



March 2022

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 Mar 2022

93 377 25.4% ↑
compared to YTD Mar 2021 (74 475)



2018	2019	2020	2021
365 247	355 379	246 541	304 340

Light Commercial Bakkies & Mini Buses - YTD Mar 2022

35 888 2.9% ↑
compared to YTD Mar 2021 (34 876)



2018	2019	2020	2021
159 525	153 221	110 912	133 078

Medium Trucks & Buses - YTD Mar 2022

1 796 6.1% ↑
compared to YTD Mar 2021 (1 692)



2018	2019	2020	2021
7 885	8 690	6 735	7 520

Heavy Trucks & Buses - YTD Mar 2022

5 004 14.0% ↑
compared to YTD Mar 2021 (4 388)



2018	2019	2020	2021
19 570	19 322	16 019	19 555

New Vehicle Sales Totals and Export Sales

	Mar 2022		Mar 2021		Var %		Feb 2022		Mar 2022 YTD		Mar 2021 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	33 790	22 936	26 599	20 417	27.0%	12.3%	29 561	22 222	93 377	55 535	74 475	54 673	25.4%	1.6%
Light CV < 3501kg	13 975	11 254	14 364	18 674	-2.7%	-39.7%	12 289	10 308	35 888	30 116	34 876	34 653	2.9%	-13.1%
Medium CV 3501-8500kg	798	18	674	9	18.4%	100.0%	550	3	1 796	28	1 692	22	6.1%	27.3%
Heavy CV 8501-16500kg	546	20	518	6	5.4%	233.3%	517	14	1 402	48	1 077	31	30.2%	54.8%
Extra Heavy CV > 16500kg	1 449	56	1 228	40	18.0%	40.0%	1 186	6	3 504	74	3 162	94	10.8%	-21.3%
Bus > 8500kg	49	1	40	-	22.5%	0.0%	25	-	98	3	149	1	-34.2%	200.0%
Industry Total	50 607	34 285	43 423	39 146	16.5%	-12.4%	44 128	32 553	136 065	85 804	115 431	89 474	17.9%	-4.1%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	15 008	6 837
VOLKSWAGEN GROUP SA	6 433	9 236
HYUNDAI AUTOMOTIVE SOUTH AFRICA	3 816	-
SUZUKI AUTO	3 347	17
NISSAN	3 132	524
RENAULT	2 600	-
FORD MOTOR COMPANY	2 235	3 678
HAVAL MOTORS SA	2 036	17
KIA SOUTH AFRICA	1 910	-
ISUZU MOTORS SOUTH AFRICA	1 723	649
BMW GROUP	1 225	6 852
MAHINDRA	1 219	-
MERCEDES-BENZ SA **	1 155	6 328
STELLANTIS	751	1
MAZDA SOUTHERN AFRICA	612	-

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCKS AND BUSES SA *	444	5
TOYOTA	440	-
VOLVO GROUP SOUTHERN AFRICA	306	38
ISUZU MOTORS SOUTH AFRICA	280	13
UD TRUCKS SOUTHERN AFRICA	238	20
FAW TRUCKS	230	-
MAN	214	5
SCANIA	175	14
TATA	114	-
MERCEDES-BENZ SA **	85	-
POWERSTAR	84	-
BABCOCK	64	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	44	-
IVECO	36	-
VECV SOUTH AFRICA	35	-

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	14 568	6 837	440	-	15 008	6 837
VOLKSWAGEN GROUP SA	6 398	9 236	35	-	6 433	9 236
HYUNDAI AUTOMOTIVE SOUTH AFRICA	3 772	-	44	-	3 816	-
SUZUKI AUTO	3 347	17	-	-	3 347	17
NISSAN	3 132	524	-	-	3 132	524
RENAULT	2 600	-	-	-	2 600	-
FORD MOTOR COMPANY	2 235	3 678	-	-	2 235	3 678
HAVAL MOTORS SA	2 036	17	-	-	2 036	17
KIA SOUTH AFRICA	1 910	-	-	-	1 910	-
ISUZU MOTORS SOUTH AFRICA	1 443	636	280	13	1 723	649
BMW GROUP	1 225	6 852	-	-	1 225	6 852
MAHINDRA	1 219	-	-	-	1 219	-
MERCEDES-BENZ SA **	1 070	6 328	85	-	1 155	6 328
STELLANTIS	741	1	10	-	751	1
MAZDA SOUTHERN AFRICA	612	-	-	-	612	-
DAIMLER TRUCKS AND BUSES SA *	-	-	444	5	444	5
HONDA	409	26	-	-	409	26
JAGUAR LAND ROVER	319	-	-	-	319	-
VOLVO GROUP SOUTHERN AFRICA	-	-	306	38	306	38
MITSUBISHI MOTORS SA	302	37	-	-	302	37
UD TRUCKS SOUTHERN AFRICA	-	-	238	20	238	20
FAW TRUCKS	-	-	230	-	230	-
MAN	-	-	214	5	214	5
SCANIA	-	-	175	14	175	14
PORSCHE **	157	-	-	-	157	-
TATA	-	-	114	-	114	-
JAC MOTORS SOUTH AFRICA	95	-	8	-	103	-
VOLVO CARS	99	1	-	-	99	1
POWERSTAR	-	-	84	-	84	-
BABCOCK	-	-	64	-	64	-
SUBARU	58	-	-	-	58	-
IVECO	-	-	36	-	36	-
VECV SOUTH AFRICA	-	-	35	-	35	-
SCUDERIA SOUTH AFRICA	11	-	-	-	11	-
LAMBORGHINI SOUTH AFRICA **	6	-	-	-	6	-
BENTLEY **	1	-	-	-	1	-

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