



November 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 Nov 2021

278 906 ^{25.6% ↑}
compared to YTD Nov 2020 (222 000)

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

Light Commercial Bakkies & Mini Buses - YTD Nov 2021

124 089 ^{23.9% ↑}
compared to YTD Nov 2020 (100 128)

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

Medium Trucks & Buses - YTD Nov 2021

6 901 ^{11.3% ↑}
compared to YTD Nov 2020 (6 199)

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

Heavy Trucks & Buses - YTD Nov 2021

18 235 ^{24.6% ↑}
compared to YTD Nov 2020 (14 629)

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

New Vehicle Sales Totals and Export Sales

	Nov 2021		Nov 2020		Var %		Oct 2021		Nov 2021 YTD		Nov 2020 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	27 828	10 775	25 442	20 623	9.4%	-47.8%	27 506	12 078	278 906	161 051	222 000	167 791	25.6%	-4.0%
Light CV < 3501kg	11 156	8 706	11 246	13 109	-0.8%	-33.6%	11 148	11 984	124 089	112 675	100 128	85 039	23.9%	32.5%
Medium CV 3501-8500kg	779	11	638	19	22.1%	-42.1%	592	10	6 901	115	6 199	132	11.3%	-12.9%
Heavy CV 8501-16500kg	473	27	430	28	10.0%	-3.6%	464	15	4 635	150	3 754	115	23.5%	30.4%
Extra Heavy CV > 16500kg	1 295	28	1 201	45	7.8%	-37.8%	1 289	5	13 000	243	10 261	261	26.7%	-6.9%
Bus > 8500kg	57	1	58	1	-1.7%	0.0%	42	3	600	20	614	7	-2.3%	185.7%
Industry Total	41 588	19 548	39 015	33 825	6.6%	-42.2%	41 041	24 095	428 131	274 254	342 956	253 345	24.8%	8.3%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	11 892	4 222
VOLKSWAGEN GROUP SA	5 498	3 197
SUZUKI AUTO	3 082	10
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 869	-
NISSAN	2 328	697
FORD MOTOR COMPANY	2 245	3 573
ISUZU MOTORS SOUTH AFRICA	2 157	365
RENAULT	2 081	-
KIA SOUTH AFRICA	2 062	-
HAVAL MOTORS SA	1 730	45
MAHINDRA	825	-
BMW GROUP *	635	4 500
STELLANTIS	530	3
MERCEDES-BENZ SA **	454	2 804
DAIMLER TRUCKS AND BUSES SA *	428	5

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
ISUZU MOTORS SOUTH AFRICA	445	4
DAIMLER TRUCKS AND BUSES SA *	428	5
TOYOTA	273	2
SCANIA	227	2
VOLVO GROUP SOUTHERN AFRICA	214	20
UD TRUCKS SOUTHERN AFRICA	195	34
FAW TRUCKS	185	-
MAN	181	-
TATA	105	-
MERCEDES-BENZ SA **	100	-
POWERSTAR	61	-
IVECO	58	-
BABCOCK	45	-
VOLKSWAGEN GROUP SA	40	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	26	-

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	11 619	4 220	273	2	11 892	4 222
VOLKSWAGEN GROUP SA	5 458	3 197	40	-	5 498	3 197
SUZUKI AUTO	3 082	10	-	-	3 082	10
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 843	-	26	-	2 869	-
NISSAN	2 328	697	-	-	2 328	697
FORD MOTOR COMPANY	2 235	3 573	10	-	2 245	3 573
ISUZU MOTORS SOUTH AFRICA	1 712	361	445	4	2 157	365
RENAULT	2 081	-	-	-	2 081	-
KIA SOUTH AFRICA	2 062	-	-	-	2 062	-
HAVAL MOTORS SA	1 730	45	-	-	1 730	45
MAHINDRA	825	-	-	-	825	-
BMW GROUP *	635	4 500	-	-	635	4 500
STELLANTIS	529	3	1	-	530	3
MERCEDES-BENZ SA **	354	2 804	100	-	454	2 804
DAIMLER TRUCKS AND BUSES SA *	-	-	428	5	428	5
HONDA	411	40	-	-	411	40
MAZDA SOUTHERN AFRICA	333	-	-	-	333	-
MITSUBISHI MOTORS SA	289	31	-	-	289	31
JAGUAR LAND ROVER	240	-	-	-	240	-
SCANIA	-	-	227	2	227	2
VOLVO GROUP SOUTHERN AFRICA	-	-	214	20	214	20
UD TRUCKS SOUTHERN AFRICA	-	-	195	34	195	34
FAW TRUCKS	-	-	185	-	185	-
MAN	-	-	181	-	181	-
TATA	-	-	105	-	105	-
PORSCHE **	92	-	-	-	92	-
SUBARU	73	-	-	-	73	-
POWERSTAR	-	-	61	-	61	-
IVECO	-	-	58	-	58	-
BABCOCK	-	-	45	-	45	-
VOLVO CARS	36	-	-	-	36	-
VECV SOUTH AFRICA	-	-	10	-	10	-
SCUDERIA SOUTH AFRICA	7	-	-	-	7	-
BENTLEY **	5	-	-	-	5	-
LAMBORGHINI SOUTH AFRICA **	5	-	-	-	5	-

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