



May 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 May 2023

**144 007** -1.9% ↓  
compared to YTD May 2022 (146 765)



2019	2020	2021	2022
355 379	246 540	304 341	363 697

Light Commercial Bakkies & Mini Buses - YTD May 2023

**62 567** 14.4% ↑  
compared to YTD May 2022 (54 709)



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

Medium Trucks & Buses - YTD May 2023

**3 157** 11.9% ↑  
compared to YTD May 2022 (2 821)



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

Heavy Trucks & Buses - YTD May 2023

**9 138** 11.5% ↑  
compared to YTD May 2022 (8 193)



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

New Vehicle Sales Totals and Export Sales

	May 2023		May 2022		Var %		Apr 2023		May 2023 YTD		May 2022 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	27 401	18 996	27 386	13 247	0.1%	43.4%	24 359	19 859	144 007	94 678	146 765	91 899	-1.9%	3.0%
Light CV < 3501kg	12 825	12 781	9 261	5 709	38.5%	123.9%	10 599	10 398	62 567	51 940	54 709	42 297	14.4%	22.8%
Medium CV 3501-8500kg	580	10	565	2	2.7%	400.0%	557	11	3 157	77	2 821	30	11.9%	156.7%
Heavy CV 8501-16500kg	436	9	533	19	-18.2%	-52.6%	372	19	2 062	96	2 395	93	-13.9%	3.2%
Extra Heavy CV > 16500kg	1 766	34	1 297	15	36.2%	126.7%	1 279	53	6 833	181	5 610	141	21.8%	28.4%
Bus > 8500kg	52	3	59	15	-11.9%	-80.0%	72	1	243	13	188	27	29.3%	-51.9%
<b>Industry Total</b>	<b>43 060</b>	<b>31 833</b>	<b>39 101</b>	<b>19 007</b>	<b>10.1%</b>	<b>67.5%</b>	<b>37 238</b>	<b>30 341</b>	<b>218 869</b>	<b>146 985</b>	<b>212 488</b>	<b>134 487</b>	<b>3.0%</b>	<b>9.3%</b>

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	11 395	5 531
VOLKSWAGEN GROUP SA	5 259	7 855
SUZUKI AUTO	3 709	4
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 745	-
FORD MOTOR COMPANY	2 491	6 274
NISSAN	2 314	482
HAVAL MOTORS SA	1 877	43
ISUZU MOTORS SOUTH AFRICA	1 871	642
RENAULT	1 848	-
KIA SOUTH AFRICA	1 668	-
BMW GROUP *	1 228	3 300
CHERY AUTO SOUTH AFRICA	1 211	-
MAHINDRA	907	-
MERCEDES-BENZ SA **	692	7 567
DAIMLER TRUCK SOUTHERN AFRICA	455	10

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCK SOUTHERN AFRICA	455	10
SCANIA	369	13
FAW TRUCKS	339	-
TOYOTA	316	5
VOLVO GROUP SOUTHERN AFRICA	272	16
ISUZU MOTORS SOUTH AFRICA	239	2
MAN	230	-
UD TRUCKS SOUTHERN AFRICA	164	10
MERCEDES-BENZ SA **	103	-
POWERSTAR	86	-
TATA	60	-
VOLKSWAGEN GROUP SA	42	-
BABCOCK	41	-
IVECO	37	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	28	-

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](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	11 079	5 526	316	5	11 395	5 531
VOLKSWAGEN GROUP SA	5 217	7 855	42	-	5 259	7 855
SUZUKI AUTO	3 709	4	-	-	3 709	4
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 717	-	28	-	2 745	-
FORD MOTOR COMPANY	2 478	6 274	13	-	2 491	6 274
NISSAN	2 314	482	-	-	2 314	482
HAVAL MOTORS SA	1 877	43	-	-	1 877	43
ISUZU MOTORS SOUTH AFRICA	1 632	640	239	2	1 871	642
RENAULT	1 848	-	-	-	1 848	-
KIA SOUTH AFRICA	1 668	-	-	-	1 668	-
BMW GROUP *	1 228	3 300	-	-	1 228	3 300
CHERY AUTO SOUTH AFRICA	1 211	-	-	-	1 211	-
MAHINDRA	907	-	-	-	907	-
MERCEDES-BENZ SA **	589	7 567	103	-	692	7 567
DAIMLER TRUCK SOUTHERN AFRICA	-	-	455	10	455	10
SCANIA	-	-	369	13	369	13
MAZDA SOUTHERN AFRICA	354	-	-	-	354	-
FAW TRUCKS	-	-	339	-	339	-
JAGUAR LAND ROVER	306	-	-	-	306	-
STELLANTIS	298	-	4	-	302	-
VOLVO GROUP SOUTHERN AFRICA	-	-	272	16	272	16
MITSUBISHI MOTORS SA	249	74	-	-	249	74
MAN	-	-	230	-	230	-
UD TRUCKS SOUTHERN AFRICA	-	-	164	10	164	10
HONDA	142	12	-	-	142	12
VOLVO CARS	124	-	-	-	124	-
PORSCHE *	123	-	-	-	123	-
JAC MOTORS SOUTH AFRICA	90	-	11	-	101	-
POWERSTAR	-	-	86	-	86	-
SUBARU	65	-	-	-	65	-
TATA	-	-	60	-	60	-
BABCOCK	-	-	41	-	41	-
IVECO	-	-	37	-	37	-
VECV SOUTH AFRICA	-	-	25	-	25	-
SCUDERIA SOUTH AFRICA	1	-	-	-	1	-

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