



New Zealand

- 4.3 million population
- 2.75 million car parc
- Major Insurers, IAG, AMI, Vero and Lumley
- 1100 approx shops and declining
- Millions of sheep (good to eat!)



New Zealand Industry Update

The market does not have the problems that Australia has with insurers, the relationship in fact is quite good. They do however have a problem with spare parts. Insurers prefer used parts where possible and they have an online system to support this. Insurers want to control the cost of parts.

2010 "Fight for a Cure"
Earthquake 7.2 in Christchurch



Industry Update Australia

2010

- Waterborne
- I-CAR
- Manufacturer Recommended Shops
- Online Insurance
- Aftermarket Parts*
- Non Repairable Write off Legislation



Waterborne

All of the major paint companies have their waterborne offering available. Only recently has the Government started to look at the industry in Australia. It will probably be 3 to 5 years before legislation. In NZ no plans from Government right now. Everyone using waterborne to date is very happy with it, all brands. It is the future of refinish



I-CAR

I-CAR has been available in NZ for almost 20 years and in Australia for more than 4 years. Both are going very well and will continue to grow as technology continues to change.



Online Insurance

In Australia we are seeing more and more online insurers appearing. The major insurers now see this as a threat and are marketing their own online insurance aggressively



Aftermarket Parts

Insurers would like a “slice” of the parts discount. Difficult with OEM but one major insurer is working with an aftermarket (parallel) parts supplier to deliver direct and charge the insurer. Shop owner would receive say a 10% handling fee.

NOW CHANGED!



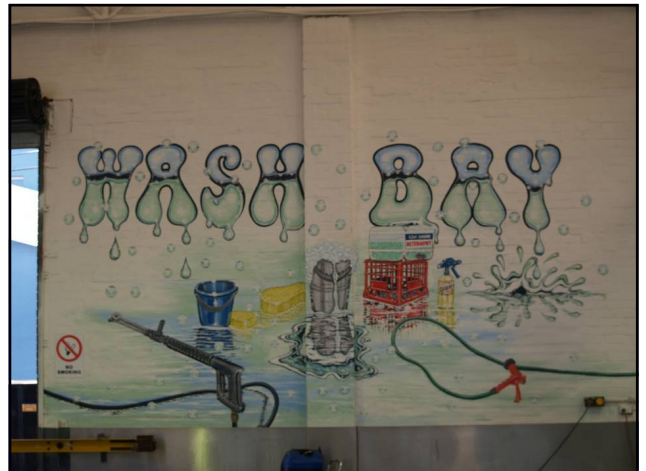
Non-Repairable Write off Legislation Introduced in NSW





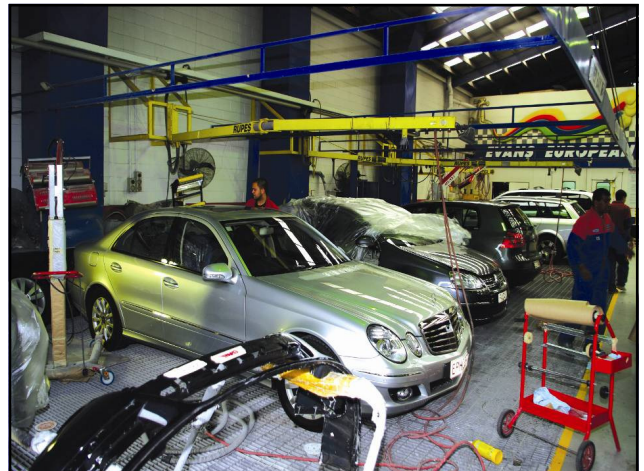




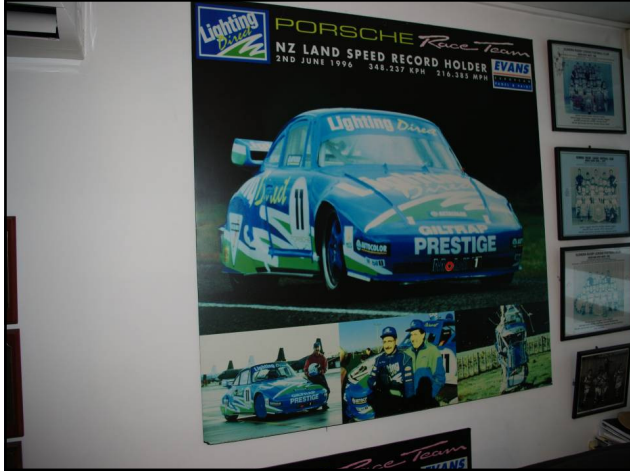














**Fight For A Cure
New Zealand**

IAG Assessors
Vs
Panel Beaters

May 22nd 2010











