

NEWS, ANALYSIS AND INSIGHT FOR THE FLEET INDUSTRY

fleettalk

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AHEAD OF AUSTRALIA, BUT FOR HOW LONG?



ROBERT BARRY
EDITOR

Hello there,

My recent attendance at the Australasian Fleet Management Association (AfMA) conference in Sydney brought home to me just how much further New Zealand is ahead in our acceptance of electric vehicles in both government and private fleets.

The Australians are playing catch-up and I think that's being driven primarily by the incoming Labor Federal Government.

And also by a desire by large corporates to reduce their carbon footprint - and not just transport emissions, they're also looking at using smarter and greener buildings and hybrid working situations.

But fitness for purpose and the infrastructure in Australia are also a key consideration when electrifying a fleet.

My sister Sarah is the leader of water and irrigation research and development for the New South Wales department of primary industries based in the regional town of Orange.

She says that hybrids such as the Toyota RAV4 are a far more suitable option for the department given the distance travelled by the team.

She says the problem with battery electric vehicles is that there aren't enough charging stations in regional New South Wales to make BEVs a viable option, especially given the amount of time needed to recharge a vehicle which impacts on the hours travelled by the team member.

It's always good to get another perspective on fleet electrification, and though I'm a huge advocate of battery electric vehicles, I understand that one size doesn't fit all.

There's certainly an application for BEVs, but there's also an application for plug-in hybrid

(PHEV) and strong (HEV) and mild hybrids (mHEV).

And though diesel has all but disappeared from the light passenger fleet, there's still an application for it in light- and heavy-commercial fleets.

Hydrogen powered fuel-cell electric vehicles (FCEV) are still very much in their infancy, but we do see more and more applications of this technology arriving in heavy commercials, namely trucks, buses, and some yellow plant.

Returning to the AfMA conference and exhibition which was held at the Rosehill Racecourse conference and events centre in Western Sydney, the two-day event was attended by more than 700 people.

There were some very interesting speakers and presentations, and the awards dinner and networking breakfast were well supported.

Most of the major brands with electrified vehicles brought them to the event's exhibition hall, sharing space with numerous suppliers to fleets including telematics, bodybuilding, specialist fit out and kit out, fuel management, and finance.

For the professional fleet manager, the conference offered a one-stop-shop with the ability to connect with their peers from Australia and New Zealand as well as the entire supply-chain ecosystem.

For me as an observer, the conference and exhibition offered huge value to the sector, and I think it was a worthwhile exercise for people who had travelled interstate and internationally.

This wasn't a junket. It was a professional conference which aimed to inform and educate the sector and I think the small team at AfMA executed it brilliantly.

Enjoy your reading this month.

Best regards,

Robert Barry
EDITOR

OFFICEMAX ACCELERATES EMISSIONS REDUCTION OF CORPORATE FLEET

Workplace solutions provider OfficeMax New Zealand has put a handbrake on its petrol-powered cars in a bid to cut its fleet emissions in half.

In line with the company's 2025 Sustainability Strategy, its fleet of 105 conventional vehicles will be phased out by the end of 2023 and replaced with a combination of electric and hybrid models, as well as reducing the fleet to 95.

The move will result in an estimated 50% reduction in fleet-based emissions, helping to cut scope one and two emissions by 25% by 2025, with the lower carbon emitting cars reducing the company's CO2e emissions by about 185 tonnes per year.

The new fleet consists of 16 Hyundai Kona battery electric vehicles, six Toyota Corolla hybrid hatches, and 73 Toyota RAV4 GX hybrid SUVs.

OfficeMax's transition has involved working in close collaboration with its people, and its fleet manager of 10 years, FleetPartners.

"The first question we asked ourselves was 'are our people ready?' We knew that the transition was necessary, but we were also mindful that we had to properly understand the readiness of our people to adopt electric vehicles," says OfficeMax New Zealand chief financial officer Ben Norrie.

"We surveyed our staff and found that there was some education required regarding the distance EVs can travel before needing to be charged."

The internal survey highlighted range anxiety (concern that an EV won't be able to drive the distance required) as a key issue with nearly half (44%) of staff.

The cost of charging vehicles and uncertainty about how to drive an EV were also factors.



FleetPartners' corporate relationship manager Sarah Lewis-Dawes says that understanding staff misconceptions and helping them through them is a critical part of the carbon zero journey.

"Kiwis are instinctively sceptical of EVs. Range anxiety can be eased once employees try out EVs for themselves and learn the ins and outs of charging them," she says.

Drive days were arranged for staff to test electric vehicles, and in the process, OfficeMax decided to introduce home charging units to enable staff to feel more comfortable with the transition and ease range concerns.

"Home charging is just one element of the vehicle charge offerings that OfficeMax is undertaking," Norrie says. "We're also installing charging units at our showrooms and offices, so that staff members have a range of options to meet their vehicle charging needs."

The use of RFID technology within the charging units will allow drivers to track their individual power consumption, so that OfficeMax can reimburse staff.

OfficeMax's hybrid vehicles will be delivered by the end of September 2023, with its fully electric vehicles are due to hit to road in June 2023.

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THE JOURNEY TOWARDS A CARBON ZERO FLEET

As more and more organisations recognise that reducing transport emissions from their fleet is critical in the journey towards carbon zero, FleetPartners introduced a five-step to Carbon Zero programme to point them in the right direction. FleetTalk spoke to FleetPartners director Dennis Kelly about the way forward.

Kelly says most of FleetPartners' corporate customers are moving to a carbon zero fleet to reduce the effects of climate change on kiwis' health and biodiversity.

They recognise that their fleets are one of the largest sources of harmful emissions.

FleetPartners says there are "significant benefits" from lowering fleets' emissions: lower operating costs; improved brand reputation, Clean Car discount, and access to the latest technology.

He says organisations such as BSH Home Appliances chose an all-Tesla fleet, but other companies like Mainfreight, NZ Post, and OfficeMax run several electrified vehicle brands in their fleets.

FleetPartners' Carbon Zero programme has five steps: setting the carbon goal, understanding the fleet mission, selecting the vehicles, designing the charging infrastructure, and engaging staff on the journey.

Kelly says ideally the fifth step ought to be the first step because he believes staff engagement is key when moving to electric vehicles and "you need to have EV evangelists in the lunchroom talking to their colleagues."

More than 60% of FleetPartners forward orders for 2023 and 2024 are low and zero-emitting vehicles - fully electric, plug-in hybrids or hybrids.

Kelly says the powertrain trend in FleetPartners' order book has changed in the last 36 months.

"The New Zealand corporate fleet market was already headed down the lower-emissions route led by companies with European headquarters, and the major trading banks.

"But the introduction of the Clean Car Standard with rebates and fees absolutely accelerated the change to lower- and zero-emissions vehicles and brought the financial equation a lot closer to the internal combustion engine vehicles.



"Fleet electrification has become the hottest topic in town. Most of our customers are comfortable with steps one, two, three and five of our Carbon Zero programme.

"And it's number four, around charging, where the complexity is emerging, and they need help.

"There's been a significant change across the fleet spectrum. Even in the agri business we've seen customers asking of why does a branch manager need a diesel ute?"

"They're asking if staff would be better off in an SUV which offers PHEV or BEV powertrains?"

"Our goal as a fleet management specialist is to provide solutions that optimise vehicle utilisation and reduces cost.

"The fleet data we collect and analyse

allows us to produce actionable insights and answer hard questions such as 'do you really need that vehicle in the fleet?'"

Kelly says FleetPartners works with customers to understand the optimal charging solution; for many fleets that means installing charging units in the drivers' homes.

"You want the vehicle on the road driving during the day, not off the road charging. We think charging the vehicle overnight at the employee's residence, is the best all-around solution," he says.

Read more about the 5 Step Journey to a Carbon Zero fleet at <https://www.fleetpartners.co.nz/resources/journey-to-carbon-zero> and download the eBook.



ELECTRIC BEEMERS ON THE BEAT

WORDS:
NIGEL MOFFIET

Police are rolling out five new electric vehicles as part of a \$1.7 million trial testing the operational needs of the cars over the next six months.

The BMW i4 has been selected for the initial trial as it met most performance requirements for an operational vehicle while fulfilling carbon reduction targets and fitting within existing project funding, police say.

The project gets co-funding from the State Sector Decarbonisation Fund, administered by the Energy Efficiency and Conservation Authority (EECA).

Road policing was identified as a suitable trial for operational use as it means the vehicles are generally used by single drivers, sticking to mostly highway travel and consistent routes that shouldn't be affected by range limitations, police say. They also work in shifts, allowing for the required charge time.

If the trial is successful, it'll create an opportunity for police to consider future options for EVs to transition into suitable areas of the fleet.

The pure electric vehicle follows a previous police trial over recent months using a plug-in hybrid.

It's also part of a wider fleet electrification project, introducing 45 electric vehicles into the police fleet along with the associated charging infrastructure. That's expected to reduce carbon emissions by around 176.1 tonnes annually.

Police Commissioner **Andrew Coster** was at Auckland's Ardmore Airport on June 2 to help unveil the first of the new frontline EVs in full livery.

"Police vehicles are fundamental to

our ability to serve the public and provide safer communities across New Zealand," he says.

"We're proud to take these new steps seeking to reduce transport-related emissions while keeping New Zealanders safe."

The BMW i4 can accelerate from 0 to 100 km/h in 5.7 seconds. It has a battery range of up to 590km depending on load and how the vehicle is driven, which is something police will be evaluating as part of the trial.

Drivers have undertaken specific EV driver training as the BMW is the heaviest and highest-performance car in the fleet.

Chargers will be installed at police stations around the country and will charge the vehicle in around two hours. Public chargers will also be used in the trial and refuelling at a hyper-charger could be completed in as little as 30 minutes.

The first vehicle will be trialled in the Waikato, and then deployed to Counties Manukau, Central Districts, Christchurch, and Dunedin.

Fleet service group manager Inspector **Brian Yanko** says the frontline electric vehicles are an additional challenge following the roll-out of EVs into the police's non-operational fleet.

Yanko says the five electric BMWs are being deployed throughout the country to test different environments.

The spread of geographical locations will allow police to test a range of variables such as topography, weather and driving conditions, he says.

A range of electric vehicles were reviewed and tested ahead of the trial, but police say the BMW i4 met more

of the requirements for an operational vehicle than other options.

The selected vehicle has one of the highest kilometre ranges of any EV currently available in New Zealand.

"The operational police environment places huge demands on operation vehicles in our fleet," police say.

"The combined weight of equipment and people carried, along with urgent duty driving, places a higher-than-normal drain on a vehicle's energy source."

Police say they will approach the market more formally for suitable EVs depending on what the user requirements are after the trial.

Globally, other police forces are using small numbers of electric vehicles including Switzerland, the Netherlands, Germany, and Italy. There are also small trials in various Australian States.

As well as New Zealand, Britain, Spain and Belgium have BMW i4 EVs in their operational police fleets.

New Zealand's police light vehicle fleet contributes around 40% of the organisation's emissions and accounts for around 20% of all-of-government's light fleet.

EECA public sector engagement programme leader **Paul Bull** says an estimated 490,000 tonnes of energy-related emissions come from the state sector annually.

A further 56,000 tonnes of greenhouse gas emissions are produced from the government road vehicle fleet.

Bull says replacing large fleets isn't an easy task but it's a "huge opportunity to reduce our national footprint and it's critical that our state sector steps up".



FLEETS TACKLE ELECTRIFICATION AT NATIONAL CONFERENCE

Electrifying the national vehicle fleet was the chief topic of conversation among delegates at last month's Australasian Fleet Management Association (AfMA) conference and exhibition in Sydney.

More than 700 delegates attended the event which ran between May 23 and 24 and more than 60 fleet focused supplier exhibitors were on hand to pitch their latest products and services.

The AfMA delegates could inspect some of the latest passenger and light commercial battery electric vehicles (BEV) which were displayed in the exhibition hall at the Rosehill Racecourse events centre.

The BEVs included the Seat Born and Volkswagen I.D 5. Ford brought a new Mustang Mach-E and an E-Transit, and there too were the BYD Atto 3, Polestar 2, Peugeot E-Partner delivery van, Kia EV6, Mazda MX-30, Subaru Solterra, MG4, Tesla Model Y, and Hyundai Ioniq5.

Mitsubishi presented the Outlander PHEV and demonstrated its vehicle to load (V2L) capability by powering a tiny house.

Iveco showed the all-electric Daily cab/chassis truck, Foton presented its all-electric light-duty truck, Mercedes-Benz showcased the e-Vito delivery van and Hyundai presented the new all-electric Mighty light-duty truck.

2023 FLEET AWARD WINNERS

AfMA capped off day one with the



announcement of the winners of the 2023 Fleet Awards.

New South Wales' Essential Energy won the 2023 Fleet Safety Award sponsored by Teletac Navman and Innovation Group which was accepted by fleet manager **Michael Mills**.



Mills administers a fleet of more than 3500 vehicles across the state, and says the company wanted to invest in an in-vehicle monitoring system (Nova Systems) to keep staff and the public safe and make sure people get home alive every working day.

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New Zealand company Waste Management won the 2023 Fleet Environment award sponsored by Hyundai Motor Company Australia and Mix Telematics.

It also took the 2023 Fleet Manager of the Year award sponsored by BP Pulse and Geotab which went to Waste Management's head of fleet **Jitesh Singh**.

AfMA executive director **Mace Hartley** says Waste Management is the first such organisation to win two consecutive awards in the same year.

Waste Management's head of safety and risk **Guy Smith** accepted the Fleet Environment award on behalf of the company.

Smith says electrifying the fleet of rubbish trucks is a big source of pride for Waste Management, and the company is "quietly walking the walk" towards Net Zero.

"The electrification project is a very important part of our circular economy," Smith says.

In January 2023 Waste Management announced that the electric fleet had reached a significant milestone - one million electric kilometres.

The company says this represented the equivalent saving of 375,000 litres



of diesel and stopped 1109 tonnes of CO2 from entering the atmosphere.

At that time Waste Management reported it had 28 electric trucks on NZ roads and planned to add a further 23 trucks in 2023.

Waste Management's head of fleet Singh says he and his dedicated team see alternative fuels as the future and have created safer vehicles and a more efficient operation.

He also thanked the company's executive team for its support of the electric truck project.

Singh says it's invaluable having a specialist EV Innovation Hub at Waste Management's Auckland HQ to convert diesel vehicles to electric.

"It lets us convert specialist refuse collection trucks, such as LEVs and dual controlled side loaders, which aren't available to buy.

"We've converted 13 trucks since moving to the Auckland HQ in late 2019, with a lot more to come."

Singh says the average age of the current Waste Management Truck fleet has halved from 14 to seven years old.



Continued on the next page



A NEW WOLF COMES TO TOWN

WORDS:
ROBERT BARRY

Volkswagen Commercial Vehicles New Zealand has launched four variants of the all-new Amarok (Inuit for Wolf), with prices starting from \$65,000 for the entry level 2.0-litre (125kW/405Nm) Life model.

Next up are the 2.0-litre (154kW/500Nm) Style priced from \$75,000, the off-road focused 3.0-litre V6 (184kW/600Nm) Panamericana priced from \$88,000, and the Aventura with the same powertrain and selling from \$90,000.

It's been a long time between drinks, but since the German ute arrived here in 2010 VW Commercial has sold more than 7700, says general manager **Kevin Richards**.

He says VW Commercial is "staunchly proud" of the diverse customer base the older vehicle attracted and believes the new line-up will appeal to existing customers and new ones.

"Primarily private and small business buyers have favoured the Amarok, but the arrival of the new entry point Life model gives us the opportunity to speak to a broader audience, particularly the fleet market," Richards says.

He believes VW will sell more than 830 units in 2023, then 1000 in 2024 and - politics and shipping-willing - more than 1200 in 2025.

Currently 51% of the 830 units allocated to NZ are for the V6

models with a 60:40 split between the Aventura and the Panamericana, followed by the Life.

VOLKSWAGEN DNA

The new Wolf is a collaboration with Ford and is built at a Blue Oval plant in Sandton, South Africa.

We found the finished result to be very good and the new Amarok is much more than the sum of its parts.

A short drive around Woodhill Forest northwest of Auckland and a flooded State Highway 16 showed it certainly lives up to the brand values we came to expect from its predecessor.

During the Amarok's development with Ford in Australia, 20 Volkswagen engineers were seconded to Geelong, Victoria, for four years to ensure that the new ute was infused with Volkswagen DNA.

That included fitting rear disc brakes, the ability to carry a Euro pallet between the rear wheelarches, and the option of a V6 turbodiesel engine.

And it needed to drive, ride, and handle as well as if not better than the previous model.

The prototype Amaroks were tested strenuously in Australia to meet these exacting demands from the factory in Wolfsburg, Germany.

With the rear leaf springs located outside the chassis rails, the suspension has been tuned to have a

distinctly Volkswagen feel that Amarok owners prefer, says Richards.

Even the Amarok's engine management software was sequenced in a Volkswagen cadence.

The design cues are clearly Volkswagen, from the squared off wheelarches to the new X-shaped front grille and the C-shape lights front and rear. The C-shape theme continues into the interior.

Inside, the new front seat design has been created with specific Volkswagen foam, and high-grade leathers in the Panamericana and Aventura.

The indicator and wiper stalks remain on the European side of the new VW multifunction steering wheel.

All four models offer a new suite of colours and trims, with a stitched leather-look dashboard and uniquely textured toggle buttons on the central console beneath the large 12-inch centre digital cluster.

All four Amaroks can tow 3500kg, and have an 800mm wading depth, a differential lock, a five-star NCAP safety rating, and a full range of safety features including nine airbags.

To help when towing, all four models come with an adjustable blindspot system which can be programmed to take account of the length of the trailer attached to the vehicle.



IONIQ 6 EV CONTINUES SEDAN RENAISSANCE

WORDS:
ROBERT BARRY

Hundai's all-new Ioniq 6 will continue the renaissance of the mass market sedan in New Zealand, which was inspired by another EV, the Tesla Model 3.

The Ioniq 6 reincarnates the aerodynamic design of streamlined sedans from the 1930s and 1940s into a contemporary battery electric vehicle (BEV) that offers space, pace, and the necessary five-star safety and environmental credentials.

Building on the success of the all-electric Ioniq 5 hatchback which sold more than 400 units last year, the 6 is the next model in Hyundai's growing BEV family.

It'll be followed by a high-performance N version of the Ioniq 5 in 2024 and the all-new Ioniq 7 SUV.

Plug-in hybrid electric versions (PHEV) of the Santa Fe and the Tucson will become available this year, along with an all-electric Hyundai Mighty light duty truck, and the Xcient fuel cell heavy duty truck.

Hyundai says that in 2022 one in three new vehicles sold in New Zealand had some form of electrified powertrain and it believes BEV sales will overtake hybrid vehicles in 2023.

Currently, Hyundai says 38% of its sales are low-emission vehicles (LEV) and it's now in second place in the market among the multi-powertrain brands.

It says petrol and diesel powertrain share declined significantly year-on-year.

Petrol powertrains have taken the most

significant hit dropping from 70% of the total market to just over 40% in 2022.

BEV is now above diesel and sits at more than 20% of new Hyundai vehicles registered in 2022.

Hyundai NZ says its percentage of hybrid sales is also growing rapidly and is set to surpass diesel sales in the next 12 months.

But the elephant in the room for Hyundai is supply from the factory as other markets take precedence and stocks of components needed for production remain lean.

There are 50 Ioniq 6s in the country and another 50 on the way, so intending buyers need to place a deposit on the variant of their choice or be prepared for a longer wait.

Pricing remains unchanged from the announcement in February.

The line-up begins with the Ioniq 6 Standard Range (429km) with a 53-kWh battery and 111 kW of power priced from \$79,990.

Next up is the \$94,990 extended range 77.4kWh model which provides 164kW and a driving range of up to 614km. Both have 18-inch wheels and low rolling resistance tyres.

The Ioniq 6 Elite (\$104,990) features a 168kW, 350Nm rear electric motor and a 77.4 kWh lithium-ion battery, which provides a range of up to 545km. It rides on 20-inch alloy wheels.

The Ioniq 6 Limited (\$124,990) features an all-wheel drive system comprising a 74 kW/255Nm front motor and a

165kW/350Nm rear motor, and a range of up to 519km.

FIRST IMPRESSIONS

As you would expect from a sedan, the Ioniq 6's suspension is tailored for handling and performance, and though still providing a comfortable ride, is noticeably firmer than the Ioniq 5's.

Across all four models, the fit and finish of the interior and the upholstery are superb, and the cabin offers plenty of space, particularly for rear seat occupants, and a capacious boot.

Unsurprisingly, the entry level Ioniq 6 felt the most lithe and responsive, possibly because of its smaller battery capacity, and we suspect that for most people its blend of range and specification coupled with a rebate will be a significant drawcard.

The extended range version will appeal to customers who travel longer distances regularly and need a larger buffer between public charging stations.

The Elite offers more luxury and specification than the long range but at the expense of overall range, and the Limited then ramps that up further with the more powerful dual motor all-wheel drive system.

It provides outstanding performance and handling for a luxury car, but at the expense of overall range.

Hyundai NZ has endeavoured to cover all bases with the four-model Ioniq 6 line-up but is coy about predicting the future sales mix.



SUBARU REIMAGINES XV AS ALL-NEW CROSSTREK

Subaru has redeveloped its compact XV SUV as the Crosstrek, and for the New Zealand market it will offer the choice of one petrol boxer engine and two e-boxer Hybrid powertrains.

All three have a symmetrical all-wheel drive system.

Since the XV was launched locally in 2012, Subaru dealers have sold more than 7000.

The company says that when it announced the new Crosstrek to current Kiwi owners, more than 60% indicated their preference for a hybrid, hence there are two in the model mix.

Subaru of New Zealand managing director **Wallis Dumper** says the brand is also accelerating its battery electric vehicle programme.

The all-electric Subaru Solterra SUV is now expected to arrive locally in December.

Another three battery electric Subarus are expected to arrive by the end of 2026, and by the end of 2028 Subaru Corporation in Japan will have production capacity of more than 400,000 units.

The Crosstrek went on general sale on June 9 and customers will have less than a month to buy one before the updated Clean Car fees come into play on July 1.

Recommended retail prices are:

Crosstrek e-Boxer Hybrid (\$46,990), Crosstrek Premium (\$48,990), and Crosstrek e-Boxer Hybrid Premium (\$51,990).

From July 1, buyers will have to pay a Clean Car fee of \$1380 on the Hybrid variants and \$2530 for the petrol model.

The Subaru Crosstrek Premium petrol variant will be powered by a direct injection 2.0-litre Boxer engine driving through an eight-speed automatic.

The two Crosstrek Hybrids feature a Subaru e-Boxer motor with a seven-speed automatic.

"At Subaru, we acknowledge that new car buyers have an appetite for treading lighter on the planet, so we've selected two hybrid models to help them achieve this aim," Dumper says.

"Our Crosstrek sets a new standard. We know Kiwi drivers are looking for an SUV that can strike the right balance between transporting them throughout their everyday duties in style and getting them to where they'd rather be in terms of capability.

"Helping the Crosstrek's all-terrain drivability is its ground clearance of 220mm. It allows you to negotiate deep ruts and rough surfaced roads as you go cross country trekking.

"All Crosstrek variants feature X-Mode

as standard. Just hit the X-Mode button to dial up your off-road capability and give you better traction and control when driving on slippery surfaces, like mud, snow, or gravel," Dumper says.

The Crosstrek introduces Qi wireless cellphone charging to a Subaru for the first time. There are also a 11.6-inch infotainment touchscreen and wireless Apple CarPlay and Android Auto connectivity.

It's also the first Subaru to debut the Digital Multi-View Monitor, which is essentially a bird's eye view camera. Images from four separate cameras create a 360-degree, 3D top-down view, improving visibility on all sides of the car.

Each Crosstrek variant will feature smart key and push-start ignition, LED headlights (dusk-sensing), roof rails, power-folding door mirrors, and 11.6 inch infotainment touchscreen.

And the Crosstrek range contains the latest generation EyeSight crash avoidance technology. It features an improved stereo camera and the addition of a new Wide-Angle Monocular Camera.

The newly adopted mono camera enables recognition of motorcycles and pedestrians at an even wider angle when traveling at low speeds. It can initiate pre-collision braking in a greater range of situations.



A PERFORMANCE ELECTRIC VEHICLE IS BORN

Cupra, which began as the performance sub-brand of Volkswagen Group's Spanish arm SEAT, has launched the Born electric performance hatchback in New Zealand.

Cupra became a full design and manufacturing entity in 2018 and since has produced more than 300,000 cars for global markets.

New Zealand and Australia are the only two markets outside Europe to market the Born which shares the same MEB electric platform as the Volkswagen ID.3.

Cupra will launch more plug-in hybrid and battery electric cars here in the next 24 months.

Cupra New Zealand general manager **James Yates** says given the current state of the market he's happy with the forward orders for the new electric hatch.

But he says in comparison to the market a year ago the numbers are modest.

Yates wasn't willing to announce publicly the exact number of orders

received.

The Born qualifies for the newly revised rebate under the Clean Car Discount restructure which comes into force on July 1.

First deliveries are expected in September and Yates says that's purely because of delays caused by shipping vehicles through Australia thanks to fewer ships and port congestion.

With some financial support from the factory the Cupra Born has been repriced at a driveway price of \$77,990, which is \$2000 less than the price announced when pre-orders opened in March.

A choice of five colours is included in the price, but Aurora Blue is an additional \$850.

Yates says the 511km range offered by the Born's 77kWh battery is conservative and he's seen up to 525km from a fully charged vehicle.

The rear-wheel drive performance hatchback is powered by a 170kW/230Nm electric motor offering more than adequate off the line performance.

The Born is a connected car in Europe, but that functionality isn't available in New Zealand or Australian market vehicles, and buyers will need to plug in their own Apple or Android phone for navigation.

Heated seats aren't standard in NZ market Borns but are but are available in an upholstery option pack which makes the car a four-seater and takes it over the \$80,000 CCD rebate threshold.

At the same time as the Born arrives, a plug-in hybrid version of the Cupra Formentor V will go on sale locally with a driveaway price of \$78,500.

The plug-in hybrid version of the Leon Sports Tourer is due to arrive at the end of 2023, but no price has been announced yet.

In the first quarter of 2025, the all-electric all-wheel drive dual motor Cupra Tavascan Coupe-SUV is expected to arrive.

The 4.5 metre long Terramar SUV which will be the last ICE vehicle to be produced by Cupra, is expected in mid 2025 and will offer two plug-in hybrid options.

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The latest generation EyeSight systems also features speed sign recognition, lane centring function,

and a wider field of view. All Crosstreks have nine SRS airbags.

Adding a Driver Monitoring System, Driver Focus (DMS), helps reduce the chance of accidents.



UTES REMAIN FRONT AND CENTRE AT NATIONAL FIELDAYS

WORDS & PICTURES:
ROBERT BARRY

In spite of the upcoming increase in the Clean Car fee on July 1, the 4x4 ute remained front and centre on distributor stands at the National Fieldays at Mystery Creek from June 14 to 17.

Toyota dedicated its entire exhibition space to the Hilux ute. A Toyota spokesperson said because the four-day event is targeted at the agricultural sector, the company felt it was more appropriate to focus solely on its most market specific vehicle.

Toyota also brought its own hydrogen-fuelled generator to power the stand.

Volkswagen returned with a full range of passenger and commercial vehicles and brought along a 1966 VW Kombi which was fully restored and re-powered with an electric motor and battery pack.

Ford New Zealand came to Mystery Creek with its full line-up of electrified vehicles and new variants of the market leading Ranger ute.

Isuzu Ute also returned to Mystery Creek with the D-Max Ute and MU-X SUV but there was no off-



roading course available this year for customers to get behind the wheel and experience the vehicle's capability.

Mitsubishi brought its full range of passenger and light commercials, plus a new EK X electric microcar to gauge public feedback.

BYD SEAL REVEALED

BYD New Zealand unveiled its Tesla

Model 3 competitor, adding that three models of the Seal EV sports sedan will be in customers' hands before Christmas 2023.

Final prices and specification have yet to be confirmed but local brand manager Warren Willmot said BYD New Zealand took 12 customer deposits on the first day.

Continued from previous page

Willmot said all NZ-bound Seals will feature a black interior, a 60:40 split folding rear seat, and the top spec model will offer a head-up display.

The BYD Seal sedan will be available in Dynamic (150kW) and Premium (230kW) rear-wheel drive specification with a 61kWh and 82kWh Blade battery pack respectively.

The top spec Seal Performance has a 390kW all-wheel drive powertrain and a 82kWh Blade battery pack.

Range is quoted at 460km, 570km, and 520km (WLTP) respectively for the three grades.

GMSV DEALER LAUNCHES SILVERADO

Waikato GMSV dealer Ebbett Group hosted the New Zealand debut of the MY23 Chevrolet Silverado 1500 at Fieldays.

It was the first time the MY23 LTZ Premium and new, off-road oriented ZR2 were available for viewing locally.

The new models were joined at the GMSV display by the current model Heavy Duty 2500 pick-up and mid-engined C8 Corvette sports car.

"There's no better place than Fieldays to launch the new MY23 Chevrolet Silverado 1500 line up in New Zealand," says Ebbett GMSV dealer principal Poll Oosthuizen.

"People who attend Fieldays know what hard work is all about, and these new full-size trucks are the perfect partners to help get the job done.

"They more than fit the bill as they're capable of towing up to 4.5 tonnes, the large tray can help carry bulky and long items, while the two-speed transfer case with push button controls, including 4WD Low, can make getting from one side of a muddy, slippery paddock to the other a literal walk in the park," he says

He said the new MY23 Chevrolet Silverado 1500 offers significant enhancements inside the restyled cabin and advancements in exterior aesthetics.

"The inside of the Silverado has been fully redesigned and features a sweeping horizontal instrument panel that makes the cabin feel more spacious and gives it a premium feel," Oosthuizen said.

"This includes a 13.4-inch-diagonal colour touchscreen and new 12.3-inch-diagonal configurable digital instrument cluster and the introduction



of an electronic transmission shift control now located on the centre console."

Both the LTZ Premium and the ZR2 feature the 6.2-litre EcoTech3 V8 engine with 313kW of power and 624Nm of torque mated to a 10-speed automatic transmission.

The MY23 Silverado LTZ Premium has a recommended retail price of \$144,000 and the Silverado ZR2 is available from \$149,000.





SMOOTH INTRODUCTION TO EV MOTORING

WORDS & PICTURES:
MIKE STOCK

Opel's new to market electric-powered Corsa-e looks exactly like what it isn't - a conventional, petrol-engined five-door hatchback.

There's no awkward-looking solid-panelled front end telling anyone who cares that it's an electric car, a marketing ploy that to me always looks like a carmaker cutting off its nose to spite its face.

Instead, there's a traditional grille though there's no water radiator behind it, and at a glance you'd never know the car is powered by a battery electric system.

Not that looking overtly electric seems to be the way for current Opels.

The capable Mokka-e, which is said to show the direction of Opel's new styling, is more radical looking than the Corsa but treads an elegant line that encompasses traditional ICE car elements that include a stylised grille.

The two Opels share the same powertrain. A 50kWh lithium ion battery powers a 100kW/260Nm electric motor driving the front wheels.

Opel quotes charging to 100% times of 28 hours on a home wall socket and seven hours using a wall box.

On a public fast charger, it will take 80% charge in 30 minutes.

That's good for maximum range of 363km on one charge, though how that translates in the real world - as it does in any car, electric or ICE - depends on how much you use the throttle and brakes. Your right foot really does control your range.

The Corsa-e has stylish traditional looks with enough individual touches to stand out from the bunch and give it its own character.

The test car was painted Power Orange, an exclusive hue, available only at launch and included in the overall price (another launch colour, Voltaic Blue metallic, adds \$550 to the price).

Three other colours are available, Diamond Black and Quartz Grey, both metallic, and Jade White, a solid colour, all costing an extra \$550.

All come with a Diamond Black roof, giving most choices a two-tone



scheme.

The Corsa-e SRI sells for \$59,990 plus on-road costs but the Clean Car rebate cuts that by \$8625, putting the Opel at the more affordable end of EV market.

INSIDE

In typically hatchback style, the seating position is low, requiring a drop down when you get into the driver's seat, and a corresponding hip swivel and climb to get out.

That may be off-putting to some older or less mobile drivers, but I didn't find it too much of a hassle.

The heated front seats are well-shaped and comfortable and provide good lateral support during rapid cornering.

Continued on the next page

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There's enough adjustment making it easy to find a good relationship with the heated flat-bottomed steering wheel and the pedals.

And the driving position is excellent, with good visibility; the driver's door exterior mirror (the mirrors are heated and self-fold) was well placed and didn't obstruct the sightline in tight right-hand corners.

Instrumentation is clear and easy to read, there's a seven-inch touchscreen, six-speaker sound system, and the Corsa-e is Apple CarPlay and Android Auto compatible and has Bluetooth audio streaming.

Automatic air-conditioning is standard and there are USB and 12V sockets in the front cabin.

Luggage capacity with the rear seatbacks upright is 309 litres, expanding to 1118 with the seatbacks folded down.

A glass sunroof is available as a \$1990 option.

SAFETY

Safety kit includes LED Matrix headlights; adaptive cruise control with stop/go function and speed limiter; Lane Positioning Assist (semi-autonomous), and Active Emergency Braking (AEB) with night function, and pedestrian and cyclist detection.

There are two rear cabin isoFIX child seat anchor points, six airbags, a tyre pressure monitoring system, speed limit sign recognition, blindspot monitoring, and driver attention and forward collision warning.

Security gear includes an engine immobiliser and burglar alarm. There's no spare wheel, compensated for by a puncture repair kit.

WARRANTY

The warranty is for five years/100,000km with five-year roadside assistance, and there's an eight-year/160,000km traction battery warranty (70% of charge capacity).

Opel NZ offers two service plans for the Corsa-e - three-year/45,000km for \$999, and five year/75,000km for \$1699.

ON THE ROAD

Opel quotes a WLTP driving range of 383km but how close you get to achieving that depends on how much - or how little - you use the throttle.

You can improve range using the very effective Regenerative Braking System that recaptures kinetic energy from



braking and converts it into power.

In the regenerative system's highest setting (B-Mode), most daily commuting can be done without using the all-wheel disc brakes, reducing wear and maintenance costs.

Drivers can choose among three dynamic driving modes.

Eco helps to maximise range by limiting torque and acceleration and optimises power draining systems including heating and air conditioning.

Dial Sport and you get full torque, sporty throttle mapping, and sharpened steering dynamics.

The third mode, Normal, balances performance and efficiency and is the one you'll probably spend most of your time in.

The battery is mounted underneath the front and rear seat rows, providing a good amount of boot space, and giving the car a low centre of gravity which delivers good handling and roadholding.

Acceleration is brisk rather than vivid, with 0-100km/h in 8.1 seconds, but there's solid mid-range punch for overtaking. Top speed is limited electronically to 150km/h.

The one-speed automatic transmission can be controlled by steering wheel-mounted paddles which give the semblance of gears, but I see little point in using them. The electric motor's instant torque catapults the car out of even 25km/h corners with no hesitation.

Turn-in to corners is sharp without being twitchy, and during cornering the Corsa-e will transfer weight to the outside rear wheel satisfyingly when you're pushing on.

Cornering is largely body roll-free and there's only very mild understeer in the tightest bends.

Stability is helped by the wheel-at-each-corner layout of the 4060mm

long body and the weight of the low-mounted battery.

Overall, roadholding on the 17-inch alloy wheels and 205/45 R17 tyres is very good, and the sharp chassis dynamics make the Corsa-e an entertaining open road runner.

Motor and chassis dynamics can be sharpened by dialling Sport mode but even with that in play, the Corsa-e rides comfortably.

Progress is quiet and the only drawback is road noise on coarse-chip tarmac at speed.

If I had a quibble, it was a tendency for the brakes to require more pedal pressure during a long, hard open-road run.

It's not enough to cause worry but it does make me wonder if the Corsa-e's greater weight over the ICE variant - the EV is roughly 300kg heavier - is a contributing factor.

OUR VERDICT

Opel says the Corsa-e "offers a smooth and carefree start into e-mobility", and we'd have to agree.

For people who have an aversion to EVs that have been styled to show their 'look-at-me, I'm an electric car' status - designed to make both the manufacturer and buyer feel virtuous - the Corsa-e makes no fuss about proclaiming what it is. And I like that.

Dynamically, it's excellent, has plenty of range, an effective power regeneration system and with the Clean Car Discount is priced attractively.

Rear cabin space is a little tight and I didn't care for the cloth upholstery with central red 1970s racer stripe, but overall, it's an appealing package.

It's truly a good introduction to e-mobility, providing a psychological bridge between fossil fuel and electric motoring in the same way the Polestar 2 does.



THE MOST COMFORTABLE HILUX YET?

WORDS & PICTURES:
ROBERT BARRY

Sometimes flying between Auckland and Wellington with a load of audio equipment and other paraphernalia for a community event isn't feasible due to the expense. **But thanks to Toyota New Zealand, we were able take the latest Hilux SR5 Cruiser on a proper four-day road trip to evaluate the latest updates to the now mid-spec model.**

The SR5 Cruiser 4x4 has been succeeded as the top-dog in the Hilux range by the more powerful (and expensive) GR Sport which has the Ranger Wildtrak and Navara PRO-4X firmly in its sights.

But nevertheless, sharing a long drive with two other people, one of whom pilots a lesser specified Hilux SR as his tool of trade work vehicle, gave us the opportunity to really assess the merits of the revamped SR5 Cruiser with its wider track and more luxurious trim.

SO, WHAT'S NEW?

A feature of the Hilux SR5 Cruiser 4x4 (and the GR Sport) is a 140mm wider track on the front and rear axles, requiring wider wheelarch extensions, and a 20mm increase in ride height.

Toyota has also lengthened the front suspension arms and stabiliser bar and

repositioned the shock absorbers. Also lengthened is the solid rear axle, the dampers have been repositioned further outboard, and for the first time on a Hilux, a rear stabiliser bar has been fitted.

The front disc brakes have been upgraded to a slightly larger size, and Toyota has fitted ventilated rear disc brakes instead of the standard drum brakes found on lesser Hiluxes.

In addition, Toyota has beefed up the safety features with Blind Spot Monitor (BSM) and Rear Cross Traffic Alert (RCTA).

They complement the existing autonomous emergency braking with pedestrian and cyclist detection, lane departure warning and assist (activated by the brakes rather than the steering), and adaptive cruise control which doesn't operate under 30km/h.

The wider track package and cosmetic changes are only applicable to the SR5 Cruiser 4x4 and GR Sport 4x4. The SR5 Cruiser PreRunner (4x2) retains the narrower track and slimline wheelarch flares.

CABIN COMFORTS

The current Hilux series has been around since 2018 and the interior was

designed for functionality with hard-to-the-touch but durable and easily cleaned plastic surfaces all around.

The SR5 Cruiser specification adds leather upholstery, with single-temperature heated seats up front for the driver and passenger.

There are also dual-zone climate-control air-conditioning, a touchscreen with phone projection, an upgrade to a JBL audio system, and an Optitron analogue dashboard cluster.

All three pilots were able to easily adjust the driver's seat to their preferred level of comfort, and though the seat heater is an on or off affair, it did a reasonable job of keeping us warm during a chilly journey.

Another commendable aspect of the Hilux is the 60:40 rear fold seat. Folding up the bigger half provided enough room for one person in the back and all our laptop bags and other personal effects that needed to be stowed in the cabin.

However, our resident DJ was critical of the Toyota's infotainment touchscreen, particularly its standard navigation system which he felt was overly complicated and not easy to use.

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He preferred to plug in his iPhone to use its mapping software for the journey, but also found the USB connection quite unstable at times.

Where the SR5 Cruiser scored its biggest brownie points was the ability of the active cruise control to keep the vehicle at a constant speed in spite of uphill or downhill gradients.

But the lane keeping assist became tiresome for one member of the party.

ON THE ROAD

The wide track SR5 Cruiser retains the same 150kW/500Nm 2.8-litre four-cylinder turbodiesel and six-speed automatic gearbox as its lesser brethren.

And though other products in the class have moved up to a 10-speed auto, it doesn't seem to be an issue for this ute.

Much like the Isuzu D-Max/Mazda BT-50, the lusty 2.8-litre turbodiesel in the Hilux isn't the quietest or most refined unit.

But Toyota makes no apologies that fundamentally the vehicle is designed as a workhorse, and it's one that's been around since 2018 and is beginning to show its age in comparison to recent market entrants.

Toyota quotes a fuel consumption figure of 9.5 litres/100km and CO2 emissions of 252 grams/km.

Our run from Auckland to Wellington saw an average consumption of 8.6l/100km which is commendable for a vehicle that was loaded to the gunwales and carrying three decent sized Kiwi-blokes.

We'd packed the tray full of gear for the trip and because this vehicle



arrived without a cover, for the return trip we covered the load with a waterproof tarp and strapped it down firmly using the multiple anchorage points in the rear, so it remained both secure and dry.

But what really impressed us about the Hilux SR5 Cruiser on this trip were its road manners and the comfortable ride quality from the enhanced suspension package.

Toyota say the wide track SR5 Cruiser has 20% less body roll when cornering than its predecessor and this was certainly noticeable on a long haul.

There's a much greater feeling of confidence at the steering wheel as the ute scythes through an undulating and winding road.

The truck feels more solidly planted on the road on its 18-inch alloy rims shod with 265/60/R18 Dunlop highway terrain tyres.

And the laden ride quality was much better than expected over the corrugations thrown up by a well-traversed State Highway One.

OUR CONCLUSION

Toyota is a brand that's seeking continually to improve its products through their lifecycle and the enhanced wide-track Hilux SR5 Cruiser is a perfect example of that philosophy. Fundamentally, the vehicle is a workhorse, but it's also one that often becomes the family vehicle after hours and on weekends.

Improving the on-road manners and upping the ante on safety features are good moves but, more importantly, the wider wheelarch flares now give the SR5 Cruiser a much greater street presence than before, although it's still more restrained than the Ranger Wildtrak or the Navara Pro-4X.

Many buyers want an honest, yet comfortable, middle of the road workhorse and the SR5 Cruiser more than meets that requirement.



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FORD FOCUS ST-LINE X HATCH

Price: \$42,990
 Engine: 48V mild hybrid 1.0-litre three-cylinder petrol turbo
 Power: 114kW

Torque: 190Nm
 CO2 emissions: 117 grams/km
 Fuel consumption: 4.8 litres/100km

FORD GETS IT RIGHT IN FINAL FOCUS

WORDS & PICTURES:
 ROBERT BARRY

Ford introduced the refreshed fourth generation Focus to the European market late in 2021. **The refocused car brought with it yet more onboard technology, a new EcoBoost 48-Volt hybrid engine, and a more differentiated look to the entry-level Active and mid-spec ST-Line X models.**

Ford has developed the Focus from the first generation to the current one with more technology and more efficient powertrains to remain competitive with C-segment players including the Honda Civic, Opel Astra, Peugeot 308, Toyota Corolla, and Volkswagen Golf.

Sadly, this market segment is shrinking rapidly thanks to the rise and rise of the SUV.

And Ford has announced that it will stop building the Focus in 2025 as it evolves into a mobility company that manufactures zero-emissions vehicles.

The Focus has always been touted as a practical and efficient fleet car that's also fun to drive.

And in spite of moving to a smaller and more frugal 1.0-litre motor from the previous 1.5-litre three-cylinder unit, we're pleased to confirm it still offers the same characteristics as before.

DESIGN

In the 2021 refresh a new bonnet design increased the height of the nose for greater visual presence, and the Blue Oval badge was relocated from the bonnet lip to the centre of the larger upper grille.

LED headlights became standard across the range and included integrated foglights, while the taillight lens was darkened for a more premium look.

The Active and ST-Line X variants get unique design details, with upper grille and fascia designs reflecting two distinct personalities.

The ST-Line X's sportier character is delivered by a trapezoidal upper grille, supported by a gloss black honeycomb finish, broader side vents and a deeper lower grille. The ST-Line X also features side skirts, a rear diffuser, and a discreet rear spoiler.

Ford says it took inspiration from SUV design cues for the Active's more rugged appearance. A wider upper grille features more substantial vertical strakes, and a deeper lower grille and taller side vents complement the raised ride height and black body cladding.

ELECTRIFIED PERFORMANCE

The jewel in the crown for the two-model Focus range in New Zealand is the 48-volt mild hybrid 1.0-litre EcoBoost Hybrid three-cylinder turbocharged petrol engine which is mated to a seven-speed dual clutch automatic transmission.

Focus drivers can choose among Normal, Sport and Eco modes that can adjust the responses of the throttle pedal, Electronic Power Assisted Steering (EPAS), and automatic gearbox.

The Active variant also features 'Slippery' mode for increased confidence in low-grip conditions and 'Trail' mode that's designed to help maintain momentum on soft surfaces.

In Sport mode, the automatic gearbox holds lower gears for faster response, and the transmission also offers manual gear selection, with paddle-shifters as standard on ST-Line X variants.

The automatic transmission helps save fuel by keeping the hybrid engine at the optimum revs for efficiency, and by allowing rolling Auto Start-Stop to operate below 12 km/h.

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Ford has replaced the standard alternator with a belt-driven integrated starter/generator (BISG) for this hybrid powertrain, enabling energy lost during braking to be recovered and stored in a dedicated lithium-ion battery pack.

The BISG can act as a motor, providing torque assistance to either increase the total torque available from the powertrain for more responsive acceleration, or reduce the amount of work required by the engine for improved fuel efficiency.

Ford quotes fuel consumption of 4.8 litres/100km but we managed mid fives because most of our time spent in the car was on short urban trips. Undoubtedly a long motorway run or two would have brought the average down markedly.

TECHNOLOGY AT A TOUCH

Both Focus models benefit from the SYNC 4 infotainment system which Ford says uses an algorithm to learn from drivers' behaviour and deliver more accurate suggestions and search results.

A 13.2-inch central touchscreen incorporates heating and ventilation controls that previously were activated using buttons.

The system also delivers wireless Apple CarPlay and Android Auto, allowing integration between smartphone functions and SYNC 4.

The SYNC 4 system also enables

wireless updates that will improve the new Focus over time and can install much of the new software in the background or at pre-scheduled times, rather than having to wait for a dealer service.

Other useful functions for fleet drivers are the traffic jam stop and go capability provided by the adaptive cruise control, automated parking assistance, the all-seeing blindspot and rear cross traffic alerts, and the very useful traffic sign recognition function.

The Focus ST-Line X doesn't offer a powered tailgate, but it's not that heavy to open and shut and there's 443 litres of space in the boot with the rear seats in place and 1320 litres when folded down.

AT THE WHEEL

The first noticeable difference when hopping into the refreshed Focus ST-Line X is the reappearance of a conventional automatic shift lever, replacing the circular dial selector of the previous iteration.

We'd describe the cabin interior as vintage Ford. The cloth upholstery is comfortable and features contrast red stitching.

The stitching is mirrored on the leather gaiter of the transmission selector, the inside of the steering wheel rim, the outer centre console, and the edges of the fitted carpet mats.

It's a small peek of colour in what is otherwise a grey flavoured yet well put

together interior.

Thankfully gloss black plastics which mark easily are nowhere to be seen in this cabin.

The two front seats are manually rather than electrically adjusted (with good lumbar support) but do offer three-stage heating.

There's a lot of angularity in the dashboard design and the door caps, and the central touchscreen does dominate the cabin.

However, the large screen lends itself to be one of the best reversing camera set-ups we've yet encountered in the class.

It also offers a 10-speaker Bang and Olufsen audio system with its own sub-woofer which is a cut above the usual offerings in a fleet focused hatchback.

The Focus ST-Line X also offers Qi phone charging and numerous places to store cups, bottles, and other paraphernalia carried by drivers who use their vehicle as a mobile workplace.

In an age where the SUV is rapidly becoming the default fleet vehicle, in spite of their frugal powertrains and excellent road manners, company cars like the Focus are no longer favoured as tool of trade vehicles, which is a shame for those of us who enjoy a good drive.

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ORA GOOD CAT - DEFINITELY NOT A DOG!

WORDS:
RICHARD EDWARDS

Gimmick cars have come and gone over the years. Brands have attempted to cash in on nostalgia, but except for the Mini, most have come and gone.

Even the iconic Volkswagen Beetle made barely two generations of return with its retro styling, in spite of solid underpinnings.

But what if you're entering the market with little history of your own, but retro looks that nod to numerous classic models.

That's the case for Ora, which has landed with looks that nod to at least one - if not more - older vehicles.

Not that Ora has no history. It's not an entirely new entry to the NZ market. Ora is a sub-brand of Great Wall Motors, known for its utes and the Haval SUV brand.

That not only gives the brand some providence, but also a ready-built service and support network. That's reassuring.

The Good Cat comes in three models - the Ora Standard Range with a manufacturer's suggested retail price (MSRP) of \$49,990 (plus on-road costs), the Ora Long Range (\$55,990), and the Ora GT (\$60,990).



Though some refer to it as 50kWh, the entry level model uses a 47.8kWh (45.4kWh usable) LFP battery, while the other two models use a 63.1kWh NMC battery.

The former is said to be good for 310km, the latter for 420.

AC charging is good at 11kW, but the entry level model on fast charger charges at 64kW, which is a bit, well, meh.

Specification even in the entry level model is good and it shares its spec list

with the long range.

Highlights include 18-inch wheels, two 10.25 inch screens, Apple CarPlay and Android Auto, wireless charging, leatherette seats, electrically-adjustable seats, 360-degree cameras and a strong suite of driver assistance tech.

The GT adds sportier wheels in the same size, sportier bumpers and grille, handsfree tailgate, panoramic sunroof, red brake callipers, memory for the driver's seat, a heated steering wheel and automatic parking.

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The safety specifications are also strong, and rather than list them we'll just note it was only the second small electric hatch, after the Cupra Born, to gain a five-star ANCAP rating.

The Good Cat is 4.235 metres long, 1.603m high and 1.825m wide, placing it between the Renault Zoe and Nissan Leaf; or, in a more relevant measure, slightly shorter but wider than a BYD Dolphin.

Ignore the measurements and it feels significantly roomier in the cabin compared to all three of those cars, but its boot lags behind at 228 litres.

Ora has told journalists overseas that it prioritised rear seat space over boot space, and it shows.

It's surprisingly spacious inside. Its long wheelbase and cabin provide ample room, even for taller passengers.

The interior is adorned with fake Alcantara and dark leatherette material, and hints of chrome around screens and other features accentuate the retro theme set by the exterior design.

It feels very high quality, with there being few missteps in the layout.

The main ones are the screens and cupholders being too far for the driver to reach, and the retro toggle switches are a little pointless.

There's also a camera pointed at the driver to warn of inattention. It's a little aggressive and annoying.

The software on the screens needs work, though the early car we drove



will probably see updates before the car hits showrooms.

The smartphone mirroring was yet to be activated, and things like the camera screens still used Chinese characters.

The driver assistance systems - lane keeping, adaptive cruise control and others - work, and the camera and ultrasound-based system does a near Tesla-like job of showing other vehicles and obstacles on the driver's screen.

But an aggressive move to simplify buttons and keep them clean of writing means there's a learning curve.

The rest of the driving experience is really good. The Ora's ride is comfortably compliant, but it still corners relatively flat.

The steering is typical of city cars in that it lacks feel but is still precise, and power is adequate for a car that tips



the scales at just over 1600kg - 26kW of power and 250Nm of torque.

Though there are a few niggles with the Good Cat, we came away impressed.

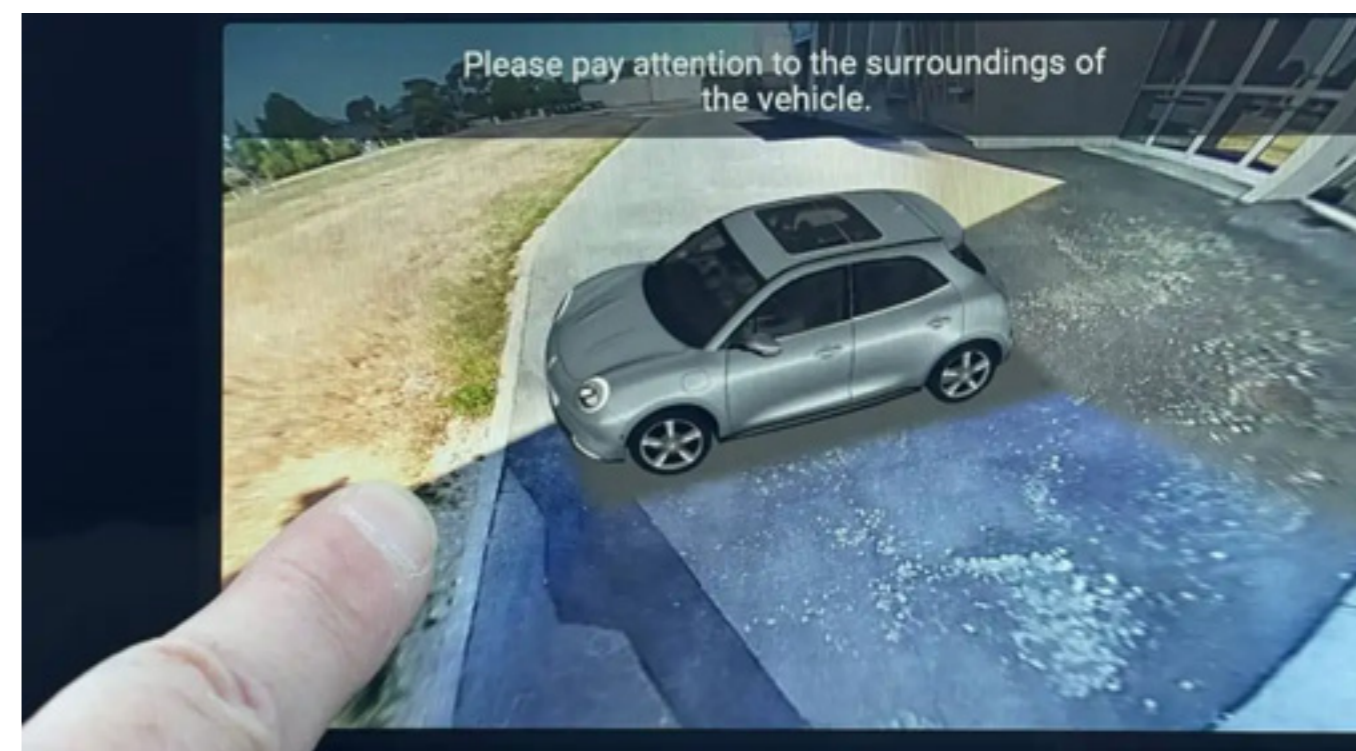
It's a fun car, practical, and drives well, and it isn't priced too badly either - though the MG4 64kW will smash it for value when it arrives.

But I don't see it as being pitched directly against the volume-leader MG, or even the Dolphin.

I'd put it more against the Fiat 500e, and MINI Cooper SE, for its appealing character at a budget price.

Without wanting to stereotype anyone, I had more than one set of middle-aged women flock to the Ora while I had it.

They're a big buyer set for the aforementioned European models. They loved the Good Cat. Interesting...



Continued on the next page

**NEW VEHICLE SALES BY BUYER TYPE
APRIL 2023**

	MONTH	YTD
PASSENGER - BUSINESS		
TOYOTA RAV4	369	1277
HYUNDAI TUCSON	141	403
HYUNDAI KONA	140	440
SUZUKI SWIFT	135	468
MG ZS	130	468
MITSUBISHI ECLIPSE CROSS	126	520
MAZDA CX-5	114	449
MITSUBISHI OUTLANDER	112	453
HYUNDAI SANTA FE	84	321
FORD ESCAPE	81	249
TOYOTA HIGHLANDER	80	354
TOYOTA LAND CRUISER PRADO	77	197
KIA CARNIVAL	60	76
FORD EVEREST	59	360
HYUNDAI IONIQ 5	54	89
HONDA ZRV	52	54
BYD ATTO 3	51	373
TOYOTA COROLLA	49	334
KIA SELTOS	49	207
MITSUBISHI ASX	48	113
OTHER	2019	10,646
TOTAL	4030	17,851
PASSENGER - GOVERNMENT		
SKODA SUPERB	52	180
BYD ATTO 3	46	114
HYUNDAI IONIQ 5	40	70
MITSUBISHI ECLIPSE CROSS	35	148
HYUNDAI IONIQ	28	65
HYUNDAI I30	21	22
MITSUBISHI OUTLANDER	19	65
HYUNDAI TUCSON	16	24
TOYOTA RAV4	14	105
HYUNDAI KONA	13	156
OTHER	62	382
TOTAL	346	1331
PASSENGER - RENTAL		
TOYOTA RAV4	223	235
MITSUBISHI OUTLANDER	144	294
VOLKSWAGEN TIGUAN	100	101
MAZDA CX-9	63	63
MITSUBISHI PAJERO SPORT	50	184
TOYOTA FORTUNER	42	42
SUZUKI SWIFT	35	398
VOLKSWAGEN TOUAREG	33	33
KIA SORENTO	31	170
MITSUBISHI ECLIPSE CROSS	30	275
OTHER	103	2,426
TOTAL	854	4,221

**NEW VEHICLE SALES BY BUYER TYPE
APRIL 2023**

	MONTH	YTD
LIGHT COMMERCIAL - BUSINESS		
FORD RANGER	651	3,671
TOYOTA HILUX	563	2,941
MITSUBISHI TRITON	233	961
TOYOTA HIACE	141	639
VOLKSWAGEN AMAROK	104	141
ISUZU D-MAX	100	402
NISSAN NAVARA	92	524
FORD TRANSIT	70	311
TOYOTA LANDCRUISER	59	167
LDV T60	39	154
MAZDA BT-50	36	152
LDV G10	27	172
LDV V80	23	56
HYUNDAI STARIA LOAD	21	141
GREAT WALL GWM CANNON	20	80
SUZUKI JIMNY	17	18
PEUGEOT EXPERT	14	43
VOLKSWAGEN CRAFTER	13	58
RAM 1500	12	75
CHEVROLET SILVERADO 1500	9	44
OTHER	75	407
TOTAL	2319	11,157
LIGHT COMMERCIAL - GOVERNMENT		
FORD RANGER	67	238
TOYOTA HILUX	46	280
MITSUBISHI TRITON	34	194
HYUNDAI STARIA LOAD	9	71
LDV EDELIVER 3	5	8
MERCEDES-BENZ SPRINTER	4	14
MERCEDES-BENZ VITO	3	10
TOYOTA HIACE	3	48
LDV EDELIVER 9	2	6
LDV V80	2	2
OTHER	5	50
TOTAL	180	921
LIGHT COMMERCIAL - RENTAL		
FORD RANGER	146	252
TOYOTA HILUX	24	94
MITSUBISHI TRITON	15	17
VOLKSWAGEN T6	14	14
TOYOTA HIACE	10	47
VOLKSWAGEN CRAFTER	1	3
FORD TRANSIT	0	2
GREAT WALL GWM CANNON	0	0
HYUNDAI STARIA LOAD	0	0
ISUZU D-MAX	0	0
OTHER	0	14
TOTAL	210	443

PRICELIST		
MODEL	ENGINE	PRICE
AUDI		
<i>For more information on Audi's fleet offerings visit www.audi.co.nz to find your local Audi Dealer and their Fleet Specialist will be able to assist you further.</i>		
A1 30 TFSI Advanced (81kW)	999cc 81kW 7-gear automatic	\$45,500.00
A1 35 TFSI S line	1498cc 110kW 7-gear automatic	\$49,900.00
A1 40 TFSI S line Limited Edition	1984cc 152kW 7-gear automatic	\$58,900.00
Q2 35 TFSI Advanced	1498cc 110kW 7-gear automatic	\$57,900.00
Q2 40 TFSI S line quattro	1984cc 140kW 7-gear automatic	\$67,900.00
SQ2 quattro S tronic	1984cc 221kW 7-gear automatic	\$81,900.00
A3 Sportback 35 TFSI Advanced	1498cc 110kW 7-gear automatic	\$57,900.00
A3 Sportback 40 TFSI S line quattro	1984cc 140kW 7-gear automatic	\$69,900.00
S3 Sportback quattro	1984cc 228kW 7-gear automatic	\$89,500.00
RS 3 Sportback	2480cc 294kW 7-gear automatic	\$112,500.00
Q3 35 TFSI Advanced	1498cc 110kW 7-gear automatic	\$64,500.00
Q3 45 TFSI S line quattro (180kW)	1984cc 180kW 7-gear automatic	\$89,900.00
RS Q3 quattro	2480cc 294kW 7-gear automatic	\$116,500.00
RS Q3 Sportback quattro	2480cc 294kW 7-gear automatic	\$119,500.00
A4 Sedan 40 TFSI S line	1984cc 140kW 7-gear automatic	\$78,900.00
A4 Avant 40 TFSI S line	1984cc 140kW 7-gear automatic	\$82,500.00
A4 Avant 45 TFSI S line quattro	1984cc 180kW 7-gear automatic	\$97,900.00
S4 Avant quattro Tiptronic	2995cc 260kW 8 speed tiptronic	\$125,900.00
RS 4 Avant quattro S tronic	2894cc 331kW 8 speed tiptronic	\$157,900.00
S5 Sportback TFSI quattro	2995cc 260kW 8 speed tiptronic	\$129,900.00
RS 5 Sportback quattro	2894cc 331kW 8 speed tiptronic	\$162,500.00
Q5 PI 40 TDI Advanced quattro	1968cc 150kW 7 speed S tronic	\$93,900.00
Q5 PI 40 TDI S line quattro	1968cc 150kW 7 speed S tronic	\$103,900.00
Q5 PI 45 TFSI S line quattro	1984cc 183kW 7 speed S tronic	\$108,900.00
SQ5 PI TDI quattro	2967cc 251kW 8 speed tiptronic	\$137,900.00
Q5 Sportback 45 TFSI S line quattro	1984cc 183kW 7 speed S tronic	\$111,900.00
SQ5 Sportback TDI quattro	2967cc 251kW 8 speed tiptronic	\$140,500.00
A6 Sedan 55 TFSI quattro	2995cc 250kW 7 speed S tronic	\$115,900.00
A6 55 TFSI S line	2995cc 250kW 7 speed S tronic	\$133,500.00
RS 6 Avant quattro	3996cc 441kW 8 speed tiptronic	\$225,900.00
RS 7 Sportback quattro	3996cc 441kW 8 speed tiptronic	\$235,900.00
Q7 45 TDI quattro	2,967cc 170kW 8 speed tiptronic	\$133,900.00
Q7 50 TDI quattro	2,967cc 210kW 8 speed tiptronic	\$150,900.00
SQ7 TFSI quattro	3996cc 373kW 8 speed tiptronic	\$192,900.00
e-tron 55 quattro	Lithium-ion 265kW	\$151,500.00
e-tron 55 quattro Advanced	Lithium-ion 265kW	\$159,900.00
e-tron Sportback 55 S line	Lithium-ion 265kW	\$170,500.00
e-tron S Sportback	Lithium-ion 320kW	\$189,900.00
Q8 55 TFSI quattro	1995cc 250kW 8 speed tiptronic	\$156,900.00

PRICELIST		
MODEL	ENGINE	PRICE
SQ8 TFSI quattro	3996cc 373kW 8 speed tiptronic	\$201,900.00
RS Q8 TFSI quattro	3996cc 441kW 8 speed tiptronic	\$248,900.00
e-tron GT quattro	Lithium-ion 350kW	\$194,500.00
RS e-tron GT	Lithium-ion 440kW	\$273,500.00
R8 V10 Performance quattro	*5204cc 449kW 7-speed dual clutch S tronic*	\$355,900.00
ALFA ROMEO		
<i>For more information on Alfa Romeo's fleet offerings visit alfaromeo.co.nz to find your local Alfa Romeo Dealer and their Fleet Specialist will be able to assist you further.</i>		
Alfa Romeo Stelvio Veloce	2.0L Petrol Turbo 206kW 400Nm	\$99,990
Alfa Romeo Stelvio Veloce Carbon	2.0L Petrol Turbo 206kW 400Nm	\$99,990
Alfa Romeo Stelvio Quadrifoglio	2.9L Petrol V6 BiTurbo 375kW 600Nm	\$144,990
Alfa Romeo Giulia Veloce	2.0L Petrol Turbo 206kW 400Nm	\$89,990
Alfa Romeo Giulia Veloce Carbon	2.0L Petrol Turbo 206kW 400Nm	\$89,990
Alfa Romeo Giulia Quadrifoglio	2.9L V6 Petrol BiTurbo 375kW 600Nm	\$139,990
BMW		
<i>For more information on BMW's fleet offerings visit www.bmw.co.nz to find your local BMW Dealer and their Fleet Specialist will be able to assist you further.</i>		
118i Hatch M Sport	1.5 TwinPower Turbo 3-cylinder petrol	\$56,200
M135i xDrive Hatch	2.0 TwinPower Turbo 4-cylinder petrol	\$88,900
218i Gran Coupé M Sport	1.5 TwinPower Turbo 3-cylinder petrol	\$63,900
M235i xDrive Gran Coupé	2.0 TwinPower Turbo 4-cylinder petrol	\$92,900
M240i xDrive Coupé	3.0 TwinPower Turbo 6-cylinder petrol	\$104,900
320i Sedan M Sport	2.0 TwinPower Turbo 4-cylinder petrol	\$76,900
330e Plug-in-Hybrid Sedan M Sport	2.0 TwinPower Turbo 4-cylinder petrol + electro-synchronous motor	\$94,900
M340i xDrive Sedan	3.0 TwinPower Turbo 6-cylinder petrol	\$122,900
M3 M xDrive Competition Sedan	3.0 TwinPower Turbo 6-cylinder petrol	\$178,900
320d xDrive Touring M Sport	2.0 TwinPower Turbo 4-cylinder diesel	\$86,100
M4 M xDrive Competition Coupe	3.0 TwinPower Turbo 6-cylinder petrol	\$182,900
420i Gran Coupé M Sport	2.0 TwinPower Turbo 4-cylinder petrol	\$81,900
M440i xDrive Gran Coupé	3.0 TwinPower Turbo 6-cylinder petrol	\$129,900
420i Convertible M Sport	2.0 TwinPower Turbo 4-cylinder petrol	\$96,900
M440i xDrive Convertible	3.0 TwinPower Turbo 6-cylinder petrol	\$144,900
M4 M xDrive Competition Convertible	3.0 TwinPower Turbo 6-cylinder petrol	\$199,900
520i M Sport Sedan	BMW TwinPower Turbo 4-cylinder petrol engine	\$99,900
M5 Pure Edition Sedan	M TwinPower Turbo 8-cylinder petrol engine	\$189,900
M5 Competition Sedan	M TwinPower Turbo 8-cylinder petrol engine	\$234,300
730d Sedan	3.0 TwinPower Twin Turbo 6-cylinder diesel	\$187,900
745e Plug-in-Hybrid Sedan	3.0 TwinPower Turbo 6-cylinder petrol + electro-synchronous motor	\$194,900
750i xDrive Sedan	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$238,900
M760Li xDrive Sedan	6.6 M TwinPower Turbo 12-cylinder petrol	\$347,500
M850i xDrive Coupe	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$279,900
M850i xDrive Convertible	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$292,400

PRICELIST		
MODEL	ENGINE	PRICE
M850i xDrive Gran Coupe	4.4 TwinPower Twin Turbo 8-cylinder petrol	\$276,900
M8 Competition Coupe	4.4 M TwinPower Turbo 8-cylinder petrol engine	\$347,900
M8 Competition Gran Coupe	4.4 M TwinPower Turbo 8-cylinder petrol engine	\$341,900
M40i Roadster	3.0 TwinPower Twin Turbo 6-cylinder petrol	\$139,900
CITROEN		
<i>For more information on Citroen's fleet offerings visit www.citroen.co.nz to find your local Citroen Dealer and their Fleet Specialist will be able to assist you further.</i>		
C3	1.2L PureTech 110 EAT6	\$32,990.00
NEW C3 AIRCROSS SUV	1.2L PureTech 110 EAT6	\$39,990.00
NEW C4	1.2L PureTech 155 EAT8	\$42,990.00
C5 AIRCROSS SUV	1.6L PureTech 180 EAT8 S&S	\$54,990.00
FORD		
<i>For more information on Ford's fleet offerings visit www.ford.co.nz to find your local Ford Dealer and their Fleet Specialist will be able to assist you further.</i>		
Fiesta	1.5L ST Hatch	(Manual) \$39,990.00
Fiesta	1.5L ST Hatch	(Manual) \$41,990.00
Focus (2021.75MY)	1.5L Active Hatch Petrol, 8AT	\$37,990.00
Focus (2021.75MY)	1.5L ST-Line X Petrol, 8AT	\$42,990.00
Focus (2021.75MY)	2.3P ST Hatch Petrol, 7AT	\$59,990.00
Focus MHEV (2022.50MY)	1.0L Active MHEV Hatch Petrol, 8AT	\$38,490.00
Focus MHEV (2022.50MY)	1.0L ST-Line X MHEV Petrol, 8AT	\$42,990.00
Focus MHEV (2022.50MY)	2.3P ST Hatch Petrol, 7AT	\$59,990.00
Mustang (2021.50MY)	High Performance 2.3L Fastback	\$67,990.00
Mustang (2021.50MY)	5.0L GT Fastback	\$82,990.00
Mustang (2021.50MY)	5.0L GT Convertible	\$87,990.00
Mustang (2022.25MY)	High Performance 2.3L Fastback	\$69,990.00
Mustang (2022.25MY)	5.0L GT Fastback	\$84,990.00
Mustang (2022.25MY)	5.0L GT Convertible	\$89,990.00
Puma	1.0L Titanium Petrol, 7SP, AT	\$35,490.00
Puma	1.0L ST-Line Petrol, 7SP, AT	\$38,490.00
Puma MHEV (2022.5)	1.0L Titanium MHEV Petrol, 7SP, AT	\$35,990.00
Puma MHEV (2022.5)	1.0L ST-Line MHEV Petrol, 7SP, AT	\$38,990.00
Escape	2.0L EcoBoost, Petrol, 8AT, FWD	\$42,990.00
Escape	2.0L ST-LINE, Petrol, 8AT, FWD	\$47,990.00
Escape	2.0L ST-LINE, Petrol, 8AT, AWD	\$50,990.00
Escape	2.0L EcoBoost ST-Line X, Petrol, 8AT, AWD	\$55,990.00
Escape	2.5L PHEV, Petrol, CVT, FWD	\$60,990.00
Escape	2.5L PHEV ST-Line X, Petrol, CVT, FWD	\$66,990.00
Everest	2.0L BiTurbo Sport AWD Diesel	\$75,490.00
Everest	2.0L BiTurbo Titanium AWD Diesel	\$80,490.00
Ranger (2021.25MY)	4x2 XL Single Chassis Cab 6AT, 2.2L	\$43,190.00
Ranger (2021.25MY)	4x2 XLT Double Cab Wellside, 6AT, 3.2L	\$52,990.00
Ranger (2021.25MY)	4x2 FX4 Double Cab Wellside 10AT, 2.0L Bi-Turbo	\$56,990.00
Ranger (2021.25MY)	4x4 XL Single Chassis Cab 6AT, 3.2L	\$51,690.00
Ranger (2021.25MY)	4x4 XL Super Chassis Cab, 6AT, 3.2L	\$57,690.00
Ranger (2021.25MY)	4x4 XL Super Cab Wellside 6AT, 3.2L	\$59,190.00

PRICELIST		
MODEL	ENGINE	PRICE
Ranger (2021.25MY)	4x4 XL Double Chassis Cab 6AT, 3.2L	\$58,190.00
Ranger (2021.25MY)	4x4 XLT Double Cab Wellside 6AT, 3.2L	\$65,490.00
Ranger (2021.75MY)	4X2 Single CC,X-L,2.2D,6AT	\$45,190.00
Ranger (2021.75MY)	4X2 Super WS,X-L,2.2D,6AT	\$47,190.00
Ranger (2021.75MY)	4X2 Double WS,X-L,2.2D,6AT	\$50,690.00
Ranger (2021.75MY)	4X2 Double WS,X-LT,3.2D,6AT	\$52,990.00
Ranger (2021.75MY)	4X2 Double WS,X-LT,2.0D,10AT	\$55,990.00
Ranger (2021.75MY)	4X2 Double WS,FX-4,2.0D,10AT	\$56,990.00
Ranger (2021.75MY)	4X4 Single CC,X-L,3.2D,6AT	\$51,690.00
Ranger (2021.75MY)	4X4 Single CC,X-L,3.2D,6AT	\$57,690.00
Ranger (2021.75MY)	4X4 Double CC,X-L,3.2D,6AT	\$58,190.00
Ranger (2021.75MY)	4X4 Super WS,X-L,3.2D,6AT	\$59,190.00
Ranger (2021.75MY)	4X4 Double WS,X-L,3.2D,6AT	\$60,690.00
Ranger (2021.75MY)	4X4 Double WS,X-LT,3.2D,6AT	\$65,490.00
Ranger (2021.75MY)	4X4 Double WS,X-LT,2.0D,10AT	\$66,490.00
Ranger (2021.75MY)	4X4 Double WS,FX-4+,2.0D,10AT	\$70,490.00
Ranger (2021.75MY)	4X4 Double WS,Wildtrak, 3.2D,6AT	\$72,990.00
Ranger (2021.75MY)	4X4 Double WS,Wildtrak X,2.0D,10AT	\$75,990.00
Ranger (2021.75MY)	4X4 Double WS,Raptor, 2.0D,10AT	\$85,990.00
FIAT		
<i>For more information on Fiat's fleet offerings visit www.fiat.co.nz to find your local Fiat Dealer and their Fleet Specialist will be able to assist you further.</i>		
FIAT 500 LOUNGE	1.2L 5-Speed Dualogic (Automatic)	\$22,990
FIAT 500 DOLCEVITA	1.2L 5-Speed Dualogic (Automatic)	\$25,990
FIAT ABARTH 595	1.4L Turbo 107kW 206Nm (Manual)	\$29,990
FIAT ABARTH 595	1.4L Turbo 107kW 206Nm (Automatic)	\$34,490
FIAT ABARTH 595 COMPETIZIONE	1.4L Turbo 132kW 250Nm (Manual)	\$41,990
FIAT ABARTH 595 COMPETIZIONE	1.4L Turbo 132kW 250Nm (Automatic)	\$44,490
FIAT ABARTH 595 CABRIOLET COMPETIZIONE	1.4L Turbo 132kW 250Nm (Manual)	\$44,990
FIAT ABARTH 595 CABRIOLET COMPETIZIONE	1.4L Turbo 132kW 250Nm (Automatic)	\$47,490
GMSV		
<i>For more information on GMSV's fleet offerings visit www.gmspecialtyvehicles.com or contact their customer communications center at 0800 GMSV00.</i>		
Silverado 1500 Trail Boss	6.2L EcoTec3 V8	\$119,990
Silverado 1500 LTZ Premium	6.2L EcoTec3 V8	\$130,990
Silverado HD	6.6L Turbo-Diesel V8	\$159,990
C8 Corvette Stingray 2LT	6.2L V8 DI engine	\$154,990
C8 Corvette Stingray 3LT	6.2L V8 DI engine	\$169,990
C8 Corvette Stingray Convertible 2LT	6.2L V8 DI engine	\$169,990
C8 Corvette Stingray Convertible 3LT	6.2L V8 DI engine	\$184,990
HYUNDAI		
<i>For more information on Hyundai's fleet offerings visit www.hyundai.co.nz or call 0800 HYUNDAI to speak to one of their Ambassador Team members.</i>		
i20 N	1.6 GDi Turbo Hatch M6	\$53,990
i30 Series II	1.5 A6	\$36,990
i30 Series II	1.0 GDI Turbo Elite DCT7	\$41,990
i30 Series II	1.6 GDi Turbo N Line DCT7	\$44,990
i30 N Series II	2.0 GDi Turbo Hatch M6	\$58,990

PRICELIST		
MODEL	ENGINE	PRICE
i30 N Series II	2.0 GDi Turbo Fastback M6	\$62,990
i30 N Series II	2.0 GDi Turbo Hatch DCT8	\$65,990
i30 N Series II	2.0 GDi Turbo Fastback DCT8	\$69,990
i30 Wagon Series II	1.5 A6	\$38,990
IONIQ Series II	Hybrid 1.6 DCT6	\$46,990
IONIQ Series II	Hybrid Elite 1.6 DCT6	\$52,990
IONIQ Series II	PHEV 1.6 DCT6	\$53,990
IONIQ Series II	PHEV Elite 1.6 DCT6	\$59,990
IONIQ Series II	EV 38.3 kWh	\$65,990
IONIQ Series II	EV Elite 38.3 kWh	\$71,990
All-new IONIQ 5	58 kWh 2WD	\$79,990
All-new IONIQ 5	72.6 kWh 2WD	\$89,990
All-new IONIQ 5	72.6 kWh AWD	\$94,990
All-new IONIQ 5	72.6 kWh Elite 2WD	\$96,990
All-new IONIQ 5 (with Vision Roof)	72.6 kWh Limited AWD	\$109,990
All-new IONIQ 5 (with Solar Roof)	72.6 kWh Limited AWD	\$112,990
All-new Staria 8-seater	2.2 CRDi A8 8S	\$69,990
All-new Staria 8-seater (Limited)	2.2 CRDi A8 8S AWD	\$85,990
All-new Staria Load	Staria Load 2.2 CRDi M6 2S	\$59,990
All-new Staria Load	Staria Load 2.2 CRDi A8 2S	\$62,990
Venue	1.6 A6	\$29,990
Venue	1.6 Elite A6	\$33,990
Kona Series II	2.0 IVT	\$34,990
Kona Series II	2.0 Elite IVT	\$39,990
Kona Series II	2.0 Limited IVT	\$44,990
Kona Series II	1.6 GDi Turbo Elite AWD DCT7	\$44,990
Kona Series II	1.6 GDi Turbo N Line AWD DCT7	\$49,990
Kona Series II	1.6 GDI Hybrid DCT6	\$49,990
Kona Series II	1.6 GDI Hybrid Elite DCT6	\$59,990
Kona N	2.0 GDi Turbo DCT8	\$69,990
Kona Electric Series II	Kona Electric 39.2 kWh	\$69,990
Kona Electric Series II	Kona Electric Elite 39.2 kWh	\$76,990
Kona Electric Series II	Kona Electric 64.0 kWh	\$79,990
Kona Electric Series II	Kona Electric Elite 64.0 kWh	\$87,990
All-new Tucson	2.0 MPI 2WD A6	\$46,990
All-new Tucson	2.0 MPI Active 2WD A6	\$49,990
All-new Tucson	2.0 MPI Elite 2WD A6	\$54,990
All-new Tucson	1.6 GDi Turbo Active DCT7	\$57,990
All-new Tucson	1.6D CRDi Active A8	\$61,990
All-new Tucson	1.6 GDi Turbo Elite DCT7	\$62,990
All-new Tucson	1.6D CRDi Elite DCT7	\$66,990
All-new Tucson	1.6 GDi Turbo Limited DCT7	\$68,990
All-new Tucson	1.6 GDi Turbo N Line DCT7	\$68,990
All-new Tucson	1.6D CRDi Limited DCT7	\$72,990
All-new Tucson	1.6 GDI Turbo Hybrid A6 2WD	\$61,990
All-new Tucson	1.6 GDI Turbo Hybrid A6 AWD	\$67,990
All-new Tucson	1.6 GDI Turbo Hybrid Elite A6 2WD	\$66,990
All-new Tucson	1.6 GDI Turbo Hybrid Elite A6 AWD	\$72,990
All-new Tucson	1.6 GDI Turbo Plug-in Hybrid A6 AWD	\$83,990

PRICELIST		
MODEL	ENGINE	PRICE
All-new Tucson	1.6 GDI Turbo Plug-in Hybrid Elite A6 AWD	\$89,990
New Santa Fe	2.5 MPI A6 AWD 7S	\$62,990
New Santa Fe	2.2R CRDi DCT8 AWD 7S	\$69,990
New Santa Fe	2.5 MPI Elite A6 AWD 7S	\$73,990
New Santa Fe	2.2R CRDi Elite DCT8 AWD 7S	\$80,990
New Santa Fe	2.5 MPI Limited A6 AWD 7S	\$82,990
New Santa Fe	3.5 V6 MPI Limited A8 2WD 7S	\$82,990
New Santa Fe	1.6 GDI Turbo Hybrid A6 AWD 7S	\$88,990
New Santa Fe	2.2R CRDi Limited DCT8 AWD 7S	\$89,990
New Santa Fe	1.6 GDI Turbo Hybrid Elite A6 AWD 7S	\$99,990
New Santa Fe	1.6 GDI Turbo Plug-in Hybrid Elite A6 AWD 7S	\$109,990
Palisade	3.8 V6 GDI Elite A8 2WD 8S	\$99,990
Palisade	2.2R CRDi Elite A8 AWD 8S	\$106,990
Palisade	3.8 V6 GDI Limited A8 2WD 7S	\$107,990
Palisade	2.2R CRDi Limited A8 AWD 7S	\$114,990
Palisade (with Nappa Leather)	2.2R CRDi Limited A8 AWD 7S	\$119,990
ISUZU		
<i>For more information on Isuzu's fleet offerings visit www.isuzu.co.nz to find your local Isuzu Dealer and their Fleet Specialist will be able to assist you further.</i>		
MU-X SUV	MU-X LS-T 4WD Automatic	\$80,990
D-Max Single Cab Chassis	LX 4WD Manual	\$52,990
D-Max Single Cab Chassis	LX 4WD Automatic	\$54,990
D-Max Space Cab Chassis	LX 4WD Manual	\$55,990
D-Max Space Cab Chassis	LX 4WD Automatic	\$57,990
D-Max Double Cab	LX 2WD Automatic	\$49,990
D-Max Double Cab	LX 4WD Manual	\$59,990
D-Max Double Cab	LX 4WD Automatic	\$61,990
D-Max Double Cab	LS-M 4WD Manual	\$61,990
D-Max Double Cab	LS-M 4WD Automatic	\$63,990
D-Max Space Cab	LS 4WD Automatic	\$66,990
D-Max Double Cab	LS 2WD Manual	\$54,490
D-Max Double Cab	LS 2WD Automatic	\$56,490
D-Max Double Cab	LS 4WD Manual	\$65,990
D-Max Double Cab	LS 4WD Automatic	\$67,990
D-Max Double Cab	X-Terrain 4WD Automatic	\$75,490
JEEP		
<i>For more information on Jeep's fleet offerings visit jeep.co.nz to find your local Jeep Dealer and their Fleet Specialist will be able to assist you further.</i>		
JEEP GRAND CHEROKEE L Night Eagle	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$99,990
JEEP GRAND CHEROKEE L Limited	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$104,990
JEEP GRAND CHEROKEE L Summit Reserve	3.6L V6 Petrol 8 Speed Auto 4 x 4	\$134,990
JEEP GRAND CHEROKEE Limited 4 x 4	3.6L V6 Petrol 8 Speed Auto	\$85,990
JEEP GRAND CHEROKEE Limited 4 x 4	3.0L V6 CRD 8 Speed Auto	\$92,990
JEEP GRAND CHEROKEE Trailhawk 4 x 4	3.0L V6 CRD 8 Speed Auto	\$102,990
JEEP GRAND CHEROKEE Overland 4 x 4	5.7L V8 Petrol 8 Speed Auto	\$99,990
JEEP GRAND CHEROKEE Overland 4 x 4	3.0L V6 CRD 8 Speed Auto	\$104,990
JEEP GRAND CHEROKEE SRT 4 x 4	6.4L Hemi V8 Petrol 8 Speed Auto	\$129,990
JEEP JL WRANGLER (2 DOOR) Rubicon	3.6L V6 Petrol 8 Speed Auto	\$98,990

PRICELIST		
MODEL	ENGINE	PRICE
JEEP JL WRANGLER (4 DOOR) Night Eagle	3.6L V6 Petrol 8 Speed Auto	\$94,990
JEEP JL WRANGLER (4 DOOR) Overland	3.6L V6 Petrol 8 Speed Auto	\$99,990
JEEP JL WRANGLER (4 DOOR) Rubicon	3.6L V6 Petrol 8 Speed Auto	\$104,990
JEEP GLADIATOR Night Eagle	3.6L V6 Petrol 8 Speed Auto	\$96,990
JEEP GLADIATOR Rubicon	3.6L V6 Petrol 8 Speed Auto	\$104,990
KIA For more information on Kia's fleet offerings visit kia.co.nz to find your local Kia Dealer and their Fleet Specialist will be able to assist you further.		
PICANTO GENERATION 2	Picanto LX 1.25 Petrol Hatch Manual	\$19,990
PICANTO GENERATION 2	Picanto LX 1.25 Petrol Hatch	\$20,990
PICANTO GENERATION 2	Picanto EX 1.25 Petrol Hatch	\$21,990
PICANTO GENERATION 2	Picanto GT-Line 1.25 Petrol Hatch	\$23,990
PICANTO GENERATION 2	Picanto X-Line 1.25 Petrol Hatch	\$23,990
RIO GENERATION 2	Rio LX 1.4 Petrol Hatch Manual	\$23,990
RIO GENERATION 2	Rio LX 1.4 Petrol Hatch	\$25,990
RIO GENERATION 2	Rio EX 1.4 Petrol Hatch	\$27,990
RIO GENERATION 2	Rio Limited 1.4 Petrol Hatch	\$28,990
RIO GENERATION 2	Rio LX-T 1.0 T-GDI Petrol Hatch	\$29,990
RIO GENERATION 2	Rio GT-Line 1.0 T-GDI Petrol Hatch	\$30,990
RIO GENERATION 2	Rio GT-Line+ 1.0 T-GDI Petrol Hatch	\$32,990
CERATO GENERATION 2	Cerato LX 2.0 Petrol Hatch	\$31,990
CERATO GENERATION 2	Cerato LX+ 2.0 Petrol Hatch	\$35,990
CERATO GENERATION 2	Cerato Deluxe 2.0 Petrol Hatch	\$38,990
CERATO GENERATION 2	Cerato GT 1.6 T-GDI Petrol DCT Hatch	\$42,990
STONIC	Stonic LX 1.4 Petrol Hatch	\$25,990
STONIC	Stonic LX 1.4 Petrol Hatch (2-Tone)	\$26,490
STONIC	Stonic EX 1.4 Petrol Hatch	\$28,990
STONIC	Stonic EX 1.4 Petrol Hatch (2-Tone)	\$29,490
STONIC	Stonic Limited 1.4 Petrol Hatch	\$30,990
STONIC	Stonic Limited 1.4 Petrol Hatch (2-Tone)	\$31,490
STONIC	Stonic LX-T 1.0 T-GDI Petrol Hatch (2-Tone)	\$32,490
STONIC	Stonic GT-Line 1.0 T-GDI Petrol Hatch	\$32,990
STONIC	Stonic GT-Line 1.0 T-GDI Petrol Hatch (2-Tone)	\$33,490
STONIC	Stonic GT-Line+ 1.0 T-GDI Petrol Hatch	\$34,990
STONIC	Stonic GT-Line+ 1.0 T-GDI Petrol Hatch (2-Tone)	\$35,490
NIRO (DE)	Niro HEV LX 1.6 Petrol	\$40,990
NIRO (DE)	Niro HEV LX+ 1.6 Petrol	\$42,990
NIRO (DE)	Niro HEV Deluxe 1.6 Petrol	\$45,990
NIRO (DE)	Niro HEV Premium 1.6 Petrol	\$49,990
EV6	EV6 Air RWD SR	\$72,990
EV6	EV6 Air RWD LR	\$78,990
EV6	EV6 Earth AWD LR	\$94,990
EV6	EV6 GT-Line AWD LR	\$106,990

PRICELIST		
MODEL	ENGINE	PRICE
EV6	EV6 GT-Line AWD LR (Sunroof)	\$109,990
SELTOS	Seltos LX 2.0 Petrol	\$32,490
SELTOS	Seltos LX 2.0 Petrol (2-Tone)	\$32,990
SELTOS	Seltos LX-S(Safety Pack) 2.0 Petrol	\$33,490
SELTOS	Seltos LX-S(Safety Pack) 2.0 Petrol (2-Tone)	\$33,990
SELTOS	Seltos LX+ 2.0 Petrol	\$36,490
SELTOS	Seltos LX+ 2.0 Petrol (2-Tone)	\$36,990
SELTOS	Seltos EX 2.0 Petrol	\$38,490
SELTOS	Seltos LTD 2.0 Petrol	\$43,490
SELTOS	Seltos LTD 2.0 Petrol (2-Tone)	\$43,990
SELTOS	Seltos LTD AWD 1.6T Petrol	\$47,490
SELTOS	Seltos LTD AWD 1.6T Petrol (2-Tone)	\$47,990
SPORTAGE	Sportage LX Urban 2.0 Petrol 2WD	\$39,990
SPORTAGE	Sportage LX+ Urban 2.0 Petrol 2WD	\$41,990
SPORTAGE	Sportage X-Line 1.6T Petrol 2WD	\$55,990
SPORTAGE	Sportage Deluxe 1.6T Petrol AWD	\$49,990
SPORTAGE	Sportage X-Line 1.6T Petrol AWD	\$57,990
SPORTAGE	Sportage LX 2.0 Diesel AWD	\$46,990
SPORTAGE	Sportage LX+ 2.0 Diesel AWD	\$49,990
SPORTAGE	Sportage Deluxe 2.0 Diesel AWD	\$52,990
SPORTAGE	Sportage X-Line 2.0 Diesel AWD	\$62,990
SORENTO	Sorento LX AWD 2.2 Diesel DCT	\$59,990
SORENTO	Sorento EX AWD 2.2 Diesel DCT	\$63,990
SORENTO	Sorento Deluxe AWD 2.2 Diesel DCT	\$69,990
SORENTO	Sorento HEV EX Urban 1.6T Petrol	\$63,990
SORENTO	Sorento HEV Premium Urban 1.6T Petrol	\$78,990
SORENTO	Sorento HEV EX AWD 1.6T Petrol	\$65,990
SORENTO	Sorento HEV Premium AWD 1.6T Petrol	\$82,990
SORENTO	Sorento PHEV EX AWD 1.6T Petrol	\$74,990
SORENTO	Sorento PHEV Premium AWD 1.6T Petrol	\$89,990
CARNIVAL	Carnival EX 2.2 Diesel	\$59,990
CARNIVAL	Carnival Deluxe 2.2 Diesel (Ceramic Silver Exterior)	\$69,990
CARNIVAL	Carnival Deluxe 2.2 Diesel	\$70,490
CARNIVAL	Carnival Premium 2.2 Diesel (Ceramic Silver Exterior)	\$74,990
CARNIVAL	Carnival Premium 2.2 Diesel	\$75,490
MG For more information on MG's fleet offerings visit mgmotor.co.nz to find your local MG Dealer and their Fleet Specialist will be able to assist you further.		
MG3-1.5-4AT-CORE	MY21 MG3 1.5 4AT CORE	\$19,490
MG3-1.5-4AT-EXCITE	MY21 MG3 1.5 4AT EXCITE	\$21,490
MGZS-1.5-4AT-EXCITE	MY21 MGZS 4AT 1.5AT EXCITE	\$24,490
MGZS CVT 1.5L CORE	MY21 MGZS CVT 1.5 CORE	\$27,990

PRICELIST		
MODEL	ENGINE	PRICE
MGZS CVT 1.5L VIBE	MY21 MGZS CVT 1.5 VIBE	\$29,990
MGZST-1.3T EXCITE	MY21 MGZS 6AT 1.3T EXCITE	\$31,990
MGZST-1.3T ESSENCE	MY21 MGZS 6AT 1.3T ESSENCE	\$34,990
MGEV EXCITE	MY21 MGEV EXCITE 5DR SUV	\$49,990
MGEV ESSENCE	MY21 MGEV ESSENCE 5DR SUV	\$52,990
MGHS-7DCT-VIBE	MY21 MGHS 1.5T VIBE 5DR SUV	\$33,990
MGHS-7DCT-EXCITE	MY21 MGHS 1.5T EXCITE 5DR SUV	\$36,990
MGHS-7DCT-ESSENCE	MY21 MGHS 1.5T ESSENCE 5DR SUV	\$40,990
MGHS-7DCT-FWD-ANFIELD	MY21 MGHS 1.5T ANFIELD 5DR SUV	\$41,990
MGHS-6DCT-4WD-EXCITE X	MY21 MGHS 2.0T EXCITE 5DR SUV	\$43,990
MGHS-6DCT-4WD-ESSENCE X	MY21 MGHS 2.0T ESSENCE 5DR SUV	\$47,990
HS Plus EV	MY21 MGHS Plus EV EXCITE 5DR SUV	\$50,990
HS Plus EV	MY21 MGHS Plus EV ESSENCE 5DR SUV	\$54,990
MAZDA For more information on Mazda's fleet offerings visit https://www.mazda.co.nz/find-a-dealer/ to find your local Mazda Dealer and their Fleet Specialist will be able to assist you further.		
MAZDA2	Mazda2 1.5 Hatch SP15 Blackout 6AT	\$27,990
MAZDA2	Mazda2 1.5 Hatch GSX 6AT	\$29,290
MAZDA2	Mazda2 1.5 Hatch Limited 6AT	\$31,590
MAZDA3	Mazda3 2.0 Sedan GSX 6AT	\$37,990
MAZDA3	Mazda3 2.5 Sedan Limited 6AT	\$49,990
MAZDA3	Mazda3 2.0 Hatch GSX 6AT	\$37,990
MAZDA3	Mazda3 2.0 Hatch MHEV SP20 Blackout 6AT	\$39,990
MAZDA3	Mazda3 2.5 Hatch GTX 6AT	\$42,090
MAZDA3	Mazda3 2.5 Hatch Limited 6AT	\$49,990
MAZDA3	Mazda3 2.0X Hatch MHEV Takami 6AT	\$53,190
MAZDA6	Mazda6 2.5T Sedan Turbo Petrol Takami 6AT	\$58,895
MAZDA6	Mazda6 2.5 Wagon Petrol GSX 6AT	\$48,495
MAZDA6	Mazda6 2.5T Wagon Turbo Petrol Takami 6AT	\$59,895
MX-5	MX-5 2.0 Roadster GT 6MT	\$55,390
MX-5	MX-5 2.0 RF Limited 6MT	\$55,390
MX-5	MX-5 2.0 RF Limited 6AT	\$56,890
CX-3	CX-3 2.0 FWD Petrol GLX 6AT	\$33,290
CX-3	CX-3 2.0 FWD Petrol GSX 6AT	\$38,090
CX-3	CX-3 2.0 FWD Petrol GSX Leather 6AT	\$40,090
CX-3	CX-3 2.0 FWD Petrol Limited 6AT	\$42,290
CX-30	CX-30 2.0 FWD Petrol GSX 6AT	\$42,790
CX-30	CX-30 2.0 FWD Petrol MHEV SP20 Blackout 6AT	\$44,790
CX-30	CX-30 2.5 AWD Petrol GTX 6AT	\$46,490
CX-30	CX-30 2.5 AWD Petrol Limited 6AT	\$52,190
CX-30	CX-30 2.0X AWD Petrol MHEV Takami 6AT	\$56,190

PRICELIST		
MODEL	ENGINE	PRICE
MX-30	MX-30 2.0 FWD Petrol MHEV Limited 6AT	\$47,190
MX-30	MX-30 35.5kWh FWD BEV Takami 6AT	\$74,990
CX-5	CX-5 2.0 FWD Petrol GLX 6AT	\$42,690
CX-5	CX-5 2.0 FWD Petrol GSX 6AT	\$45,190
CX-5	CX-5 2.5 AWD Petrol GSX 6AT	\$48,390
CX-5	CX-5 2.2 AWD Diesel GSX 6AT	\$51,390
CX-5	CX-5 2.5 AWD Petrol Limited 6AT	\$58,190
CX-5	CX-5 2.5T AWD Turbo Petrol SP25T 6AT	\$61,690
CX-5	CX-5 2.5T AWD Turbo Petrol Takami 6AT	\$64,690
CX-8	CX-8 2.2 AWD Diesel GSX 6AT	\$57,590
CX-8	CX-8 2.2 AWD Diesel Takami 6AT	\$67,390
CX-9	CX-9 2.5T AWD Petrol GSX 6AT	\$61,590
CX-9	CX-9 2.5T AWD Petrol Limited 6AT	\$68,590
CX-9	CX-9 2.5T AWD Petrol Takami 6AT	\$72,490
BT-50	BT-50 2WD Double Cab GSX W/S 6AT	\$48,690
BT-50	BT-50 2WD Double Cab GTX W/S 6AT	\$52,690
BT-50	BT-50 2WD Double Cab Limited W/S 6AT	\$55,190
BT-50	BT-50 4WD Double Cab GSX W/S 6AT	\$55,690
BT-50	BT-50 4WD Double Cab GTX W/S 6AT	\$59,690
BT-50	BT-50 4WD Double Cab Limited W/S 6AT	\$62,190
BT-50	BT-50 4WD Double Cab Takami W/S 6AT	\$68,690
MITSUBISHI For more information on Mitsubishi's fleet offerings visit www.mmnz.co.nz or contact the Customer Care Centre on 0800 54 53 52.		
Mirage	1193cc 58kW CVT	\$19,990
ASX 2.0P LS 2WD CVT	2.0 L DOHC MIVEC Petrol	\$27,990
ASX 2.0P XLS 2WD CVT	2.0 L DOHC MIVEC Petrol	\$31,990
ASX 2.4P VRX PETROL 2WD	2.4L DOHC MIVEC petrol	\$35,990
OUTLANDER 2.4P LS 2WD CVT	2.4L DOHC MIVEC Petrol	\$33,990
OUTLANDER 2.4P LS 4WD CVT	2.4L DOHC MIVEC Petrol	\$37,990
OUTLANDER 2.4P SPORT 4WD CVT	2.4L DOHC MIVEC Petrol	\$39,990
OUTLANDER 2.4P XLS 4WD CVT	2.4L DOHC MIVEC Petrol	\$39,990
OUTLANDER 2.4P VRX 4WD CVT	2.4L DOHC MIVEC Petrol	\$45,990
OUTLANDER 2.3D XLS 4WD 6AT	2.3 L DOHC Intercooled Turbo Diesel	\$42,740
OUTLANDER 2.3D VRX 4WD 6AT	2.3 L DOHC Intercooled Turbo Diesel	\$48,990
2WD GLX DIESEL SINGLE CAB CHASSIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$33,990
2WD GLX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$39,990
2WD GLXR DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$40,990
4WD GLX DIESEL SINGLE CAB CHASSIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$39,250
4WD GLX DIESEL CLUB CAB CHASSIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$41,990
4WD GLX DIESEL CLUB CAB WELL-SIDE AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$43,990
4WD GLX DIESEL DOUBLE CAB CHASSIS AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$42,990
4WD GLX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Intercooled turbo diesel	\$44,990

PRICELIST		
MODEL	ENGINE	PRICE
4WD GLXR DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$46,990
4WD GLS BLACK EDITION DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$48,990
4WD VRX DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$53,990
2WD VRX BLACK EDITION DIESEL DOUBLE CAB AUTO	2.4L D4 MIVEC Inter-cooled turbo diesel	\$45,990
ECLIPSE 1.5P TC XLS 2WD CVT	1.5L MIVEC Turbo Petrol	\$35,990
ECLIPSE 1.5P TC VRX 2WD CVT	1.5L MIVEC Turbo Petrol	\$41,990
ECLIPSE 1.5P TC XLS AWD CVT	1.5L MIVEC Turbo Petrol	\$38,990
ECLIPSE 1.5P TC VRX AWD CVT	1.5L MIVEC Turbo Petrol	\$44,990
PAJERO SPORT 2.4D VRX 4WD 8AT	2.4 L DID MIVEC Inter-cooled Turbo Diesel	\$59,990
EXPRESS 1.6DTT SWB 2WD 6MT	1.6 dCi Intercooled Twin Turbo	\$40,990
EXPRESS 2.0DT SWB 2WD DCT	2.0 dCi Intercooled Turbo	\$45,990
EXPRESS 2.0DT LWB 2WD DCT	2.0 dCi Intercooled Turbo	\$47,990
ECLIPSE CROSS PHEV XLS 4WD	2.4L DOHC MIVEC Petrol	\$50,990
ECLIPSE CROSS PHEV VRX 4WD	2.4L DOHC MIVEC Petrol	\$58,990
OUTLANDER 2.5P LS 2WD CVT	2.5 L DOHC MIVEC Petrol	\$41,990
OUTLANDER 2.5P VRX 2WD CVT	2.5 L DOHC MIVEC Petrol	\$44,990
OUTLANDER 2.5P LS 4WD CVT	2.5 L DOHC MIVEC Petrol	\$50,990
OUTLANDER 2.5P XLS 4WD CVT	2.5 L DOHC MIVEC Petrol	\$49,990
OUTLANDER 2.5P VRX 4WD CVT	2.5 L DOHC MIVEC Petrol	\$55,990
OUTLANDER PHEV LS 4WD	2.4L DOHC MIVEC Petrol	\$60,990
OUTLANDER PHEV VRX 4WD	2.4L DOHC MIVEC Petrol	\$73,990
OUTLANDER PHEV XLS 4WD	2.4L DOHC MIVEC Petrol	\$67,990
NISSAN For more information on Nissan's fleet offerings visit www.nissan.co.nz to find your local Nissan Dealer and their Fleet Specialist will be able to assist you further.		
LEAF ZE1LE01	40kW Electric Hatch	\$61,990
LEAF ZE1LP01	62kW Electric Hatch	\$69,990
JUKE F16ST01	ST 1L Turbo Petrol	\$33,650
JUKE F16SL01	ST-L 1L Turbo Petrol	\$38,750
JUKE F16TI01	Ti 1L Turbo Petrol	\$44,990
X-TRAIL T32SS03	2.5L Petrol ST 2WD 7 Seats	\$42,100
X-TRAIL T32ST03	2.5L Petrol ST 4WD 5 Seats	\$44,640
X-TRAIL T32SX03	2.5L Petrol ST-L 2WD 7 Seats	\$46,440
X-TRAIL T32SL03	2.5L Petrol ST-L 4WD 5 Seats	\$49,390
X-TRAIL T32TI03	2.5L Petrol Ti 4WD 5 Seats	\$55,640
X-TRAIL T32SS04	2.5L Petrol ST 2WD 7 Seats	\$42,100
X-TRAIL T32ST04	2.5L Petrol ST 4WD 5 Seats	\$44,640
X-TRAIL T32SX04	2.5L Petrol ST-L 2WD 7 Seats	\$46,640
X-TRAIL T32SL04	2.5L Petrol ST-L 4WD 5 Seats	\$49,590
X-TRAIL T32TI04	2.5L Petrol Ti 4WD 5 Seats	\$55,840
NAVARA D23EA07	2.3L Turbo Diesel SL Single Cab CC 2WD	\$41,990
NAVARA D23JM07	2.3L Turbo Diesel SL Double Cab W/S 2WD	\$45,490
NAVARA D23JA07	2.3L Turbo Diesel SL Double Cab W/S 2WD	\$48,490
NAVARA D23WA07	2.3L Turbo Diesel ST Double Cab W/S 2WD	\$52,990

PRICELIST		
MODEL	ENGINE	PRICE
NAVARA D23LA07	2.3L Turbo Diesel ST-X Double Cab W/S 2WD	\$57,490
NAVARA D23FA07	2.3L Turbo Diesel SL Single Cab CC 4WD	\$51,990
NAVARA D23KA07	2.3L Turbo Diesel SL King Cab CC 4WD	\$54,990
NAVARA D23CA07	2.3L Turbo Diesel SL King Cab W/S 4WD	\$57,490
NAVARA D23OA07	2.3L Turbo Diesel ST-X King Cab W/S 4WD	\$66,490
NAVARA D23ZM07	2.3L Turbo Diesel SL Double Cab CC 4WD	\$54,990
NAVARA D23ZA07	2.3L Turbo Diesel SL Double Cab CC 4WD	\$57,490
NAVARA D23XM07	2.3L Turbo Diesel SL Double Cab W/S 4WD	\$55,990
NAVARA D23XA07	2.3L Turbo Diesel SL Double Cab W/S 4WD	\$58,490
NAVARA D23ZAOP	2.3L Turbo Diesel SL-450 Double Cab W/S 4WD	\$59,990
NAVARA D23VM07	2.3L Turbo Diesel ST Double Cab W/S 4WD	\$60,490
NAVARA D23VA07	2.3L Turbo Diesel ST Double Cab W/S 4WD	\$62,990
NAVARA D23MA07	2.3L Turbo Diesel ST-X Double Cab W/S 4WD	\$67,490
NAVARA D23PRM1	2.3L Turbo Diesel PRO-4X Double Cab W/S 4WD	\$67,990
NAVARA D23PRA1	2.3L Turbo Diesel PRO-4X Double Cab W/S 4WD	\$70,490
PATROL Y62TI07	5.6L VVEL V8 petrol engine	\$104,990
PATROL Y62TL07	5.6L VVEL V8 petrol engine	\$108,990
PEUGEOT For more information on Peugeot's fleet offerings visit www.peugeot-newzealand.co.nz or contact Peugeot customer service at 0800 738 4368.		
208 GT	1.2L PureTech 130 EAT6	\$39,990
208 GT Electric	Electric 50 kWh	\$63,990
2008 SUV Active	1.2L PureTech 130 EAT6	\$35,990
2008 SUV Allure	1.2L PureTech 130 EAT6	\$41,990
2008 GT	1.2L PureTech 155 EAT8	\$47,990
2008 GT Electric	Electric 50 kWh	\$73,990
3008 Active	1.6L PureTech 165 EAT6	\$46,990
3008 Allure	1.6L PureTech 165 EAT6	\$51,990
3008 GT Petrol	1.6L PureTech 180 EAT8 S&S	\$58,990
3008 GT Diesel	2.0L BlueHDi 180 EAT8 S&S	\$60,990
3008 HYBRID 4	1.6L PureTech 300 e-EAT8	\$89,990
5008 SUV Allure	1.6L PureTech 165 EAT6	\$55,990
5008 SUV GT Petrol	1.6L PureTech 180 EAT8 S&S	\$62,990
5008 SUV GT Diesel	2.0L BlueHDi 180 EAT8 S&S	\$64,990
508 Fastback GT	1.6L PureTech 225 EAT8 S&S	\$61,990
508 Station Wagon GT	1.6L PureTech 225 EAT8 S&S	\$63,990
NEW PARTNER Van Standard Wheelbase	1.2L PureTech 130 EAT8 S&S	\$45,990
NEW PARTNER Van Long Wheelbase	1.2L PureTech 130 EAT8 S&S	\$48,990
EXPERT Van Medium Wheelbase	2.0L HDi 150 EAT8	\$56,990
EXPERT Van Long Wheelbase	2.0L HDi 150 EAT8	\$60,990
RAM For more information on RAM's fleet offerings visit www.ramtrucks.co.nz to find your local RAM Dealer and their Fleet Specialist will be able to assist you further.		
RAM DS 1500 DS Express Crew Cab 4x4	5.7L HEMI V8	
RAM DS 1500 DS Warlock Crew Cab 4x4	5.7L HEMI V8	
RAM DT 1500 DT Laramie Crew Cab 4x4	5.7L HEMI V8	

PRICELIST		
MODEL	ENGINE	PRICE
RAM DT 1500 DT Limited Night Edition Crew Cab 4x4	5.7L HEMI V8	
RAM DJ 2500 DJ Laramie Crew Cab 4x4	6.7L CUMMINS TURBO DIESEL	
RAM D2 3500 D2 Laramie Crew Cab 4x4	6.7L CUMMINS TURBO DIESEL	
RENAULT For more information on Renault's fleet offerings visit www.renault.co.nz to find your local Renault Dealer and their Fleet Specialist will be able to assist you further.		
MEGANE R.S. Trophy Manual	221kW 420Nm	\$67,990
MEGANE R.S. Trophy EDC	221kW 420Nm	\$70,990
ARKANA Zen	115kW 262Nm	\$39,990
ARKANA Intens	115kW 262Nm	\$44,990
KOLEOS Zen	126kW 226Nm	\$42,990
KOLEOS Zen Sport	126kW 226Nm	\$47,990
KOLEOS Intens	126kW 226Nm	\$52,990
KOLEOS Intens Sport	126kW 226Nm	\$57,990
KANGOO Compact Petrol	84kW 190Nm	\$35,990
KANGOO Maxi Diesel	81kW 250Nm	\$39,990
KANGOO Maxi EV	44kW 226Nm	\$74,990
TRAFIC Trader SWB	85kW 300Nm	\$42,990
TRAFIC Trader LWB	85kW 300Nm	\$44,990
TRAFIC Auto SWB	125kW 380Nm	\$54,990
TRAFIC Auto LWB	125kW 380Nm	\$56,990
MASTER Short Wheel Base Mid Roof	110kW 350Nm	\$56,990
MASTER Medium Wheel Base High Roof	110kW 350Nm	\$63,990
MASTER Long Wheel Base High Roof	110kW 350Nm	\$67,990
MASTER Extra Long Wheel Base Extra High Roof	120kW 360Nm	\$72,990
MASTER Motorhome Chassis	110kW 350Nm	\$59,990
MASTER Extra Long Commercial Chassis	120kW 360Nm	\$67,990
TRAFIC Minibus 8 & 11 Seat	125kW 380Nm	POA
MASTER Minibus 12 Seater	110kW 350Nm	\$74,990
Refrigerated TRAFIC	125kW 380Nm	POA
Refrigerated MASTER	110kW 350Nm	POA
SKODA For more information on Skoda's fleet offerings visit www.skoda.co.nz to find your local Skoda Dealer and their Fleet Specialist will be able to assist you further.		
SCALA Sport	1498cc	\$38,490
SCALA Style	1498cc	\$41,990
OCTAVIA WAGON Style	1395cc	\$49,990
OCTAVIA WAGON RS	1984cc	\$58,990
OCTAVIA WAGON iV Style	1395cc	\$65,990
OCTAVIA WAGON iV RS	1395cc	\$72,990
OCTAVIA Sedan iV Style	1395cc	\$63,990
OCTAVIA Sedan iV RS	1395cc	\$70,990
SUPERB Style	1984cc	\$56,990
SUPERB Sportline	1984cc	\$72,990
SUPERB WAGON Style	1984cc	\$59,990
SUPERB WAGON Scout	1984cc	\$69,990
SUPERB WAGON Sportline	1984cc	\$75,990
SUPERB iV Style	1395cc	\$72,990
SUPERB iV Sportline	1395cc	\$76,990
KAMIQ Ambition+	1498cc	\$39,990
KAMIQ Monte Carlo	1498cc	\$45,990
KAROQ Ambition+	1395cc	\$40,990
KAROQ Style	1395cc	\$46,990
KAROQ Sportline	1984cc	\$56,990
KODIAQ Ambition	1395cc	\$48,990
KODIAQ Style	1984cc	\$63,990
KODIAQ Sportline	1984cc	\$69,990

PRICELIST		
MODEL	ENGINE	PRICE
KODIAQ Sportline (Diesel)	1968cc	\$74,990
KODIAQ RS	1984cc	\$79,990
SUZUKI For more information on Suzuki's fleet offerings visit www.suzuki.co.nz or contact fleet sales manager Simon Terry at simon.terry@suzuki.co.nz or call 029 487 7273		
Ignis GLX 1.2 5dr Hatch Manual	1242cc	\$21,990
Ignis GLX 1.2 5dr Hatch CVT	1242cc	\$23,990
Ignis LTD 1.2 5dr Hatch CVT	1242cc	\$25,500
Swift GL 1.2 5dr Hatch Manual	1242cc	\$21,990
Swift GL 1.2 5dr Hatch CVT	1242cc	\$23,990
Swift Hybrid GLX 1.2 5dr CVT	1197cc	\$27,990
Swift Hybrid LTD 1.2 5dr CVT	1197cc	\$29,500
Swift RS 1.0T 5dr Hatch Auto	998cc	\$27,990
Swift Sport 1.4T 5dr Hatch Manual	1373cc	\$29,990
Swift Sport 1.4T 5dr Hatch Auto	1373cc	\$31,990
Baleno GLX 1.4 5dr Hatch Manual	1373cc	\$19,990
Baleno GLX 1.4 5dr Hatch Auto	1373cc	\$22,500
Baleno RS 1.0T 5dr Hatch Auto	998cc	\$25,990
Jimny JX 1.5 Manual	1462cc	\$28,990
Jimny Sierra 1.5 Manual	1462cc	\$31,990
Jimny Sierra 1.5 Auto	1462cc	\$33,500
Vitara JLX 1.6 5dr Man 2WD	1586cc	\$28,990
Vitara JLX 1.6 5dr Auto 2WD	1586cc	\$30,990
Vitara JLX 1.6 5dr Auto AWD	1586cc	\$34,990
Vitara Turbo 5dr Auto 2WD	1373cc	\$34,990
Vitara Turbo 5dr AT AWD	1373cc	\$38,990
TOYOTA For more information on Toyota's fleet offerings visit www.toyota.co.nz or contact fleet sales manager Brandon Ramsell at 027 263 7809.		
YARIS YPGX	1.5 GX 5 Door Hatch CVT	\$27,990
YARIS YHGX	1.5 Hybrid GX 5 Door Hatch E-CVT	\$30,990
YARIS YHZR	1.5 Hybrid ZR 5 Door Hatch E-CVT	\$36,990
COROLLA HATCH ZWGX	1.8 Hybrid GX Hatch E-CVT	\$35,990
COROLLA HATCH ZXGX	1.8 Hybrid GX Hatch E-CVT	\$35,990
COROLLA HATCH ZESX	1.8 Hybrid SX Hatch E-CVT	\$37,990
COROLLA HATCH ZXSX	1.8 Hybrid SX Hatch E-CVT	\$37,990
COROLLA HATCH ZEZR	1.8 Hybrid ZR Hatch E-CVT	\$41,990
COROLLA HATCH ZXZR	1.8 Hybrid ZR Hatch E-CVT	\$41,990
COROLLA WAGON ZREGX	1.8 GX Wagon CVT	\$30,290
GR YARIS YPGR	1.6PT AWD Hatch MT	\$59,990
GR SUPRA DBZU	3.0PT Sports Coupe AT	\$99,290
PRIUS PRIME ZWAPP	1.8 Plug-In Hybrid Hatch E-CVT	\$49,790
CAMRY AXHGX	2.5 Hybrid GX Sedan E-CVT	\$45,990
CAMRY AXRGX	2.5 Hybrid GX Sedan E-CVT	\$45,990
CAMRY AXHSX	2.5 Hybrid SX Sedan E-CVT	\$50,490
CAMRY AXRSX	2.5 Hybrid SX Sedan E-CVT	\$50,490
CAMRY AXHZR	2.5 Hybrid ZR Sedan E-CVT	\$54,490
CAMRY AXRZR	2.5 Hybrid ZR Sedan E-CVT	\$54,490
YARIS CROSS MXBG	1.5 GX FWD SUV CVT	\$32,990
YARIS CROSS MXJG	1.5 GX Hybrid FWD SUV E-CVT	\$36,990
YARIS CROSS MXJL	1.5 Limited Hybrid FWD SUV E-CVT	\$42,990
C-HR CHTA	1.2 Turbo FWD SUV CVT	\$36,790

PRICELIST		
MODEL	ENGINE	PRICE
C-HR CHTL	1.2 Turbo Limited FWD SUV CVT	\$39,790
C-HR CHFL	1.2 Turbo Limited AWD SUV CVT	\$40,790
C-HR CYTA	1.8 Hybrid FWD SUV E-CVT	\$40,990
C-HR CYTL	1.8 Hybrid Limited FWD SUV E-CVT	\$43,990
C-HR CYTG	1.8 Hybrid GR Sport FWD SUV E-CVT	\$45,990
VOLVO		
For more information on Volvo's fleet offerings visit www.volvocars.com / www.volvo-trucks.com or contact the general manager Ben Montgomery at ben.montgomery@volvocarsnz.co.nz		
S60 B5 Inscription	Petrol MHEV	\$77,900
V60 B5 Cross Country	Petrol MHEV	\$79,900
XC40 T4 Momentum	Petrol	\$60,900
XC40 T4 Inscription	Petrol	\$68,900
XC40 T5 R-Design	Petrol	\$73,900
XC40 T5 Recharge Plug-in Hybrid	Petrol PHEV	\$85,900
XC60 B5 Momentum	Petrol MHEV	\$81,900
XC60 B5 Inscription	Petrol MHEV	\$87,900
XC60 B6 R-Design	Petrol MHEV	\$95,900
XC60 T8 Recharge Plug-in Hybrid	Petrol PHEV	\$119,900
XC90 B5 Momentum	Petrol MHEV	\$101,900
XC90 B6 Inscription	Petrol MHEV	\$107,900
XC90 B6 R-Design	Petrol MHEV	\$111,900
XC90 T8 Recharge Plug-in Hybrid	Petrol PHEV	\$146,900
VOLKSWAGEN COMMERCIAL		
For more information on Volkswagen's fleet offerings visit www.volkswagen.co.nz or contact national fleet sales manager Mark Wadman mwadman@volkswagen.co.nz / 021 618 654		
Cargo TDI 280Nm Manual	1968cc	\$46,500
Cargo TSI 220Nm Manual	1498cc	\$43,500
Cargo TDI 320Nm DSG	1968cc	\$50,000
Cargo TSI 220Nm DSG	1498cc	\$47,000
Cargo Maxi TDI 320Nm DSG	1968cc	\$54,500
Cargo Maxi TSI 220Nm DSG	1498cc	\$51,500
Life TDI 320Nm DSG	1968cc	\$61,000
Life TSI 220Nm DSG	1498cc	\$58,000
Move TDI 320Nm DSG	1968cc	\$54,000
California TDI 320Nm DSG	1968cc	\$70,500
California TSI 220Nm DSG	1498cc	\$67,500
Mobility TDI 320Nm DSG	1968cc	\$73,500
Mobility TSI 220Nm DSG	1498cc	\$70,500
Runner SWB 250Nm Manual	1968cc	\$50,500
Runner SWB 340Nm DSG	1968cc	\$58,500
Trendline SWB 340Nm DSG	1968cc	\$66,000
Trendline SWB 450Nm DSG 4MOTION	1968cc	\$76,000
Trendline LWB 340Nm DSG	1968cc	\$69,000
Trendline LWB 450Nm DSG 4MOTION	1968cc	\$79,000
Comfortline LWB 340Nm DSG	1968cc	\$78,000
Comfortline LWB 340Nm DSG 4MOTION	1968cc	\$84,000
Comfortline SWB 340Nm DSG	1968cc	\$85,500
Comfortline SWB 340Nm DSG 4MOTION	1968cc	\$92,000
Highline SWB 450Nm DSG 4MOTION	1968cc	\$108,000
Family PHEV 350Nm DSG	1395cc	\$78,800
Energetic PHEV 350Nm DSG	1395cc	\$106,000
Ocean SWB 450Nm DSG 4MOTION	1968cc	\$155,000
MWB 30 340Nm Manual Runner	1968cc	\$65,500
MWB 30 340Nm Auto Runner	1968cc	\$69,500
MWB 35 340Nm Manual	1968cc	\$74,000
MWB 35 340Nm Auto	1968cc	\$78,000

PRICELIST		
MODEL	ENGINE	PRICE
MWB 35 410Nm Auto	1968cc	\$82,000
MWB 35 410Nm Auto 4MOTION	1968cc	\$89,500
LWB 35 340Nm Manual	1968cc	\$78,000
LWB 35 340Nm Auto	1968cc	\$82,000
LWB 35 410Nm Auto	1968cc	\$86,000
LWB 35 410Nm Auto 4MOTION	1968cc	\$93,500
ELWB 35 340Nm Auto	1968cc	\$84,500
ELWB 35 410Nm Auto	1968cc	\$88,500
ELWB 35 410Nm Auto 4MOTION	1968cc	\$96,000
MWB 35 340Nm Auto	1968cc	\$67,500
MWB 35 410Nm Auto	1968cc	\$71,500
MWB 35 410Nm Auto 4MOTION	1968cc	\$79,000
LWB 35 340Nm Auto	1968cc	\$69,500
LWB 35 410Nm Auto	1968cc	\$73,500
LWB 35 410Nm Auto 4MOTION	1968cc	\$81,000
MWB 50 410Nm Manual	1968cc	\$89,000
MWB 50 410Nm Auto	1968cc	\$93,000
LWB 50 410Nm Auto	1968cc	\$97,000
ELWB 50 410Nm Auto	1968cc	\$99,500
MWB 50 410Nm Auto	1968cc	\$83,500
LWB 50 410Nm Auto	1968cc	\$85,500
600 410Nm Auto 4MOTION	1968cc	\$163,000
680 410Nm Auto 4MOTION	1968cc	\$167,000
Comfortline 420Nm Auto 4MOTION	1968cc	\$65,000
Sportline V6 580Nm Auto 4MOTION	2967cc	\$75,000
Aventura V6 580Nm Auto 4MOTION	2967cc	\$90,000
VOLKSWAGEN PASSENGER		
For more information on Volkswagen's fleet offerings visit www.volkswagen.co.nz or contact national fleet sales manager James Dobbie at jdobbie@volkswagen.co.nz / 021 701 468		
POLO TSI DSG	Turbo Petrol 999cc	\$28,750
POLO TSI R-Line 8AT	Turbo Petrol 999cc	\$33,990
POLO GTI DSG	Turbo Petrol 1,984cc	\$40,990
THE ALL-NEW GOLF TSI R-Line 8AT	Turbo Petrol 1,395cc	\$48,990
THE ALL-NEW GOLF GTI 7DSG	Turbo Petrol 1,984cc	\$62,990
THE ALL-NEW GOLF R 7DSG	Turbo Petrol 1,984cc	\$77,990
THE ALL-NEW GOLF R 1st Edition 7DSG	Turbo Petrol 1,984cc	\$82,990
THE NEW PASSAT ALLTRACK TSI 162kW AWD	Turbo Petrol 1,984cc	\$61,990
T-CROSS TSI Life 2WD	Turbo Petrol 999cc	\$34,990
T-CROSS TSI Style 2WD	Turbo Petrol 999cc	\$39,490
T-CROSS TSI R-Line 2WD	Turbo Petrol 1,498cc	\$45,990
T-ROC TSI R-Line AWD	Turbo Petrol 1,984cc	\$54,990
THE NEW TIGUAN TSI Life 2WD	Turbo Petrol 1,395cc	\$47,990
THE NEW TIGUAN TSI R-Line 2WD	Turbo Petrol 1,395cc	\$57,990
THE NEW TIGUAN TSI Style AWD	Turbo Petrol 1,984cc	\$61,990
THE NEW TIGUAN TSI R-Line AWD	Turbo Petrol 1,984cc	\$70,990
THE NEW TIGUAN TSI R AWD	Turbo Petrol 1,984cc	\$80,990
THE NEW TIGUAN TSI R 1st Edition AWD	Turbo Petrol 1,984cc	\$85,990
THE NEW TIGUAN ALLSPACE TSI Life 2WD	Turbo Petrol 1,395cc	\$49,990
THE NEW TIGUAN ALLSPACE TSI Style AWD	Turbo Petrol 1,984cc	\$63,990
THE NEW TIGUAN ALLSPACE TSI R-Line AWD	Turbo Petrol 1,984cc	\$73,990
TOUAREG TDI V6 (170kW)	Turbo Diesel 2,967cc	\$101,990
TOUAREG TDI V6S R-Line (210kW)	Turbo Diesel 2,967cc	\$126,490



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*Price listed is for LS model. VRX model pictured in White Diamond and available for \$74,490+ORC. Price excludes on road costs of \$600 which includes WoF, Registration and a full tank of fuel. Fuel economy and range figures are based on the ADR 81/02 test for combined urban/extra urban driving. Fuel economy is calculated to WLTP-3P. EV range and fuel economy figures may vary depending on driving style and conditions. Visit www.mmnz.co.nz for full Mitsubishi Battery and Diamond Advantage Warranty conditions.