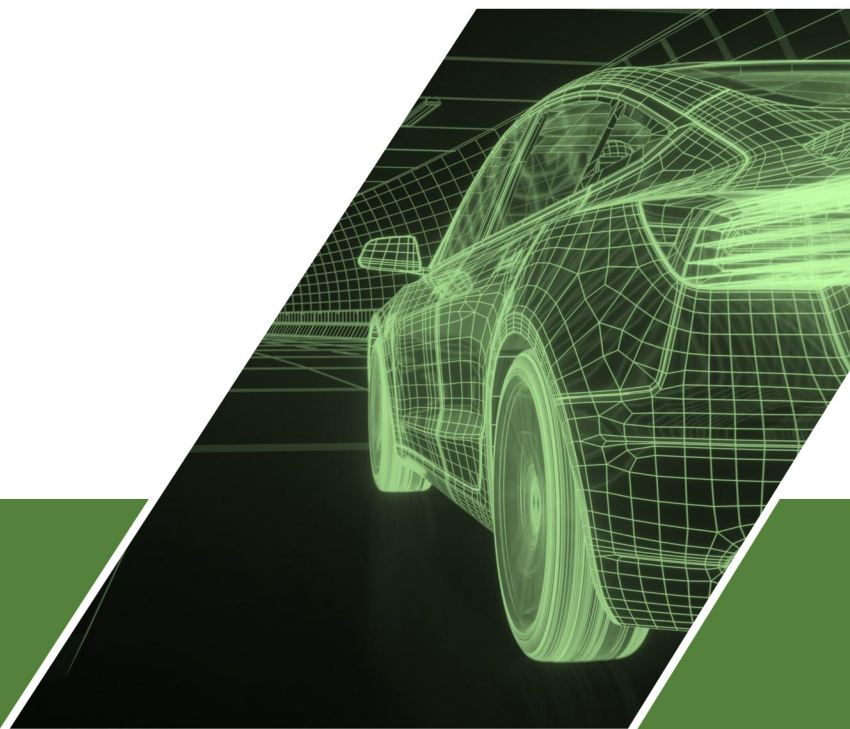




September 2020

Industry New Vehicle Sales



OUR AMBITION:

TO BE THE MOST CREDIBLE AND RESPECTED THOUGHT
LEADER AND PARTNER FOR AND ON BEHALF OF THE
AUTOMOTIVE INDUSTRY IN SOUTH AFRICA

REIMAGINING **THE FUTURE TOGETHER**
Partnership | Consistency | Trust

Market at a Glance

Passenger Vehicles - YTD Sep 2020

170 028 ^{34.4% ↓}
compared to YTD Sep 2019 (259 117)

2016	2017	2018	2019
361 265	368 114	365 247	355 378

Light Commercial Bakkies & Mini Buses - YTD Sep 2020

79 215 ^{-33.3% ↓}
compared to YTD Sep 2019 (118 720)

2016	2017	2018	2019
159 316	163 317	159 525	153 221

Medium Trucks & Buses - YTD Sep 2020

4 885 ^{-23.7% ↓}
compared to YTD Sep 2019 (6 402)

2016	2017	2018	2019
8 436	7 890	7 885	8 690

Heavy Trucks & Buses - YTD Sep 2020

11 284 ^{-19.7% ↓}
compared to YTD Sep 2019 (14 051)

2016	2017	2018	2019
18 536	18 383	19 570	19 322

New Vehicle Sales Totals and Export Sales

	Sep 2020		Sep 2019		Var %		Aug 2020		Sep 2020 YTD		Sep 2019 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	22 798	17 398	33 120	24 343	-31.2%	-28.5%	19 335	15 695	170 028	125 632	259 117	197 695	-34.4%	-36.5%
Light CV < 3501kg	12 267	11 256	13 469	11 887	-8.9%	-5.3%	11 342	7 298	79 215	59 980	118 720	99 335	-33.3%	-39.6%
Medium CV 3501-8500kg	680	11	790	6	-13.9%	83.3%	775	15	4 885	99	6 402	79	-23.7%	25.3%
Heavy CV 8501-16500kg	489	2	444	3	10.1%	-33.3%	472	3	2 896	65	3 785	136	-23.5%	-52.2%
Extra Heavy CV > 16500kg	1 125	37	1 255	27	-10.4%	37.0%	1 270	16	7 911	203	9 637	397	-17.9%	-48.9%
Bus > 8500kg	44	-	62	4	-29.0%	-100.0%	65	1	477	5	629	36	-24.2%	-86.1%
Industry Total	37 403	28 704	49 140	36 270	-23.9%	-20.9%	33 259	23 028	265 412	185 984	398 290	297 678	-33.4%	-37.5%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	9 435	3 817
VOLKSWAGEN GROUP SA	5 458	6 344
FORD MOTOR COMPANY	3 679	6 995
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 623	-
NISSAN	2 612	228
SUZUKI AUTO	1 787	-
RENAULT	1 651	-
MERCEDES-BENZ SA *	1 474	6 105
KIA SOUTH AFRICA	1 436	-
ISUZU MOTORS SOUTH AFRICA	1 197	381
BMW GROUP	1 151	4 773
HAVAL MOTORS SA	836	6
MAZDA SOUTHERN AFRICA	605	-
MAHINDRA	599	-
VOLVO GROUP SOUTHERN AFRICA	413	20

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	494	5
VOLVO GROUP SOUTHERN AFRICA	413	20
ISUZU MOTORS SOUTH AFRICA	231	1
TOYOTA	223	8
MAN	197	-
FAW TRUCKS	165	-
IVECO	145	8
SCANIA	134	8
TATA	101	-
POWERSTAR	69	-
VOLKSWAGEN GROUP SA	49	-
BABCOCK	29	-
JMC	26	-
VECV SOUTH AFRICA	26	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	22	-

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimate domestic new vehicle and export sales are provided for Mercedes-Benz SA Ltd from the month of February 2020

- naamsa is currently renovating its data management offering to the market. We will be introducing a number of value adding services that we will announce shortly. Should you have data related enquiries, do not hesitate to reach us on datasupport@naamsa.co.za

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	9 212	3 809	223	8	9 435	3 817
VOLKSWAGEN GROUP SA	5 409	6 344	49	-	5 458	6 344
FORD MOTOR COMPANY	3 675	6 995	4	-	3 679	6 995
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 601	-	22	-	2 623	-
NISSAN	2 612	228	-	-	2 612	228
SUZUKI AUTO	1 787	-	-	-	1 787	-
RENAULT	1 651	-	-	-	1 651	-
MERCEDES-BENZ SA *	980	6 100	494	5	1 474	6 105
KIA SOUTH AFRICA	1 436	-	-	-	1 436	-
ISUZU MOTORS SOUTH AFRICA	966	380	231	1	1 197	381
BMW GROUP	1 151	4 773	-	-	1 151	4 773
HAVAL MOTORS SA	836	6	-	-	836	6
MAZDA SOUTHERN AFRICA	605	-	-	-	605	-
MAHINDRA	599	-	-	-	599	-
VOLVO GROUP SOUTHERN AFRICA	-	-	413	20	413	20
JAGUAR LAND ROVER	313	-	-	-	313	-
HONDA	311	9	-	-	311	9
MAN	-	-	197	-	197	-
MITSUBISHI MOTORS SA	184	-	-	-	184	-
FAW TRUCKS	-	-	165	-	165	-
FCA SOUTH AFRICA	147	10	3	-	150	10
IVECO	-	-	145	8	145	8
SCANIA	-	-	134	8	134	8
VOLVO CARS	131	-	-	-	131	-
PCSA	118	-	7	-	125	-
OPEL **	106	-	-	-	106	-
TATA	-	-	101	-	101	-
JMC	56	-	26	-	82	-
PORSCHE **	76	-	-	-	76	-
SUBARU	74	-	-	-	74	-
POWERSTAR	-	-	69	-	69	-
BABCOCK	-	-	29	-	29	-
VECV SOUTH AFRICA	-	-	26	-	26	-
SCUDERIA SOUTH AFRICA	17	-	-	-	17	-
MASERATI SOUTH AFRICA	6	-	-	-	6	-
BENTLEY **	4	-	-	-	4	-
LAMBORGHINI SOUTH AFRICA **	2	-	-	-	2	-

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