-selling BEV and PHEV models YTD 2026** were led by **BYD ATTO 1**, followed by **BYD Sealion 5** and **Sealion 6**. Other strong performers included **Mitsubishi Eclipse Cross**, **MG ZS**, **BYD ATTO 2**, **GWM Haval H6**, **Zeekr 7X**, **Jaecoo J7** and **Kia EV5**.

Top 10 BEV Sellers - YTD 2026



BEV Market Share by Brand (Top 10) - YTD 2026



Top Sellers

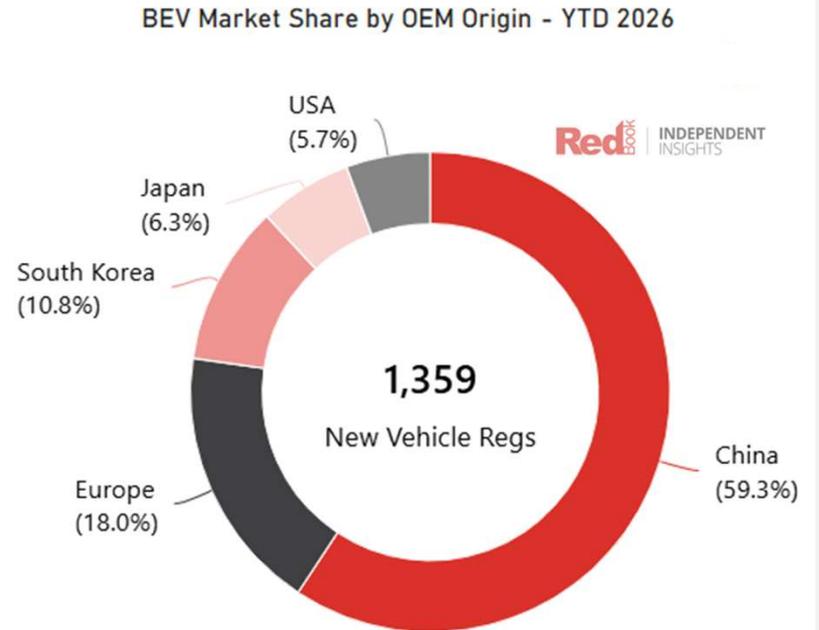
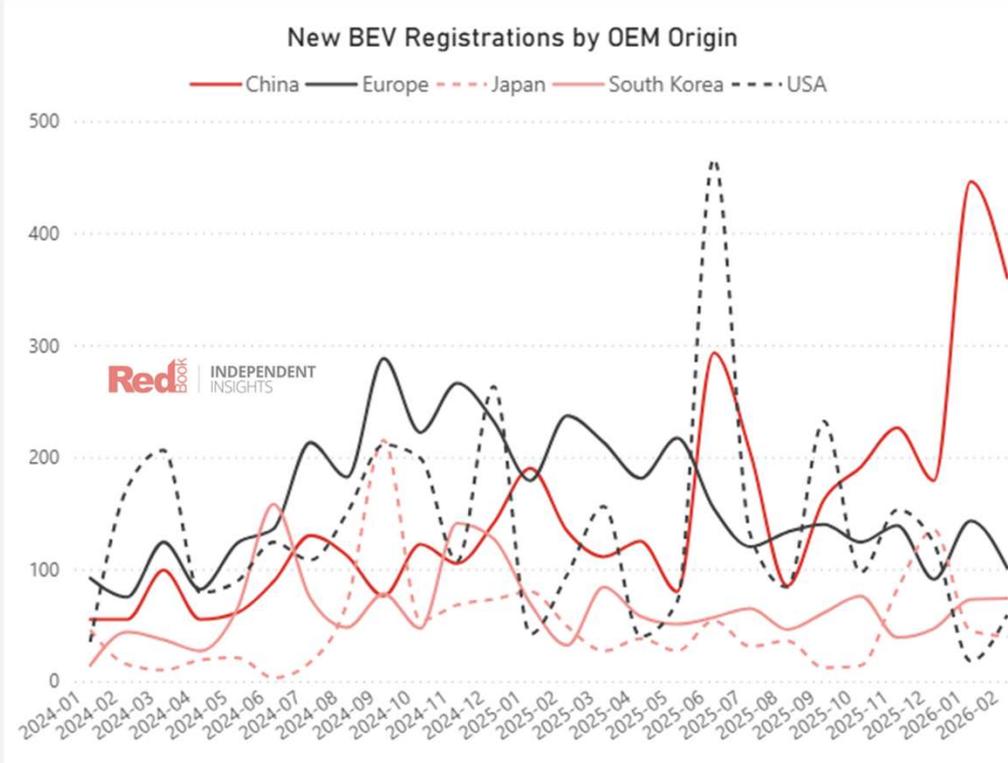
1. BYD Models Lead the BEV Market: Four BYD models rank among the top 10 BEV sellers, reinforcing BYD's strong presence in the market.

2. MG ZS Follows: The MG ZS holds second place with 111 units sold YTD 2026.

Market Share

1. BYD Leads by Brand: BYD holds the largest BEV market share at 26.6%, followed by MG at 12.5%.

2. Kia a Strong Challenger: Kia ranks third with a 10.7% share of BEV registrations as they continue to build their EV range.



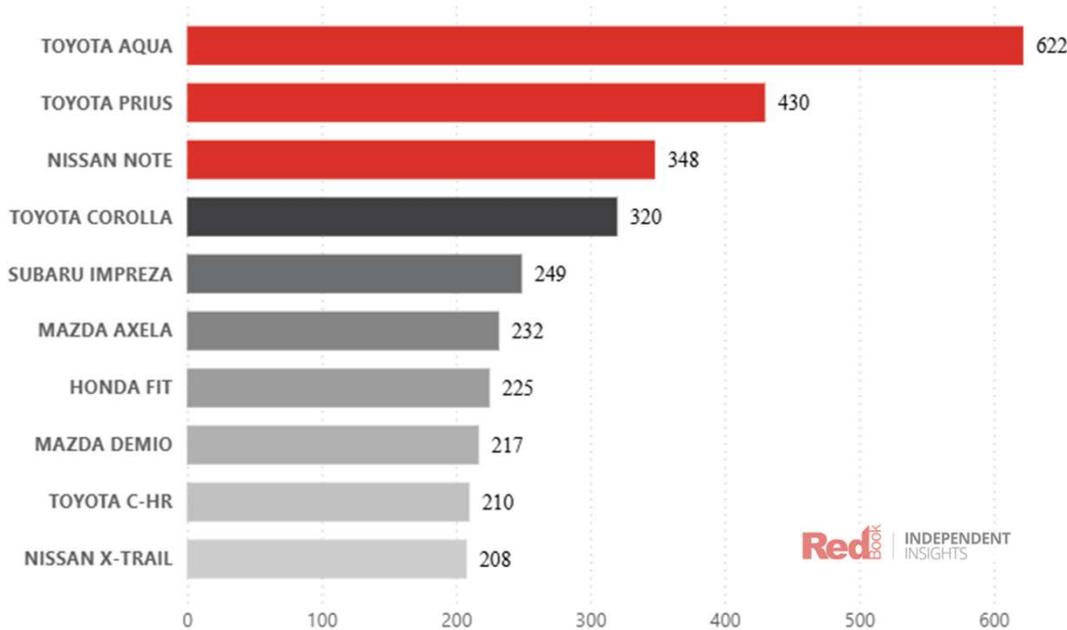
Market Trend

- 1. Volatile Monthly Performance:** BEV volumes by origin remain uneven, with U.S. spikes in mid-2025 and accelerating momentum from China into early 2026.
- 2. China Strengthens Position:** Chinese OEMs continue to expand their presence in the BEV market.

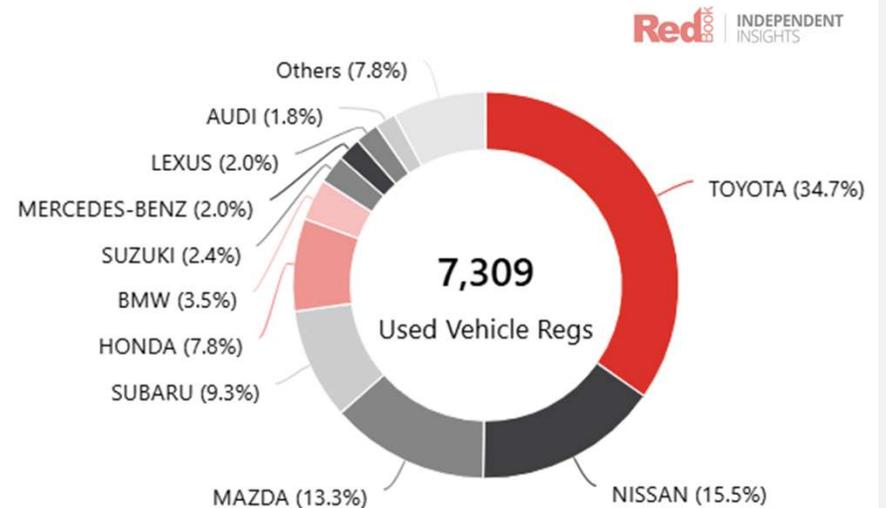
Market Share

- 1. China Leads BEV Supply:** China accounts for 59.3% of BEV registrations, followed by Europe at 18.0%.
- 2. U.S. Share Declines:** BEV registrations from U.S. brands decreased in early 2026, partly reflecting lower Tesla volumes during the period.

Top 10 Sellers - Feb 2026



Market Share by Brand (Top 10) - Feb 2026



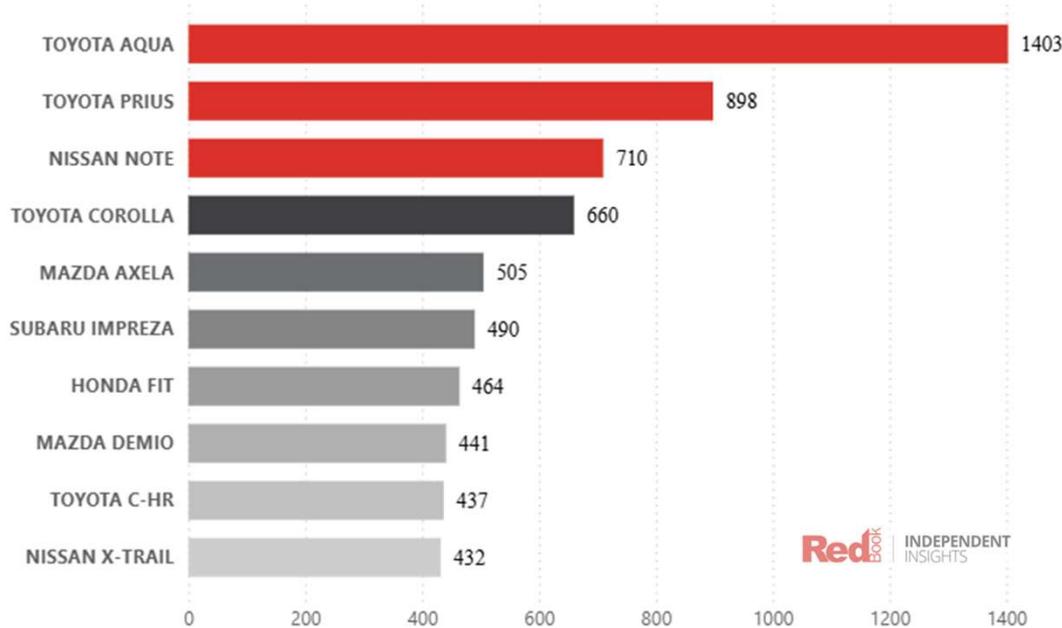
Top Sellers

- 1. Toyota's Prominence:** Toyota models, including the Aqua, Prius and Corolla, are among the most registered.
- 2. Hybrids Dominance:** Nearly half of the list above is made up of hybrids or low petrol usage vehicles.

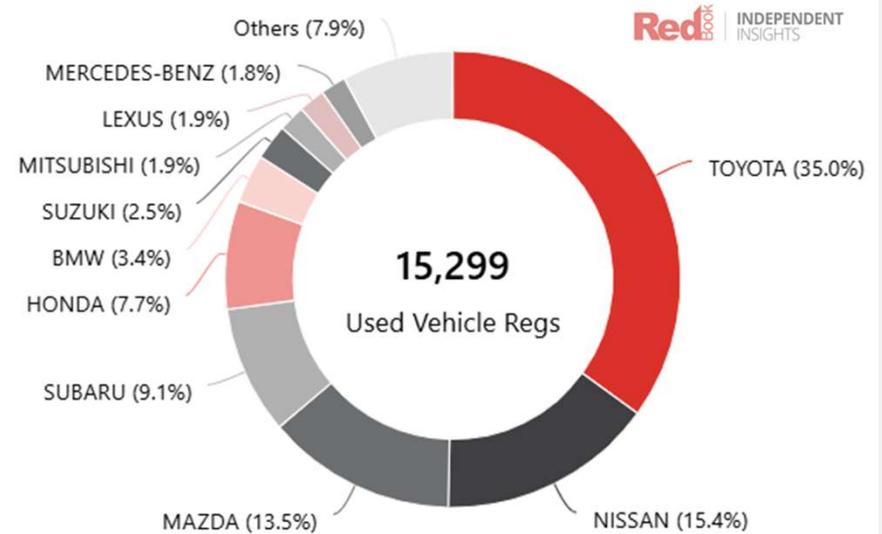
Market Share

- 1. Hybrids Keep Ahead:** Toyota has a commanding lead over used car registrations due to their hybrid range of vehicles.
- 2. Leaders remain:** Not a lot of change in the mix of cars coming in, just less of them.

Top 10 Sellers - YTD 2026



Market Share by Brand (Top 10) - YTD 2026

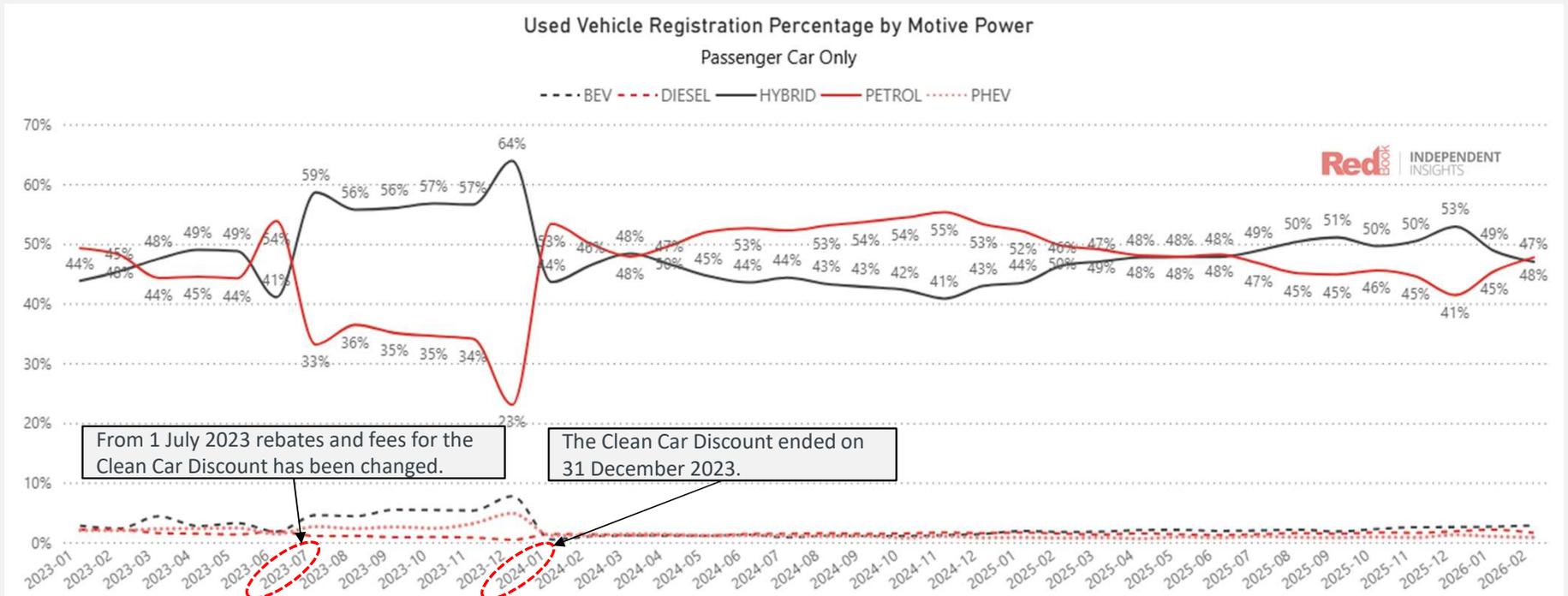


Top Sellers

- 1. Toyota Leads the Model Rankings:** Aqua, Prius and Corolla feature prominently among the top-selling used vehicles.
- 2. Fuel Efficiency Drives Demand:** Almost half of the top 10 models are hybrids or low fuel-consumption vehicles.

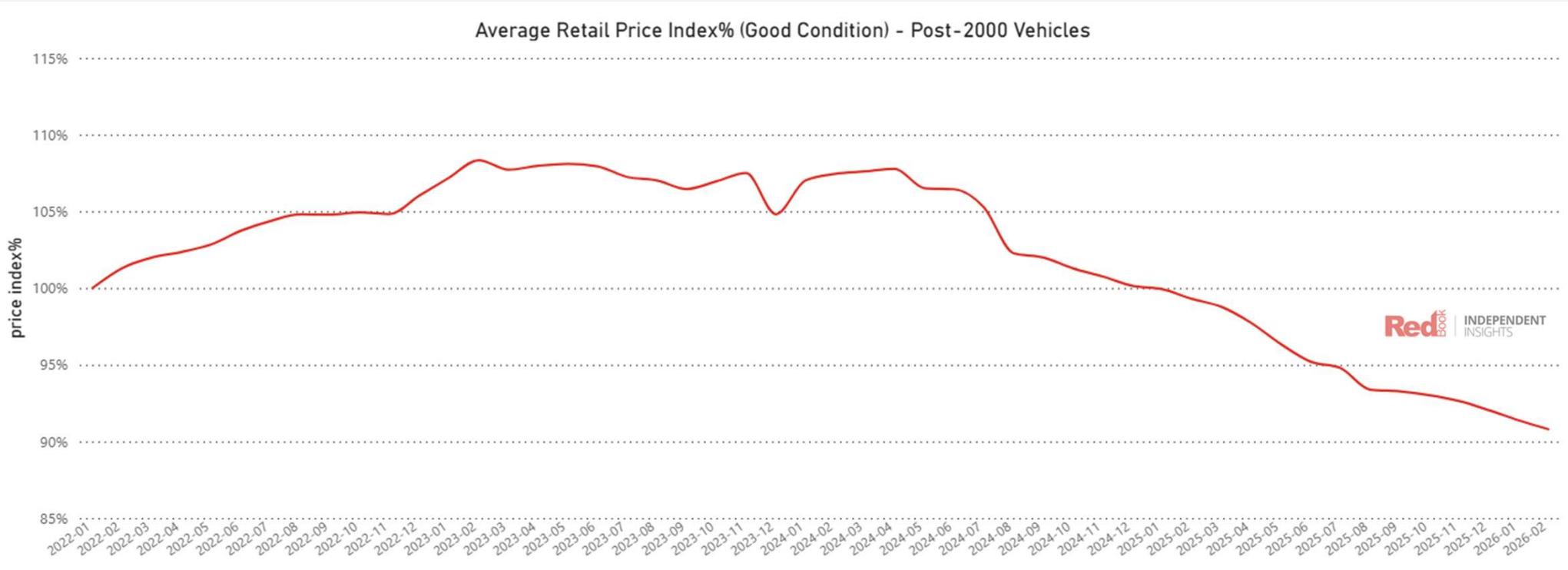
Market Share

- 1. Toyota Dominates:** Toyota has a commanding lead with 35.0% of the used car registrations market.
- 2. Euro's small:** BMW, Mercedes-Benz and Audi together account for only a small share of the market.



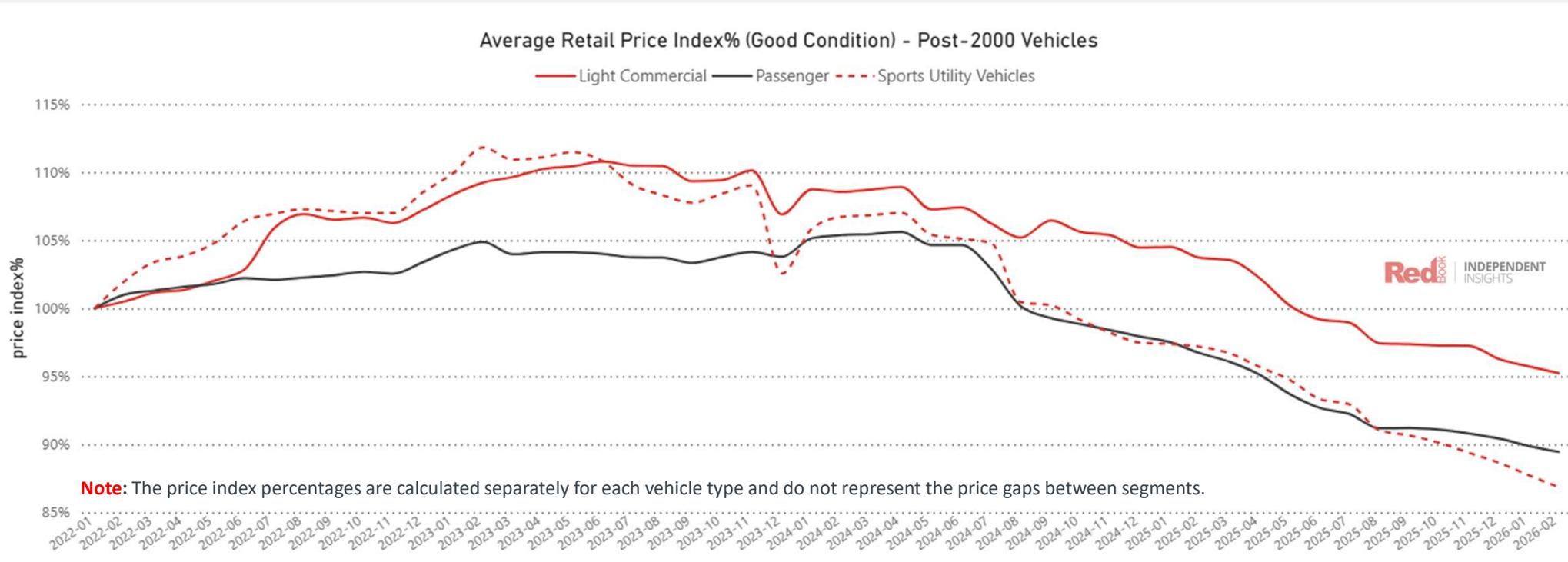
Insights

- 1. Hybrids Ease Slightly:** Hybrid registrations edged down in February 2026, falling marginally below petrol.
- 2. Petrol Moves Ahead:** Petrol's share increased slightly in February 2026, overtaking hybrids to become the largest segment.
- 3. BEV and PHEV Remain Niche:** BEV and PHEV registrations remain very low, together accounting for only a small proportion of used vehicle registrations.



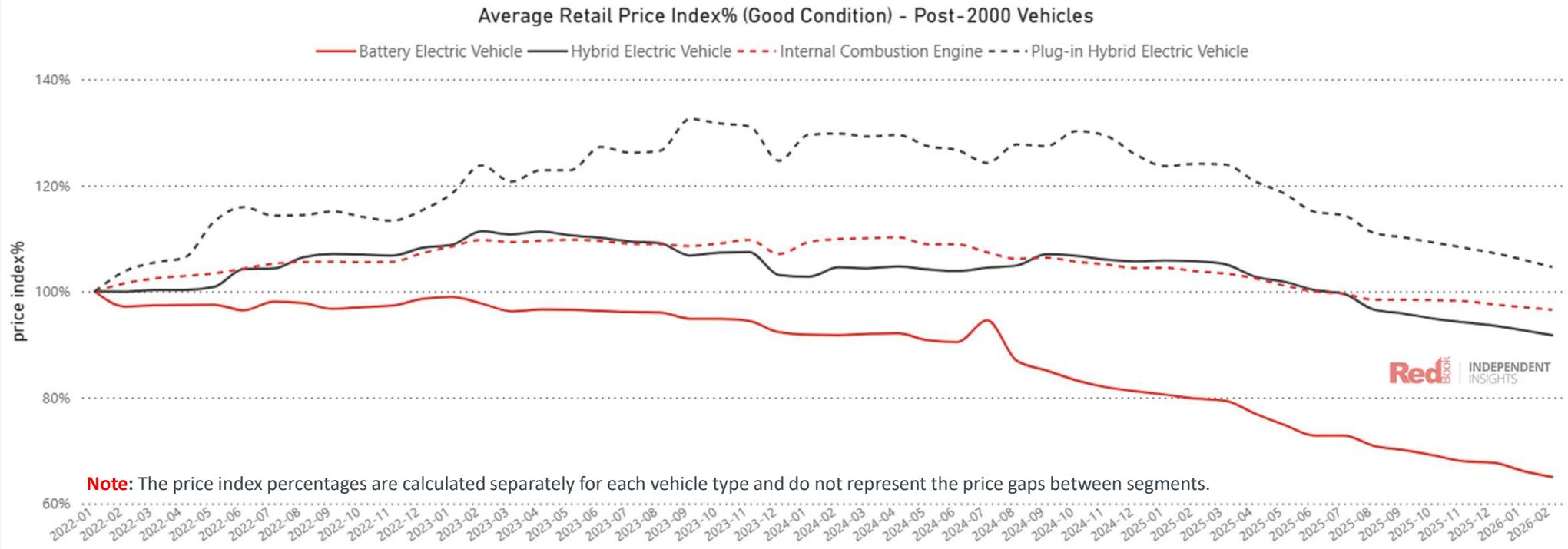
Price Index

1. Prices Remain on a Gradual Downtrend: After peaking in early 2023, retail prices have trended lower through February 2026, although the rate of decline has eased over the past four to five months.



Price Index

- 1. Passenger Cars and Light Commercials Track Closely:** Passenger and light commercial vehicles followed a similar trajectory, peaking in early 2023 before entering a steady downward trend. The decline has continued through February 2026, although the pace of easing has moderated in recent months.
- 2. SUVs Lead the Downturn:** SUVs have experienced the steepest correction since 2023 and remain the most pressured segment as of February 2026. This is after increased popularity over the last 10 years.



Price Index

- ICE and Hybrids Move in Parallel:** After peaking in early 2023, both ICE and hybrid prices have trended lower through February 2026, following a similar downward path.
- PHEVs Show Relative Resilience:** PHEV prices have eased but remain more stable compared with other electrified segments.
- BEVs Face the Sharpest Decline:** BEVs have recorded the steepest and most sustained price correction since 2023.