



December 2021

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 2021

303 961 23.3% ↑
compared to YTD Dec 2020 (246 541)



2017	2018	2019	2020
368 130	365 247	355 379	246 541

Light Commercial Bakkies & Mini Buses - YTD Dec 2021

133 079 20.0% ↑
compared to YTD Dec 2020 (110 912)



2017	2018	2019	2020
163 317	159 525	153 221	110 912

Medium Trucks & Buses - YTD Dec 2021

7 518 11.6% ↑
compared to YTD Dec 2020 (6 735)



2017	2018	2019	2020
7 890	7 885	8 690	6 735

Heavy Trucks & Buses - YTD Dec 2021

19 564 22.1% ↑
compared to YTD Dec 2020 (16 018)



2017	2018	2019	2020
18 383	19 570	19 322	16 018

New Vehicle Sales Totals and Export Sales

	Dec 2021		Dec 2020		Var %		Nov 2021		Dec 2021 YTD		Dec 2020 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	24 949	9 778	24 541	10 997	1.7%	-11.1%	27 934	10 734	303 961	170 788	246 541	178 788	23.3%	-4.5%
Light CV < 3501kg	8 990	11 589	10 784	6 903	-16.6%	67.9%	11 155	8 339	133 079	123 896	110 912	91 942	20.0%	34.8%
Medium CV 3501-8500kg	630	9	536	7	17.5%	28.6%	766	10	7 518	123	6 735	139	11.6%	-11.5%
Heavy CV 8501-16500kg	352	28	336	3	4.8%	833.3%	473	22	4 987	173	4 090	118	21.9%	46.6%
Extra Heavy CV > 16500kg	958	25	939	23	2.0%	8.7%	1 250	27	13 913	267	11 200	284	24.2%	-6.0%
Bus > 8500kg	69	1	114	10	-39.5%	-90.0%	52	1	664	21	728	17	-8.8%	23.5%
Industry Total	35 948	21 430	37 250	17 943	-3.5%	19.4%	41 630	19 133	464 122	295 268	380 206	271 288	22.1%	8.8%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	9 580	5 968
VOLKSWAGEN GROUP SA	5 131	3 293
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 892	-
NISSAN	2 417	398
FORD MOTOR COMPANY	2 181	5 117
SUZUKI AUTO	2 102	8
KIA SOUTH AFRICA	1 862	-
RENAULT	1 758	-
ISUZU MOTORS SOUTH AFRICA	1 481	299
HAVAL MOTORS SA	1 453	13
MAHINDRA	697	-
MERCEDES-BENZ SA **	693	3 621
BMW GROUP	619	2 622
MAZDA SOUTHERN AFRICA	441	-
STELLANTIS	424	7

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCKS AND BUSES SA *	350	5
TOYOTA	278	-
ISUZU MOTORS SOUTH AFRICA	226	7
SCANIA	186	2
MAN	169	-
VOLVO GROUP SOUTHERN AFRICA	147	12
UD TRUCKS SOUTHERN AFRICA	138	29
MERCEDES-BENZ SA **	126	-
IVECO	118	8
VOLKSWAGEN GROUP SA	83	-
FAW TRUCKS	67	-
TATA	60	-
POWERSTAR	24	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	20	-
VECV SOUTH AFRICA	11	-

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimated domestic new vehicle and export sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from February 2020 to June 2021. From July 2021, commercial market split estimates are provided. Maserati South Africa, as of June 2021, is no longer reporting sales to naamsa.

- 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	9 302	5 968	278	-	9 580	5 968
VOLKSWAGEN GROUP SA	5 048	3 293	83	-	5 131	3 293
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 872	-	20	-	2 892	-
NISSAN	2 417	398	-	-	2 417	398
FORD MOTOR COMPANY	2 181	5 117	-	-	2 181	5 117
SUZUKI AUTO	2 102	8	-	-	2 102	8
KIA SOUTH AFRICA	1 862	-	-	-	1 862	-
RENAULT	1 758	-	-	-	1 758	-
ISUZU MOTORS SOUTH AFRICA	1 255	292	226	7	1 481	299
HAVAL MOTORS SA	1 453	13	-	-	1 453	13
MAHINDRA	697	-	-	-	697	-
MERCEDES-BENZ SA **	567	3 621	126	-	693	3 621
BMW GROUP	619	2 622	-	-	619	2 622
MAZDA SOUTHERN AFRICA	441	-	-	-	441	-
STELLANTIS	424	7	-	-	424	7
DAIMLER TRUCKS AND BUSES SA *	-	-	350	5	350	5
MITSUBISHI MOTORS SA	325	24	-	-	325	24
HONDA	251	2	-	-	251	2
JAGUAR LAND ROVER	186	-	-	-	186	-
SCANIA	-	-	186	2	186	2
MAN	-	-	169	-	169	-
VOLVO GROUP SOUTHERN AFRICA	-	-	147	12	147	12
UD TRUCKS SOUTHERN AFRICA	-	-	138	29	138	29
IVECO	-	-	118	8	118	8
PORSCHE **	95	-	-	-	95	-
FAW TRUCKS	-	-	67	-	67	-
TATA	-	-	60	-	60	-
SUBARU	40	-	-	-	40	-
VOLVO CARS	33	2	-	-	33	2
POWERSTAR	-	-	24	-	24	-
VECV SOUTH AFRICA	-	-	11	-	11	-
BABCOCK	-	-	6	-	6	-
SCUDERIA SOUTH AFRICA	6	-	-	-	6	-
LAMBORGHINI SOUTH AFRICA **	3	-	-	-	3	-
BENTLEY **	2	-	-	-	2	-

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