



July 2023

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 Jul 2023

201 960 -2.5% ↓
compared to YTD Jul 2022 (207 133)



2019	2020	2021	2022
355 379	246 540	304 341	363 696

Light Commercial Bakkies & Mini Buses - YTD Jul 2023

89 178 21.9% ↑
compared to YTD Jul 2022 (73 136)



2019	2020	2021	2022
153 221	110 912	133 077	135 713

Medium Trucks & Buses - YTD Jul 2023

4 569 6.7% ↑
compared to YTD Jul 2022 (4 281)



2019	2020	2021	2022
8 690	6 735	7 520	8 308

Heavy Trucks & Buses - YTD Jul 2023

13 652 15.6% ↑
compared to YTD Jul 2022 (11 812)



2019	2020	2021	2022
19 322	16 019	19 555	21 845

New Vehicle Sales Totals and Export Sales

	Jul 2023		Jul 2022		Var %		Jun 2023		Jul 2023 YTD		Jul 2022 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	27 839	20 791	30 824	20 348	-9.7%	2.2%	29 817	20 062	201 960	134 774	207 133	135 960	-2.5%	-0.9%
Light CV < 3501kg	12 666	16 209	9 552	4 730	32.6%	242.7%	13 938	7 183	89 178	74 612	73 136	54 467	21.9%	37.0%
Medium CV 3501-8500kg	683	1	773	20	-11.6%	-95.0%	734	2	4 569	80	4 281	58	6.7%	37.9%
Heavy CV 8501-16500kg	484	7	455	50	6.4%	-86.0%	527	35	3 068	138	3 413	174	-10.1%	-20.7%
Extra Heavy CV > 16500kg	1 648	48	1 180	18	39.7%	166.7%	1 727	41	10 214	270	8 104	168	26.0%	60.7%
Bus > 8500kg	69	8	38	2	81.6%	300.0%	57	6	370	26	295	44	25.4%	-40.9%
Industry Total	43 389	37 064	42 822	25 168	1.3%	47.3%	46 800	27 329	309 359	209 900	296 362	190 871	4.4%	10.0%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	10 812	7 437
VOLKSWAGEN GROUP SA	5 797	10 326
SUZUKI AUTO	4 361	12
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 878	-
FORD MOTOR COMPANY	2 500	7 686
NISSAN	2 308	475
HAVAL MOTORS SA	2 030	12
ISUZU MOTORS SOUTH AFRICA	1 903	665
RENAULT	1 707	-
CHERY AUTO SOUTH AFRICA	1 375	-
KIA SOUTH AFRICA	1 372	-
MAHINDRA	929	77
BMW GROUP *	883	3 500
MERCEDES-BENZ SA **	685	6 696
DAIMLER TRUCK SOUTHERN AFRICA	423	5

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCK SOUTHERN AFRICA	423	5
FAW TRUCKS	350	-
TOYOTA	289	-
ISUZU MOTORS SOUTH AFRICA	285	3
VOLVO GROUP SOUTHERN AFRICA	282	21
MAN	253	-
SCANIA	251	35
UD TRUCKS SOUTHERN AFRICA	168	-
IVECO	121	-
MERCEDES-BENZ SA **	110	-
POWERSTAR	76	-
VOLKSWAGEN GROUP SA	75	-
TATA	60	-
BABCOCK	36	-
VECV SOUTH AFRICA	34	-

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

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	10 523	7 437	289	-	10 812	7 437
VOLKSWAGEN GROUP SA	5 722	10 326	75	-	5 797	10 326
SUZUKI AUTO	4 361	12	-	-	4 361	12
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 853	-	25	-	2 878	-
FORD MOTOR COMPANY	2 489	7 686	11	-	2 500	7 686
NISSAN	2 308	475	-	-	2 308	475
HAVAL MOTORS SA	2 030	12	-	-	2 030	12
ISUZU MOTORS SOUTH AFRICA	1 618	662	285	3	1 903	665
RENAULT	1 707	-	-	-	1 707	-
CHERY AUTO SOUTH AFRICA	1 375	-	-	-	1 375	-
KIA SOUTH AFRICA	1 372	-	-	-	1 372	-
MAHINDRA	929	77	-	-	929	77
BMW GROUP *	883	3 500	-	-	883	3 500
MERCEDES-BENZ SA **	575	6 696	110	-	685	6 696
DAIMLER TRUCK SOUTHERN AFRICA	-	-	423	5	423	5
FAW TRUCKS	-	-	350	-	350	-
HONDA	327	60	-	-	327	60
VOLVO GROUP SOUTHERN AFRICA	-	-	282	21	282	21
MAN	-	-	253	-	253	-
SCANIA	-	-	251	35	251	35
MAZDA SOUTHERN AFRICA	249	-	-	-	249	-
MITSUBISHI MOTORS SA	248	49	-	-	248	49
JAGUAR LAND ROVER	228	-	-	-	228	-
STELLANTIS	222	8	3	-	225	8
UD TRUCKS SOUTHERN AFRICA	-	-	168	-	168	-
PORSCHE *	150	-	-	-	150	-
IVECO	-	-	121	-	121	-
VOLVO CARS	120	-	-	-	120	-
PROTON SOUTH AFRICA	99	-	-	-	99	-
POWERSTAR	-	-	76	-	76	-
JAC MOTORS SOUTH AFRICA	57	-	15	-	72	-
TATA	-	-	60	-	60	-
SUBARU	52	-	-	-	52	-
BABCOCK	-	-	36	-	36	-
VECV SOUTH AFRICA	-	-	34	-	34	-
SINOTRUK	-	-	17	-	17	-
SCUDERIA SOUTH AFRICA	8	-	-	-	8	-

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