



January 2021

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 Jan 2021

23 853 -18.0% ↓
compared to YTD Jan 2020 (29 073)

2017	2018	2019	2020
368 130	365 247	355 379	246 541



Light Commercial Bakkies & Mini Buses - YTD Jan 2021

9 301 -4.9% ↓
compared to YTD Jan 2020 (9 780)

2017	2018	2019	2020
163 317	159 525	153 221	110 912



Medium Trucks & Buses - YTD Jan 2021

497 0.0% ↑
compared to YTD Jan 2020 (497)

2017	2018	2019	2020
7 890	7 885	8 690	6 735



Heavy Trucks & Buses - YTD Jan 2021

1 133 6.6% ↑
compared to YTD Jan 2020 (1 063)

2017	2018	2019	2020
18 383	19 570	19 322	16 018



New Vehicle Sales Totals and Export Sales

	Jan 2021		Jan 2020		Var %		Dec 2020		Jan 2021 YTD		Jan 2020 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	23 853	17 004	29 073	12 898	-18.0%	31.8%	24 541	10 997	23 853	17 004	29 073	12 898	-18.0%	31.8%
Light CV < 3501kg	9 301	5 738	9 780	3 341	-4.9%	71.7%	10 784	6 903	9 301	5 738	9 780	3 341	-4.9%	71.7%
Medium CV 3501-8500kg	497	6	497	20	0.0%	-70.0%	536	7	497	6	497	20	0.0%	-70.0%
Heavy CV 8501-16500kg	223	15	276	3	-19.2%	400.0%	336	3	223	15	276	3	-19.2%	400.0%
Extra Heavy CV > 16500kg	831	8	757	41	9.8%	-80.5%	939	23	831	8	757	41	9.8%	-80.5%
Bus > 8500kg	79	-	30	-	163.3%	0.0%	114	10	79	-	30	-	163.3%	0.0%
Industry Total	34 784	22 771	40 413	16 303	-13.9%	39.7%	37 250	17 943	34 784	22 771	40 413	16 303	-13.9%	39.7%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	9 033	3 300
VOLKSWAGEN GROUP SA	5 857	6 942
FORD MOTOR COMPANY	2 687	1 958
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 622	-
NISSAN	2 038	315
SUZUKI AUTO	1 861	-
RENAULT	1 400	-
MERCEDES-BENZ SA *	1 300	5 205
KIA SOUTH AFRICA	1 256	-
ISUZU MOTORS SOUTH AFRICA	1 098	233
HAVAL MOTORS SA	976	15
BMW GROUP *	902	4 700
MAZDA SOUTHERN AFRICA	773	-
MAHINDRA	569	-
JAGUAR LAND ROVER	302	-

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	358	5
VOLVO GROUP SOUTHERN AFRICA	170	1
IVECO	151	7
ISUZU MOTORS SOUTH AFRICA	140	7
SCANIA	121	4
TOYOTA	120	-
MAN	115	1
FAW TRUCKS	108	-
UD TRUCKS SOUTHERN AFRICA	91	4
TATA	68	-
POWERSTAR	46	-
VOLKSWAGEN GROUP SA	35	-
FCA SOUTH AFRICA	25	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	24	-
FORD MOTOR COMPANY	19	-

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	8 913	3 300	120	-	9 033	3 300
VOLKSWAGEN GROUP SA	5 822	6 942	35	-	5 857	6 942
FORD MOTOR COMPANY	2 668	1 958	19	-	2 687	1 958
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 598	-	24	-	2 622	-
NISSAN	2 038	315	-	-	2 038	315
SUZUKI AUTO	1 861	-	-	-	1 861	-
RENAULT	1 400	-	-	-	1 400	-
MERCEDES-BENZ SA *	942	5 200	358	5	1 300	5 205
KIA SOUTH AFRICA	1 256	-	-	-	1 256	-
ISUZU MOTORS SOUTH AFRICA	958	226	140	7	1 098	233
HAVAL MOTORS SA	976	15	-	-	976	15
BMW GROUP *	902	4 700	-	-	902	4 700
MAZDA SOUTHERN AFRICA	773	-	-	-	773	-
MAHINDRA	569	-	-	-	569	-
JAGUAR LAND ROVER	302	-	-	-	302	-
PCSA	278	-	5	-	283	-
HONDA	219	43	-	-	219	43
FCA SOUTH AFRICA	175	1	25	-	200	1
VOLVO GROUP SOUTHERN AFRICA	-	-	170	1	170	1
MITSUBISHI MOTORS SA	167	39	-	-	167	39
IVECO	-	-	151	7	151	7
VOLVO CARS	148	3	-	-	148	3
SCANIA	-	-	121	4	121	4
MAN	-	-	115	1	115	1
FAW TRUCKS	-	-	108	-	108	-
PORSCHE **	105	-	-	-	105	-
UD TRUCKS SOUTHERN AFRICA	-	-	91	4	91	4
TATA	-	-	68	-	68	-
POWERSTAR	-	-	46	-	46	-
SUBARU	45	-	-	-	45	-
JMC	16	-	8	-	24	-
BABCOCK	-	-	14	-	14	-
VECV SOUTH AFRICA	-	-	12	-	12	-
SCUDERIA SOUTH AFRICA	9	-	-	-	9	-
BENTLEY **	6	-	-	-	6	-
LAMBORGHINI SOUTH AFRICA **	6	-	-	-	6	-
MASERATI SOUTH AFRICA	2	-	-	-	2	-

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