

June 2020

# Industry New Vehicle Sales



## OUR AMBITION:

to be the most credible and respected thought leader and partner of a globally competitive and transformed automotive industry that actively contribute to the sustainable development of South Africa.

**REIMAGINING THE FUTURE TOGETHER**  
Partnership | Consistency | Trust

## Market at a Glance

## Passenger Vehicles - YTD Jun 2020

109 173 <sup>-34.8% ↓</sup>  
compared to YTD Jun 2019 (167 537)

2016	2017	2018	2019
361 265	368 114	365 247	355 378

## Light Commercial Bakkies &amp; Mini Buses - YTD Jun 2020

44 408 <sup>-42.6% ↓</sup>  
compared to YTD Jun 2019 (77 337)

2016	2017	2018	2019
159 316	163 317	159 525	153 221

## Medium Trucks &amp; Buses - YTD Jun 2020

2 764 <sup>-32.1% ↓</sup>  
compared to YTD Jun 2019 (4 069)

2016	2017	2018	2019
8 436	7 890	7 885	8 690

## Heavy Trucks &amp; Buses - YTD Jun 2020

6 225 <sup>-28.3% ↓</sup>  
compared to YTD Jun 2019 (8 681)

2016	2017	2018	2019
18 536	18 383	19 570	19 322

## New Vehicle Sales Totals and Export Sales

	Jun 2020		Jun 2019		Var %		May 2020		Jun 2020 YTD		Jun 2019 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	19 264	13 595	28 931	20 840	-33.4%	-34.8%	8 966	8 248	109 173	74 446	167 537	122 425	-34.8%	-39.2%
Light CV < 3501kg	10 189	5 157	14 497	9 747	-29.7%	-47.1%	3 071	3 642	44 408	34 284	77 337	59 507	-42.6%	-42.4%
Medium CV 3501-8500kg	611	11	832	5	-26.6%	120.0%	303	6	2 764	63	4 069	46	-32.1%	37.0%
Heavy CV 8501-16500kg	454	14	472	15	-3.8%	-6.7%	86	3	1 533	42	2 441	80	-37.2%	-47.5%
Extra Heavy CV > 16500kg	1 280	19	1 147	60	11.6%	-68.3%	414	-	4 381	95	5 839	276	-25.0%	-65.6%
Bus > 8500kg	69	-	74	-	-6.8%	0.0%	34	2	311	3	401	27	-22.4%	-88.9%
<b>Industry Total</b>	<b>31 867</b>	<b>18 796</b>	<b>45 953</b>	<b>30 667</b>	<b>-30.7%</b>	<b>-38.7%</b>	<b>12 874</b>	<b>11 901</b>	<b>162 570</b>	<b>108 933</b>	<b>257 624</b>	<b>182 361</b>	<b>-36.9%</b>	<b>-40.3%</b>

## Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	8 442	3 298
VOLKSWAGEN GROUP SA	4 448	4 731
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 457	-
FORD MOTOR COMPANY	2 138	1 378
ISUZU MOTORS SOUTH AFRICA	2 040	314
NISSAN	2 010	346
SUZUKI AUTO	1 433	-
MERCEDES-BENZ SA *	1 410	5 305
RENAULT	1 152	-
KIA SOUTH AFRICA	941	-
BMW GROUP	850	3 322
MAZDA SOUTHERN AFRICA	821	-
HAVAL MOTORS SA	767	15
MAHINDRA	517	-
VOLVO GROUP SOUTHERN AFRICA	491	12

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

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
VOLVO GROUP SOUTHERN AFRICA	491	12
MERCEDES-BENZ SA *	443	5
ISUZU MOTORS SOUTH AFRICA	335	2
TOYOTA	249	8
MAN	195	-
SCANIA	186	8
FAW TRUCKS	140	-
IVECO	106	3
POWERSTAR	77	-
VOLKSWAGEN GROUP SA	65	-
TATA	44	6
HYUNDAI AUTOMOTIVE SOUTH AFRICA	35	-
BABCOCK	27	-
JMC	12	-
VECV SOUTH AFRICA	4	-

## Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimate domestic new vehicle and export sales are provided for Mercedes-Benz SA Ltd from the month of February 2020

- 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	8 193	3 290	249	8	8 442	3 298
VOLKSWAGEN GROUP SA	4 383	4 731	65	-	4 448	4 731
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 422	-	35	-	2 457	-
FORD MOTOR COMPANY	2 135	1 378	3	-	2 138	1 378
ISUZU MOTORS SOUTH AFRICA	1 705	312	335	2	2 040	314
NISSAN	2 010	346	-	-	2 010	346
SUZUKI AUTO	1 433	-	-	-	1 433	-
MERCEDES-BENZ SA *	967	5 300	443	5	1 410	5 305
RENAULT	1 152	-	-	-	1 152	-
KIA SOUTH AFRICA	941	-	-	-	941	-
BMW GROUP	850	3 322	-	-	850	3 322
MAZDA SOUTHERN AFRICA	821	-	-	-	821	-
HAVAL MOTORS SA	767	15	-	-	767	15
MAHINDRA	517	-	-	-	517	-
VOLVO GROUP SOUTHERN AFRICA	-	-	491	12	491	12
JAGUAR LAND ROVER	251	-	-	-	251	-
MAN	-	-	195	-	195	-
SCANIA	-	-	186	8	186	8
HONDA	180	22	-	-	180	22
FAW TRUCKS	-	-	140	-	140	-
MITSUBISHI MOTORS SA	135	26	-	-	135	26
FCA SOUTH AFRICA	129	10	-	-	129	10
PORSCHE **	109	-	-	-	109	-
IVECO	-	-	106	3	106	3
OPEL **	88	-	-	-	88	-
PCSA	80	-	2	-	82	-
POWERSTAR	-	-	77	-	77	-
JMC	64	-	12	-	76	-
VOLVO CARS	64	-	-	-	64	-
TATA	-	-	44	6	44	6
SUBARU	32	-	-	-	32	-
BABCOCK	-	-	27	-	27	-
SCUDERIA SOUTH AFRICA	15	-	-	-	15	-
LAMBORGHINI SOUTH AFRICA **	4	-	-	-	4	-
MASERATI SOUTH AFRICA	4	-	-	-	4	-
VECV SOUTH AFRICA	-	-	4	-	4	-
BENTLEY **	2	-	-	-	2	-

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