



October 2020

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 2020

196 664 -33.3% ↓
compared to YTD Oct 2019 (295 016)



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

Light Commercial Bakkies & Mini Buses - YTD Oct 2020

88 873 -32.7% ↓
compared to YTD Oct 2019 (132 081)



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

Medium Trucks & Buses - YTD Oct 2020

5 550 -23.4% ↓
compared to YTD Oct 2019 (7 242)



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

Heavy Trucks & Buses - YTD Oct 2020

12 910 -18.9% ↓
compared to YTD Oct 2019 (15 919)



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

New Vehicle Sales Totals and Export Sales

	Oct 2020		Oct 2019		Var %		Sep 2020		Oct 2020 YTD		Oct 2019 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	26 793	20 625	35 899	29 198	-25.4%	-29.4%	22 641	17 389	196 664	146 248	295 016	226 893	-33.3%	-35.5%
Light CV < 3501kg	9 644	12 809	13 361	11 990	-27.8%	6.8%	12 281	10 949	88 873	72 482	132 081	111 325	-32.7%	-34.9%
Medium CV 3501-8500kg	662	14	840	18	-21.2%	-22.2%	683	11	5 550	113	7 242	97	-23.4%	16.5%
Heavy CV 8501-16500kg	478	18	394	26	21.3%	-30.8%	466	2	3 351	83	4 179	162	-19.8%	-48.8%
Extra Heavy CV > 16500kg	1 100	7	1 413	31	-22.2%	-77.4%	1 129	36	9 015	209	11 050	428	-18.4%	-51.2%
Bus > 8500kg	75	1	61	3	23.0%	-66.7%	36	-	544	6	690	39	-21.2%	-84.6%
Industry Total	38 752	33 474	51 968	41 266	-25.4%	-18.9%	37 236	28 387	303 997	219 141	450 258	338 944	-32.5%	-35.3%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	9 179	6 638
VOLKSWAGEN GROUP SA	6 365	9 136
FORD MOTOR COMPANY	3 738	5 538
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 781	-
NISSAN	2 569	466
SUZUKI AUTO	2 032	-
RENAULT	1 673	-
MERCEDES-BENZ SA *	1 574	6 205
KIA SOUTH AFRICA	1 478	-
ISUZU MOTORS SOUTH AFRICA	1 425	332
BMW GROUP	1 062	5 100
HAVAL MOTORS SA	840	12
MAZDA SOUTHERN AFRICA	704	-
MAHINDRA	501	-
VOLVO GROUP SOUTHERN AFRICA	368	14

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	479	5
VOLVO GROUP SOUTHERN AFRICA	368	14
TOYOTA	287	8
ISUZU MOTORS SOUTH AFRICA	267	5
MAN	242	1
FAW TRUCKS	182	-
SCANIA	128	5
TATA	83	-
IVECO	65	2
POWERSTAR	65	-
VOLKSWAGEN GROUP SA	63	-
JMC	31	-
BABCOCK	23	-
FORD MOTOR COMPANY	13	-
VECV SOUTH AFRICA	8	-

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

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	8 892	6 630	287	8	9 179	6 638
VOLKSWAGEN GROUP SA	6 302	9 136	63	-	6 365	9 136
FORD MOTOR COMPANY	3 725	5 538	13	-	3 738	5 538
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 774	-	7	-	2 781	-
NISSAN	2 569	466	-	-	2 569	466
SUZUKI AUTO	2 032	-	-	-	2 032	-
RENAULT	1 673	-	-	-	1 673	-
MERCEDES-BENZ SA *	1 095	6 200	479	5	1 574	6 205
KIA SOUTH AFRICA	1 478	-	-	-	1 478	-
ISUZU MOTORS SOUTH AFRICA	1 158	327	267	5	1 425	332
BMW GROUP	1 062	5 100	-	-	1 062	5 100
HAVAL MOTORS SA	840	12	-	-	840	12
MAZDA SOUTHERN AFRICA	704	-	-	-	704	-
MAHINDRA	501	-	-	-	501	-
VOLVO GROUP SOUTHERN AFRICA	-	-	368	14	368	14
JAGUAR LAND ROVER	303	-	-	-	303	-
HONDA	300	-	-	-	300	-
MAN	-	-	242	1	242	1
FCA SOUTH AFRICA	207	3	-	-	207	3
FAW TRUCKS	-	-	182	-	182	-
MITSUBISHI MOTORS SA	182	18	-	-	182	18
VOLVO CARS	141	4	-	-	141	4
PCSA	126	-	4	-	130	-
SCANIA	-	-	128	5	128	5
OPEL **	108	-	-	-	108	-
PORSCHE **	106	-	-	-	106	-
JMC	70	-	31	-	101	-
TATA	-	-	83	-	83	-
SUBARU	78	-	-	-	78	-
IVECO	-	-	65	2	65	2
POWERSTAR	-	-	65	-	65	-
BABCOCK	-	-	23	-	23	-
VECV SOUTH AFRICA	-	-	8	-	8	-
BENTLEY **	6	-	-	-	6	-
LAMBORGHINI SOUTH AFRICA **	2	-	-	-	2	-
MASERATI SOUTH AFRICA	2	-	-	-	2	-
SCUDERIA SOUTH AFRICA	1	-	-	-	1	-

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