



South Africa : A premier supplier of high quality, competitive automotive equipment parts and accessories and vehicles to international markets

Exports comply with international standards including ISO 9000 & ISO 14000

Over 350 000 vehicles exported per annum

Combined exports in excess of US\$16 Billion per annum

Automotive components – Growth import products: 2015 - 2019

Localisation and export development 2015 - 2019

- **The aim of the localisation and export development 2015 – 2019 matrix is to provide a detailed analysis of the growth in original equipment components and, in particular, for replacement parts imports over a five-year period in order to identify potential localisation opportunities which could result in potential export opportunities for the domestic automotive industry in future.**
- **In 2019, imported passenger cars accounted for 75,1% of the total passenger car market in South Africa, as a brand conscious, consumer-driven market prompted the widest choice of new passenger cars to market size ratio in the world. The growing variety of models and ever more complex technologies have therefore led to an increasing number of aftermarket parts in the market. Imports of original equipment components as well as replacement parts for the growing vehicle parc of 12,70 million vehicles at the end of 2019, remained high.**

Localisation and Export

Development Matrix 2015 – 2019

- **Considering that the South African car parc is an aging one with 80% of cars out of warranty and 60% of cars being six years or older, servicing of these older vehicles becomes critical.**
- **The independent aftermarket is responsible for the manufacture and sale of automotive replacement parts and accessories through independent retailers and repair shops directly to the consumer, rather than to the OEMs themselves. The aftermarket also re-manufactures, distributes, retails and installs motor vehicle parts and products, other than the original equipment components. In 2019, the import of replacement parts increased by R1,6 billion, or 2,6%, to R62,9 billion, up from the R61,3 billion in 2018.**

South Africa's main automotive trade partners

Year	Imports into SA (R billion)	Exports from SA (R billion)	Trade surplus/ (deficit) (R billion)
2019 Total	233.7	201.7	(32.0)
EU	119.2	129.7	10.5
NAFTA	16.1	12.1	(4.0)
Africa (incl. SADC)	2.2	31.9	29.7
Mercosur	5.1	1.3	(3.8)
ASIA	89.0	20.7	(68.3)
Other regions	2.1	6.0	3.9

Top vehicle countries of origin – 2019

1. India
2. Germany
3. Japan
4. South Korea
5. Spain

South Africa's top automotive regional trading partner in 2019 remained the European Union (EU)

The EU and Africa were the two regions providing a trade surplus in 2019

The top country of origin, in volume terms, for passenger cars and LCVs imported into South Africa in 2019 was India, with 106 199 vehicles, accounting for 36,5% of the total light vehicles imported.

In import Rand value terms, Germany, of which imports included the premium brands such as Audi, BMW, Mercedes-Benz and Porsche, was the main country of origin in 2019.

Top countries of origin for light vehicles

(passenger cars and light commercial vehicles) imported – 2015 to 2019

Country of origin	2015	2016	2017
Total value (R billion)	R59.6	R53.6	R57.7
India	87 892	73 003	89 724
Germany	58 366	56 072	55 480
Japan	34 753	36 059	37 795
South Korea	40 343	36 649	32 643
Spain	17 980	14 544	10 387
China	4 202	2 062	3 145
Thailand	9 213	7 849	6 620
UK	15 817	12 260	10 591
Indonesia	6 231	5 793	5 476
Romania	7 308	6 295	5 052

Countries for which the import values **more than doubled** from 2015 to 2019 have been highlighted in **yellow**.

Localisation and Export Development Matrix 2015 – 2019

World: Automotive Goods	2015	2016	2017
Total (R million)	55 381.4	59 746.9	59 029.1
Tyres	4 771.4	6 067.0	5 818.7
Engine parts	4 230.6	4 411.5	4 199.9
Automotive tooling	5 083.9	3 748.4	5 188.3
Stitched leather seats / parts	1 985.1	2 460.6	2 439.9
Wiring harnesses	1 870.0	2 254.2	2 062.7
Gauges / instruments / parts	1 894.9	2 105.6	2 021.2
Transmission shafts / cranks	2 064.8	1 941.8	2 103.5
Engines	2 810.5	2 297.5	2 059.4
Brake parts	1 276.8	1 228.5	1 141.4
Filters	978.6	1 210.0	1 384.6

Countries for which the import values **more than doubled** from 2015 to 2019 have been highlighted in **yellow**.

Localisation and Export Development Matrix 2015 – 2019 report

- The business community, inside and outside of South Africa, has a need for information on various aspects affecting investment and business ventures in the country in order to maximise the value of every decision or transaction.
- The Localisation and Export Development Matrix 2015 – 2019 provides a detailed analysis of the growth in replacement parts imports over a five-year period in order to identify potential localisation opportunities, which could result in potential export opportunities for the domestic automotive industry in future.
- The complete report can be accessed at www.aiec.co.za