



October 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 Oct 2022

**301 137** 19.8% ↑  
compared to YTD Oct 2021 (251 288)



2018	2019	2020	2021
365 247	355 379	246 541	304 341

Light Commercial Bakkies & Mini Buses - YTD Oct 2022

**111 751** -1.0% ↓  
compared to YTD Oct 2021 (112 934)



2018	2019	2020	2021
159 525	153 221	110 912	133 077

Medium Trucks & Buses - YTD Oct 2022

**6 621** 8.2% ↑  
compared to YTD Oct 2021 (6 122)



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

Heavy Trucks & Buses - YTD Oct 2022

**17 958** 9.4% ↑  
compared to YTD Oct 2021 (16 410)



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

New Vehicle Sales Totals and Export Sales

	Oct 2022		Oct 2021		Var %		Sep 2022		Oct 2022 YTD		Oct 2021 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	30 597	18 023	27 716	13 390	10.4%	34.6%	32 392	23 683	301 137	197 922	251 288	151 588	19.8%	30.6%
Light CV < 3501kg	12 738	11 373	11 148	11 984	14.3%	-5.1%	12 588	17 684	111 751	94 267	112 934	103 968	-1.0%	-9.3%
Medium CV 3501-8500kg	769	43	592	10	29.9%	330.0%	871	12	6 621	123	6 122	104	8.2%	18.3%
Heavy CV 8501-16500kg	523	35	464	15	12.7%	133.3%	509	55	5 004	289	4 162	123	20.2%	135.0%
Extra Heavy CV > 16500kg	1 285	32	1 289	5	-0.3%	540.0%	1 532	27	12 437	248	11 705	215	6.3%	15.3%
Bus > 8500kg	54	2	42	3	28.6%	-33.3%	92	3	517	51	543	19	-4.8%	168.4%
<b>Industry Total</b>	<b>45 966</b>	<b>29 508</b>	<b>41 251</b>	<b>25 407</b>	<b>11.4%</b>	<b>16.1%</b>	<b>47 984</b>	<b>41 464</b>	<b>437 467</b>	<b>292 900</b>	<b>386 754</b>	<b>256 017</b>	<b>13.1%</b>	<b>14.4%</b>

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	12 574	4 499
VOLKSWAGEN GROUP SA	4 904	5 331
SUZUKI AUTO	4 112	-
NISSAN	3 011	319
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 703	-
HAVAL MOTORS SA	2 602	16
FORD MOTOR COMPANY	2 458	6 312
ISUZU MOTORS SOUTH AFRICA	2 187	365
RENAULT	2 011	-
KIA SOUTH AFRICA	1 780	-
CHERY AUTO SOUTH AFRICA	1 229	-
MAHINDRA	968	-
BMW GROUP *	946	4 400
MERCEDES-BENZ SA **	737	8 075
STELLANTIS	563	-

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCK SOUTHERN AFRICA	423	18
TOYOTA	348	22
ISUZU MOTORS SOUTH AFRICA	323	7
FAW TRUCKS	274	-
VOLVO GROUP SOUTHERN AFRICA	223	10
UD TRUCKS SOUTHERN AFRICA	209	40
SCANIA	194	7
MAN	131	1
IVECO	121	7
TATA	90	-
VOLKSWAGEN GROUP SA	51	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	50	-
POWERSTAR	50	-
BABCOCK	38	-
VECV SOUTH AFRICA	37	-

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](mailto: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	12 226	4 477	348	22	12 574	4 499
VOLKSWAGEN GROUP SA	4 853	5 331	51	-	4 904	5 331
SUZUKI AUTO	4 112	-	-	-	4 112	-
NISSAN	3 011	319	-	-	3 011	319
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 653	-	50	-	2 703	-
HAVAL MOTORS SA	2 602	16	-	-	2 602	16
FORD MOTOR COMPANY	2 431	6 312	27	-	2 458	6 312
ISUZU MOTORS SOUTH AFRICA	1 864	358	323	7	2 187	365
RENAULT	2 011	-	-	-	2 011	-
KIA SOUTH AFRICA	1 780	-	-	-	1 780	-
CHERY AUTO SOUTH AFRICA	1 229	-	-	-	1 229	-
MAHINDRA	968	-	-	-	968	-
BMW GROUP *	946	4 400	-	-	946	4 400
MERCEDES-BENZ SA **	703	8 075	34	-	737	8 075
STELLANTIS	559	-	4	-	563	-
DAIMLER TRUCK SOUTHERN AFRICA	-	-	423	18	423	18
MAZDA SOUTHERN AFRICA	335	-	-	-	335	-
MITSUBISHI MOTORS SA	332	69	-	-	332	69
FAW TRUCKS	-	-	274	-	274	-
JAGUAR LAND ROVER	260	-	-	-	260	-
VOLVO GROUP SOUTHERN AFRICA	-	-	223	10	223	10
UD TRUCKS SOUTHERN AFRICA	-	-	209	40	209	40
SCANIA	-	-	194	7	194	7
HONDA	183	39	-	-	183	39
MAN	-	-	131	1	131	1
IVECO	-	-	121	7	121	7
TATA	-	-	90	-	90	-
VOLVO CARS	78	-	-	-	78	-
PORSCHE **	70	-	-	-	70	-
JAC MOTORS SOUTH AFRICA	57	-	4	-	61	-
SUBARU	60	-	-	-	60	-
POWERSTAR	-	-	50	-	50	-
BABCOCK	-	-	38	-	38	-
VECV SOUTH AFRICA	-	-	37	-	37	-
SCUDERIA SOUTH AFRICA	5	-	-	-	5	-
BENTLEY **	4	-	-	-	4	-
LAMBORGHINI SOUTH AFRICA **	3	-	-	-	3	-

## 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](mailto:datasupport@naamsa.co.za)