



February 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 Feb 2021

**48 012** -18.2% ↓  
compared to YTD Feb 2020 (58 695)



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

## Light Commercial Bakkies &amp; Mini Buses - YTD Feb 2021

**20 526** -4.1% ↓  
compared to YTD Feb 2020 (21 396)



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

## Medium Trucks &amp; Buses - YTD Feb 2021

**1 046** -9.4% ↓  
compared to YTD Feb 2020 (1 154)



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

## Heavy Trucks &amp; Buses - YTD Feb 2021

**2 586** 5.0% ↑  
compared to YTD Feb 2020 (2 464)



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

## New Vehicle Sales Totals and Export Sales

	Feb 2021		Feb 2020		Var %		Jan 2021		Feb 2021 YTD		Feb 2020 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	24 270	19 194	29 622	21 709	-18.1%	-11.6%	23 742	17 002	48 012	36 196	58 695	34 607	-18.2%	4.6%
Light CV < 3501kg	11 246	10 328	11 616	10 394	-3.2%	-0.6%	9 280	5 727	20 526	16 055	21 396	13 735	-4.1%	16.9%
Medium CV 3501-8500kg	560	7	657	15	-14.8%	-53.3%	486	6	1 046	13	1 154	35	-9.4%	-62.9%
Heavy CV 8501-16500kg	338	11	374	10	-9.6%	10.0%	217	15	555	26	650	13	-14.6%	100.0%
Extra Heavy CV > 16500kg	1 059	42	962	14	10.1%	200.0%	852	9	1 911	51	1 719	55	11.2%	-7.3%
Bus > 8500kg	48	-	65	1	-26.2%	-100.0%	72	-	120	-	95	1	26.3%	-100.0%
<b>Industry Total</b>	<b>37 521</b>	<b>29 582</b>	<b>43 296</b>	<b>32 143</b>	<b>-13.3%</b>	<b>-8.0%</b>	<b>34 649</b>	<b>22 759</b>	<b>72 170</b>	<b>52 341</b>	<b>83 709</b>	<b>48 446</b>	<b>-13.8%</b>	<b>8.0%</b>

## Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	8 308	5 946
VOLKSWAGEN GROUP SA	6 652	8 208
FORD MOTOR COMPANY	3 020	3 733
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 792	-
NISSAN	2 625	470
SUZUKI AUTO	2 142	-
KIA SOUTH AFRICA	1 601	-
ISUZU MOTORS SOUTH AFRICA	1 497	403
MERCEDES-BENZ SA *	1 442	5 805
RENAULT	1 401	-
HAVAL MOTORS SA	944	11
BMW GROUP *	938	4 900
MAZDA SOUTHERN AFRICA	855	-
MAHINDRA	606	-
HONDA	325	26

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

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	425	5
TOYOTA	195	6
UD TRUCKS SOUTHERN AFRICA	192	8
VOLVO GROUP SOUTHERN AFRICA	175	20
SCANIA	167	2
FAW TRUCKS	163	-
MAN	157	3
ISUZU MOTORS SOUTH AFRICA	149	-
VOLKSWAGEN GROUP SA	99	-
IVECO	81	16
TATA	80	-
POWERSTAR	43	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	31	-
VECV SOUTH AFRICA	20	-
FORD MOTOR COMPANY	10	-

## 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	8 113	5 940	195	6	8 308	5 946
VOLKSWAGEN GROUP SA	6 553	8 208	99	-	6 652	8 208
FORD MOTOR COMPANY	3 010	3 733	10	-	3 020	3 733
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 761	-	31	-	2 792	-
NISSAN	2 625	470	-	-	2 625	470
SUZUKI AUTO	2 142	-	-	-	2 142	-
KIA SOUTH AFRICA	1 601	-	-	-	1 601	-
ISUZU MOTORS SOUTH AFRICA	1 348	403	149	-	1 497	403
MERCEDES-BENZ SA *	1 017	5 800	425	5	1 442	5 805
RENAULT	1 401	-	-	-	1 401	-
HAVAL MOTORS SA	944	11	-	-	944	11
BMW GROUP *	938	4 900	-	-	938	4 900
MAZDA SOUTHERN AFRICA	855	-	-	-	855	-
MAHINDRA	606	-	-	-	606	-
HONDA	325	26	-	-	325	26
PCSA	280	-	8	-	288	-
JAGUAR LAND ROVER	278	-	-	-	278	-
MITSUBISHI MOTORS SA	200	30	-	-	200	30
UD TRUCKS SOUTHERN AFRICA	-	-	192	8	192	8
VOLVO GROUP SOUTHERN AFRICA	-	-	175	20	175	20
SCANIA	-	-	167	2	167	2
FAW TRUCKS	-	-	163	-	163	-
MAN	-	-	157	3	157	3
FCA SOUTH AFRICA	154	1	2	-	156	1
VOLVO CARS	151	-	-	-	151	-
PORSCHE **	98	-	-	-	98	-
SUBARU	85	-	-	-	85	-
IVECO	-	-	81	16	81	16
TATA	-	-	80	-	80	-
POWERSTAR	-	-	43	-	43	-
VECV SOUTH AFRICA	-	-	20	-	20	-
JMC	12	-	1	-	13	-
BENTLEY **	8	-	-	-	8	-
BABCOCK	-	-	7	-	7	-
LAMBORGHINI SOUTH AFRICA **	4	-	-	-	4	-
SCUDERIA SOUTH AFRICA	4	-	-	-	4	-
MASERATI SOUTH AFRICA	3	-	-	-	3	-

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