



August 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 Aug 2020

147 365 ^{-34.8% ↓}
compared to YTD Aug 2019 (225 997)

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

Light Commercial Bakkies & Mini Buses - YTD Aug 2020

66 942 ^{-36.4% ↓}
compared to YTD Aug 2019 (105 251)

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

Medium Trucks & Buses - YTD Aug 2020

4 229 ^{-24.6% ↓}
compared to YTD Aug 2019 (5 612)

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

Heavy Trucks & Buses - YTD Aug 2020

9 654 ^{-21.4% ↓}
compared to YTD Aug 2019 (12 290)

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

New Vehicle Sales Totals and Export Sales

	Aug 2020		Aug 2019		Var %		Jul 2020		Aug 2020 YTD		Aug 2019 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	19 545	14 213	29 003	31 485	-32.6%	-54.9%	18 781	17 289	147 365	105 944	225 997	173 352	-34.8%	-38.9%
Light CV < 3501kg	11 336	9 089	14 055	12 414	-19.3%	-26.8%	11 165	7 144	66 942	50 515	105 251	87 448	-36.4%	-42.2%
Medium CV 3501-8500kg	799	15	742	11	7.7%	36.4%	700	10	4 229	88	5 612	73	-24.6%	20.5%
Heavy CV 8501-16500kg	492	2	373	14	31.9%	-85.7%	438	9	2 427	62	3 341	133	-27.4%	-53.4%
Extra Heavy CV > 16500kg	1 286	16	1 246	33	3.2%	-51.5%	1 188	49	6 802	166	8 382	370	-18.8%	-55.1%
Bus > 8500kg	57	2	65	3	-12.3%	-33.3%	58	1	425	6	567	32	-25.0%	-81.2%
Industry Total	33 515	23 337	45 484	43 960	-26.3%	-46.9%	32 330	24 502	228 190	156 781	349 150	261 408	-34.6%	-40.0%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	7 743	2 813
VOLKSWAGEN GROUP SA	5 181	6 208
FORD MOTOR COMPANY	2 810	6 025
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 460	-
NISSAN	2 198	202
ISUZU MOTORS SOUTH AFRICA	1 974	262
MERCEDES-BENZ SA *	1 540	4 405
RENAULT	1 463	-
SUZUKI AUTO	1 350	-
KIA SOUTH AFRICA	980	-
BMW GROUP *	874	3 300
MAZDA SOUTHERN AFRICA	817	-
HAVAL MOTORS SA	724	12
MAHINDRA	633	-
VOLVO GROUP SOUTHERN AFRICA	479	6

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	545	5
VOLVO GROUP SOUTHERN AFRICA	479	6
TOYOTA	367	11
ISUZU MOTORS SOUTH AFRICA	260	1
MAN	204	3
SCANIA	176	4
IVECO	162	5
FAW TRUCKS	132	-
TATA	100	-
VOLKSWAGEN GROUP SA	60	-
POWERSTAR	40	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	36	-
BABCOCK	30	-
VECV SOUTH AFRICA	24	-
JMC	11	-

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	7 376	2 802	367	11	7 743	2 813
VOLKSWAGEN GROUP SA	5 121	6 208	60	-	5 181	6 208
FORD MOTOR COMPANY	2 804	6 025	6	-	2 810	6 025
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 424	-	36	-	2 460	-
NISSAN	2 198	202	-	-	2 198	202
ISUZU MOTORS SOUTH AFRICA	1 714	261	260	1	1 974	262
MERCEDES-BENZ SA *	995	4 400	545	5	1 540	4 405
RENAULT	1 463	-	-	-	1 463	-
SUZUKI AUTO	1 350	-	-	-	1 350	-
KIA SOUTH AFRICA	980	-	-	-	980	-
BMW GROUP *	874	3 300	-	-	874	3 300
MAZDA SOUTHERN AFRICA	817	-	-	-	817	-
HAVAL MOTORS SA	724	12	-	-	724	12
MAHINDRA	633	-	-	-	633	-
VOLVO GROUP SOUTHERN AFRICA	-	-	479	6	479	6
JAGUAR LAND ROVER	323	-	-	-	323	-
HONDA	258	32	-	-	258	32
MAN	-	-	204	3	204	3
FCA SOUTH AFRICA	185	19	1	-	186	19
SCANIA	-	-	176	4	176	4
IVECO	-	-	162	5	162	5
FAW TRUCKS	-	-	132	-	132	-
VOLVO CARS	115	4	-	-	115	4
MITSUBISHI MOTORS SA	114	36	-	-	114	36
OPEL **	108	-	-	-	108	-
PCSA	99	-	1	-	100	-
TATA	-	-	100	-	100	-
PORSCHE **	87	1	-	-	87	1
JMC	59	-	11	-	70	-
SUBARU	47	-	-	-	47	-
POWERSTAR	-	-	40	-	40	-
BABCOCK	-	-	30	-	30	-
VECV SOUTH AFRICA	-	-	24	-	24	-
SCUDERIA SOUTH AFRICA	6	-	-	-	6	-
BENTLEY **	3	-	-	-	3	-
LAMBORGHINI SOUTH AFRICA **	3	-	-	-	3	-
MASERATI SOUTH AFRICA	1	-	-	-	1	-

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