



December 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 Dec 2020

246 784 -30.6% ↓
compared to YTD Dec 2019 (355 379)



2016	2017	2018	2019
361 265	368 130	365 247	355 379

Light Commercial Bakkies & Mini Buses - YTD Dec 2020

110 929 -27.6% ↓
compared to YTD Dec 2019 (153 221)



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

Medium Trucks & Buses - YTD Dec 2020

6 736 -22.5% ↓
compared to YTD Dec 2019 (8 690)



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

Heavy Trucks & Buses - YTD Dec 2020

16 000 -17.2% ↓
compared to YTD Dec 2019 (19 322)



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

New Vehicle Sales Totals and Export Sales

	Dec 2020		Dec 2019		Var %		Nov 2020		Dec 2020 YTD		Dec 2019 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	24 784	11 003	28 959	6 678	-14.4%	64.8%	25 442	20 623	246 784	178 794	355 379	260 843	-30.6%	-31.5%
Light CV < 3501kg	10 801	7 434	10 464	6 818	3.2%	9.0%	11 246	13 109	110 929	92 473	153 221	125 422	-27.6%	-26.3%
Medium CV 3501-8500kg	537	7	714	10	-24.8%	-30.0%	638	19	6 736	139	8 690	113	-22.5%	23.0%
Heavy CV 8501-16500kg	338	3	419	2	-19.3%	50.0%	430	28	4 098	118	5 044	179	-18.8%	-34.1%
Extra Heavy CV > 16500kg	933	22	974	33	-4.2%	-33.3%	1 201	45	11 194	278	13 350	467	-16.1%	-40.5%
Bus > 8500kg	100	10	153	19	-34.6%	-47.4%	58	1	708	17	928	68	-23.7%	-75.0%
Industry Total	37 493	18 479	41 683	13 560	-10.1%	36.3%	39 015	33 825	380 449	271 819	536 612	387 092	-29.1%	-29.8%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	10 161	3 001
VOLKSWAGEN GROUP SA	6 139	3 353
FORD MOTOR COMPANY	3 510	4 217
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 862	-
NISSAN	2 094	166
MERCEDES-BENZ SA *	1 569	4 705
SUZUKI AUTO	1 524	4
ISUZU MOTORS SOUTH AFRICA	1 444	178
RENAULT	1 394	-
KIA SOUTH AFRICA	1 130	-
HAVAL MOTORS SA	999	16
MAZDA SOUTHERN AFRICA	806	-
BMW GROUP	752	2 780
MAHINDRA	602	-
JAGUAR LAND ROVER	349	-

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	440	5
ISUZU MOTORS SOUTH AFRICA	280	13
VOLVO GROUP SOUTHERN AFRICA	243	21
TOYOTA	212	-
MAN	186	1
POWERSTAR	121	-
VOLKSWAGEN GROUP SA	83	-
IVECO	80	-
FAW TRUCKS	65	-
SCANIA	62	2
TATA	60	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	26	-
JMC	18	-
FORD MOTOR COMPANY	16	-
BABCOCK	13	-

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	9 949	3 001	212	-	10 161	3 001
VOLKSWAGEN GROUP SA	6 056	3 353	83	-	6 139	3 353
FORD MOTOR COMPANY	3 494	4 217	16	-	3 510	4 217
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 836	-	26	-	2 862	-
NISSAN	2 094	166	-	-	2 094	166
MERCEDES-BENZ SA *	1 129	4 700	440	5	1 569	4 705
SUZUKI AUTO	1 524	4	-	-	1 524	4
ISUZU MOTORS SOUTH AFRICA	1 164	165	280	13	1 444	178
RENAULT	1 394	-	-	-	1 394	-
KIA SOUTH AFRICA	1 130	-	-	-	1 130	-
HAVAL MOTORS SA	999	16	-	-	999	16
MAZDA SOUTHERN AFRICA	806	-	-	-	806	-
BMW GROUP	752	2 780	-	-	752	2 780
MAHINDRA	602	-	-	-	602	-
JAGUAR LAND ROVER	349	-	-	-	349	-
HONDA	309	34	-	-	309	34
VOLVO GROUP SOUTHERN AFRICA	-	-	243	21	243	21
MITSUBISHI MOTORS SA	227	-	-	-	227	-
MAN	-	-	186	1	186	1
PCSA	184	-	-	-	184	-
VOLVO CARS	163	1	-	-	163	1
FCA SOUTH AFRICA	142	-	-	-	142	-
POWERSTAR	-	-	121	-	121	-
SUBARU	84	-	-	-	84	-
OPEL **	81	-	-	-	81	-
IVECO	-	-	80	-	80	-
PORSCHE **	71	-	-	-	71	-
FAW TRUCKS	-	-	65	-	65	-
SCANIA	-	-	62	2	62	2
TATA	-	-	60	-	60	-
JMC	17	-	18	-	35	-
BABCOCK	-	-	13	-	13	-
MASERATI SOUTH AFRICA	10	-	-	-	10	-
BENTLEY **	9	-	-	-	9	-
SCUDERIA SOUTH AFRICA	6	-	-	-	6	-
LAMBORGHINI SOUTH AFRICA **	4	-	-	-	4	-
VECV SOUTH AFRICA	-	-	3	-	3	-

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