

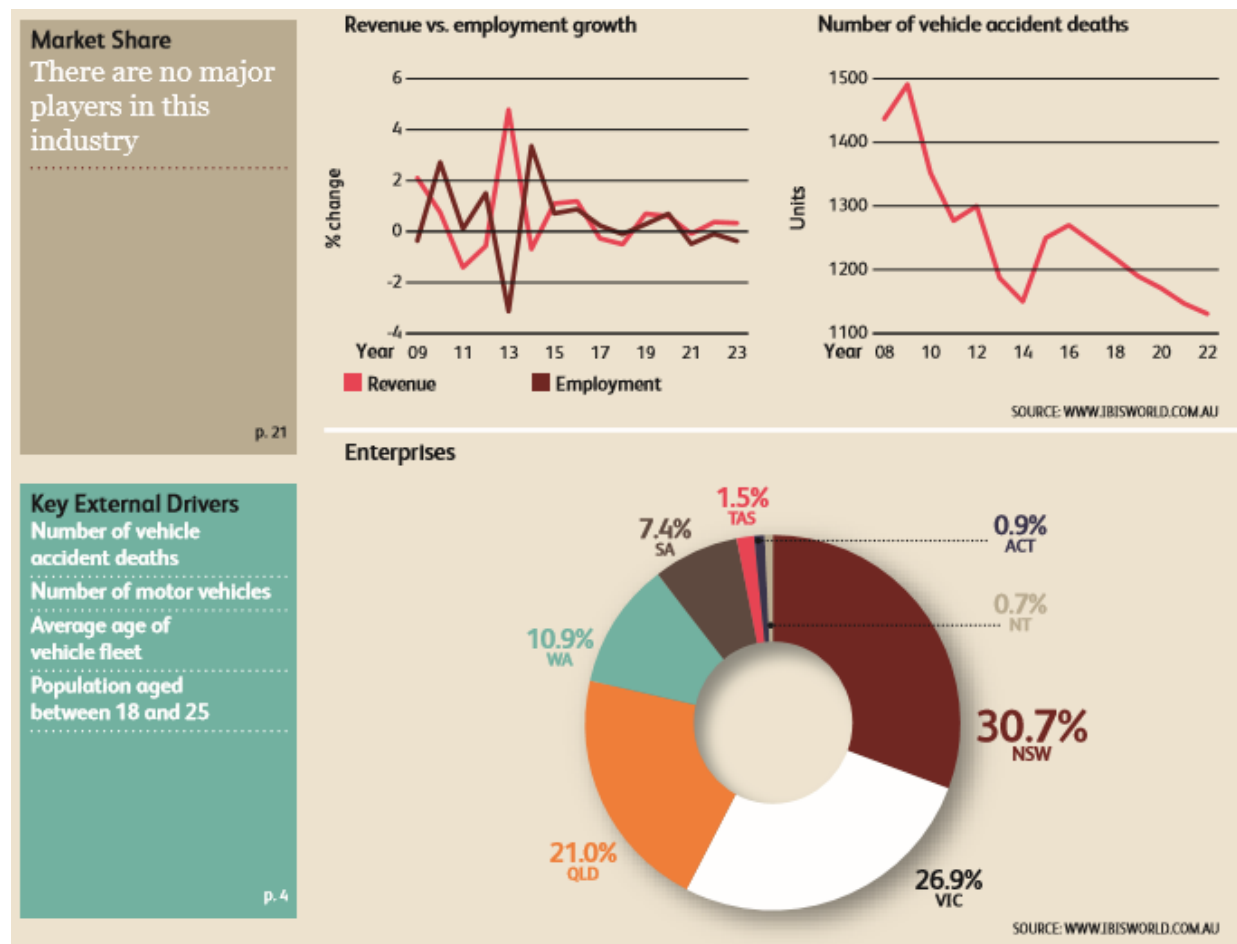
## 2016-17 Industry snapshot: Motor vehicle body, paint and interior repair in Australia

### Industry definition

The motor vehicle body, paint and interior repair industry includes companies that primarily engage in repairing, panel beating or spray painting smashed or damaged motor vehicles. The industry also includes companies that replace, repair or tint automotive glass, and companies that perform interior repairs, car wash or cleaning services (Source: Johnson, S. IBISworld. Dec 2016)

<b>Revenue:</b> \$6.8bn	<b>Annual growth 2012-17:</b> 1.2%	<b>Predicted annual growth 2017-22:</b> 0.2%
<b>Profit:</b> \$573.2m	<b>Wages:</b> \$2bn	<b>Businesses:</b> 11,027

(Source: Johnson, S. IBISworld. Dec 2016)



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### Industry summary

- As the Motor Vehicle Body, Paint and Interior Repair industry tend to rely on vehicle accident repairs to generate revenue, new automobile safety systems and reduced vehicle accident rates

have negatively impacted revenue creation. This is exacerbated by Australia's relative modern fleet.

- These negative impacts for industry are offset by the growing fleet of Australian registered vehicles and the higher discretionary income of consumers.
- The industry grew at an annualised 1.2% over the five years through 2016-17, to reach \$6.8 billion. Industry revenue decreased by 0.3% over the same period.
- Many smash repairers rely on consumer claims to insurance companies for work. This has increased the ability of insurance companies to direct work to insurers' preferred smash repairers (PSR) and to squeeze profit margins through PSR agreements. Insurer aligned chains and joint ventures and PSRs will continue to impact the industry to the detriment of many non-aligned smash repairers. Strong price competition has already reduced prices.
- Industry revenue is forecast to grow at an annualised 0.2% over the five years through 2021-22, to reach \$6.9 billion.

Source: Johnson, S (Dec 2016). IBISWorld industry report S9412: Motor vehicle body, paint and interior repair in Australia.