

March 2020

# Industry New Vehicle Sales



## OUR AMBITION:

to be the most credible and respected thought leader and partner of a globally competitive and transformed automotive industry that actively contribute to the sustainable development of South Africa.

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

Market at a Glance

Passenger Vehicles - YTD Mar 2020

**80 895** -7.6% ↓  
compared to YTD Mar 2019 (87 522)



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

Light Commercial Bakkies & Mini Buses - YTD Mar 2020

**30 794** -24.6% ↓  
compared to YTD Mar 2019 (40 817)



2016	2017	2018	2019
159 316	163 317	159 525	153 215

Medium Trucks & Buses - YTD Mar 2020

**1 789** -9.9% ↓  
compared to YTD Mar 2019 (1 985)



2016	2017	2018	2019
8 436	7 890	7 885	8 719

Heavy Trucks & Buses - YTD Mar 2020

**3 752** -9.2% ↓  
compared to YTD Mar 2019 (4 132)



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

New Vehicle Sales Totals and Export Sales

	Mar 2020		Mar 2019		Var %		Feb 2020		Mar 2020 YTD		Mar 2019 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	22 200	17 980	30 339	27 032	-26.8%	-33.5%	29 622	21 709	80 895	52 587	87 522	57 211	-7.6%	-8.1%
Light CV < 3501kg	9 425	10 871	14 995	9 700	-37.1%	12.1%	11 593	10 394	30 794	24 606	40 817	31 314	-24.6%	-21.4%
Medium CV 3501-8500kg	631	11	777	5	-18.8%	120.0%	657	15	1 789	46	1 985	23	-9.9%	100.0%
Heavy CV 8501-16500kg	333	8	471	27	-29.3%	-70.4%	373	9	982	20	1 177	48	-16.6%	-58.3%
Extra Heavy CV > 16500kg	902	13	1 033	21	-12.7%	-38.1%	962	14	2 621	68	2 749	112	-4.7%	-39.3%
Bus > 8500kg	54	-	80	3	-32.5%	-100.0%	65	1	149	1	206	5	-27.7%	-80.0%
<b>Industry Total</b>	<b>33 545</b>	<b>28 883</b>	<b>47 695</b>	<b>36 788</b>	<b>-29.7%</b>	<b>-21.5%</b>	<b>43 272</b>	<b>32 142</b>	<b>117 230</b>	<b>77 328</b>	<b>134 456</b>	<b>88 713</b>	<b>-12.8%</b>	<b>-12.8%</b>

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	8 715	4 229
VOLKSWAGEN GROUP SA	5 499	8 461
NISSAN	2 775	130
FORD MOTOR COMPANY	2 667	6 363
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 245	-
MERCEDES-BENZ SA *	1 506	5 004
RENAULT	1 426	-
SUZUKI AUTO	1 249	-
ISUZU MOTORS SOUTH AFRICA	1 224	250
KIA SOUTH AFRICA	1 003	-
HAVAL MOTORS SA	923	10
BMW GROUP	839	4 352
MAZDA SOUTHERN AFRICA	679	-
MAHINDRA	544	-
VOLVO GROUP SOUTHERN AFRICA	319	9

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	391	4
VOLVO GROUP SOUTHERN AFRICA	319	9
TOYOTA	302	7
ISUZU MOTORS SOUTH AFRICA	179	5
FAW TRUCKS	159	-
MAN	117	-
SCANIA	97	6
POWERSTAR	89	-
IVECO	85	1
TATA	69	-
VOLKSWAGEN GROUP SA	62	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	21	-
BABCOCK	16	-
JMC	5	-
FORD MOTOR COMPANY	4	-

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 for the month of March 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](mailto: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	8 413	4 222	302	7	8 715	4 229
VOLKSWAGEN GROUP SA	5 437	8 461	62	-	5 499	8 461
NISSAN	2 775	130	-	-	2 775	130
FORD MOTOR COMPANY	2 663	6 363	4	-	2 667	6 363
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 224	-	21	-	2 245	-
MERCEDES-BENZ SA *	1 115	5 000	391	4	1 506	5 004
RENAULT	1 426	-	-	-	1 426	-
SUZUKI AUTO	1 249	-	-	-	1 249	-
ISUZU MOTORS SOUTH AFRICA	1 045	245	179	5	1 224	250
KIA SOUTH AFRICA	1 003	-	-	-	1 003	-
HAVAL MOTORS SA	923	10	-	-	923	10
BMW GROUP	839	4 352	-	-	839	4 352
MAZDA SOUTHERN AFRICA	679	-	-	-	679	-
MAHINDRA	544	-	-	-	544	-
VOLVO GROUP SOUTHERN AFRICA	-	-	319	9	319	9
HONDA	267	55	-	-	267	55
FAW TRUCKS	-	-	159	-	159	-
FCA SOUTH AFRICA	157	1	-	-	157	1
VOLVO CARS	154	-	-	-	154	-
JAGUAR LAND ROVER	143	-	-	-	143	-
PORSCHE **	143	-	-	-	143	-
MAN	-	-	117	-	117	-
PCSA	108	-	2	-	110	-
OPEL **	107	-	-	-	107	-
MITSUBISHI MOTORS SA	106	12	-	-	106	12
SCANIA	-	-	97	6	97	6
POWERSTAR	-	-	89	-	89	-
IVECO	-	-	85	1	85	1
TATA	-	-	69	-	69	-
JMC	50	-	5	-	55	-
SUBARU	36	-	-	-	36	-
BABCOCK	-	-	16	-	16	-
LAMBORGHINI SOUTH AFRICA **	11	-	-	-	11	-
BENTLEY **	5	-	-	-	5	-
VECV SOUTH AFRICA	-	-	3	-	3	-
SCUDERIA SOUTH AFRICA	2	-	-	-	2	-
MASERATI SOUTH AFRICA	1	-	-	-	1	-

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