



December 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 Dec 2022

**363 092** 19.3% ↑  
compared to YTD Dec 2021 (304 341)



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

## Light Commercial Bakkies &amp; Mini Buses - YTD Dec 2022

**135 666** 1.9% ↑  
compared to YTD Dec 2021 (133 077)



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

## Medium Trucks &amp; Buses - YTD Dec 2022

**8 370** 11.3% ↑  
compared to YTD Dec 2021 (7 520)



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

## Heavy Trucks &amp; Buses - YTD Dec 2022

**21 835** 11.7% ↑  
compared to YTD Dec 2021 (19 555)



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

## New Vehicle Sales Totals and Export Sales

	Dec 2022		Dec 2021		Var %		Nov 2022		Dec 2022 YTD		Dec 2021 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	28 793	16 844	24 953	9 754	15.4%	72.7%	33 148	23 522	363 092	238 288	304 341	173 774	19.3%	37.1%
Light CV < 3501kg	10 438	9 406	8 989	11 360	16.1%	-17.2%	13 467	9 342	135 666	112 321	133 077	123 667	1.9%	-9.2%
Medium CV 3501-8500kg	865	15	632	9	36.9%	66.7%	908	32	8 370	170	7 520	123	11.3%	38.2%
Heavy CV 8501-16500kg	417	11	347	24	20.2%	-54.2%	534	13	5 947	313	4 982	169	19.4%	85.2%
Extra Heavy CV > 16500kg	1 198	26	953	25	25.7%	4.0%	1 549	33	15 194	307	13 908	267	9.2%	15.0%
Bus > 8500kg	72	-	70	-	2.9%	0.0%	92	-	694	51	665	20	4.4%	155.0%
<b>Industry Total</b>	<b>41 783</b>	<b>26 302</b>	<b>35 944</b>	<b>21 172</b>	<b>16.2%</b>	<b>24.2%</b>	<b>49 698</b>	<b>32 942</b>	<b>528 963</b>	<b>351 450</b>	<b>464 493</b>	<b>298 020</b>	<b>13.9%</b>	<b>17.9%</b>

## Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	11 250	3 259
VOLKSWAGEN GROUP SA	5 331	5 447
SUZUKI AUTO	3 058	4
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 770	-
NISSAN	2 144	422
FORD MOTOR COMPANY	1 948	5 553
RENAULT	1 868	-
HAVAL MOTORS SA	1 735	65
KIA SOUTH AFRICA	1 650	-
ISUZU MOTORS SOUTH AFRICA	1 607	191
MERCEDES-BENZ SA **	1 525	9 405
CHERY AUTO SOUTH AFRICA	1 359	-
BMW GROUP	1 248	1 748
MAHINDRA	739	-
DAIMLER TRUCK SOUTHERN AFRICA	518	25

## Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCK SOUTHERN AFRICA	518	25
ISUZU MOTORS SOUTH AFRICA	343	1
MERCEDES-BENZ SA **	314	-
TOYOTA	285	-
FAW TRUCKS	221	-
SCANIA	216	2
UD TRUCKS SOUTHERN AFRICA	179	12
VOLVO GROUP SOUTHERN AFRICA	165	10
MAN	76	-
IVECO	61	2
TATA	50	-
VOLKSWAGEN GROUP SA	41	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	23	-
VECV SOUTH AFRICA	22	-
BABCOCK	17	-

## Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimate sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from Feb 2020 to Jun 2021. From Jul 2021 to Nov 2022, commercial market split estimates were provided. As from Dec 2022, Daimler Trucks will provide standard detail. Porsche, Bentley and Lamborghini, as of Dec 2022, are no longer reporting sales to naamsa. Estimated domestic new vehicle and export sales are provided for Porsche.

- 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	10 965	3 259	285	-	11 250	3 259
VOLKSWAGEN GROUP SA	5 290	5 447	41	-	5 331	5 447
SUZUKI AUTO	3 058	4	-	-	3 058	4
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 747	-	23	-	2 770	-
NISSAN	2 144	422	-	-	2 144	422
FORD MOTOR COMPANY	1 942	5 553	6	-	1 948	5 553
RENAULT	1 868	-	-	-	1 868	-
HAVAL MOTORS SA	1 735	65	-	-	1 735	65
KIA SOUTH AFRICA	1 650	-	-	-	1 650	-
ISUZU MOTORS SOUTH AFRICA	1 264	190	343	1	1 607	191
MERCEDES-BENZ SA **	1 211	9 405	314	-	1 525	9 405
CHERY AUTO SOUTH AFRICA	1 359	-	-	-	1 359	-
BMW GROUP	1 248	1 748	-	-	1 248	1 748
MAHINDRA	739	-	-	-	739	-
DAIMLER TRUCK SOUTHERN AFRICA	-	-	518	25	518	25
STELLANTIS	445	16	-	-	445	16
MAZDA SOUTHERN AFRICA	370	-	-	-	370	-
HONDA	349	47	-	-	349	47
mitsubishi Motors SA	291	94	-	-	291	94
FAW TRUCKS	-	-	221	-	221	-
SCANIA	-	-	216	2	216	2
JAGUAR LAND ROVER	211	-	-	-	211	-
UD TRUCKS SOUTHERN AFRICA	-	-	179	12	179	12
VOLVO GROUP SOUTHERN AFRICA	-	-	165	10	165	10
PORSCHE *	128	-	-	-	128	-
JAC MOTORS SOUTH AFRICA	78	-	7	-	85	-
MAN	-	-	76	-	76	-
VOLVO CARS	73	-	-	-	73	-
SUBARU	62	-	-	-	62	-
IVECO	-	-	61	2	61	2
TATA	-	-	50	-	50	-
VECV SOUTH AFRICA	-	-	22	-	22	-
BABCOCK	-	-	17	-	17	-
POWERSTAR	-	-	8	-	8	-
SCUDERIA SOUTH AFRICA	4	-	-	-	4	-

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