



November 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 Nov 2023

320 272 -4.4% ↓
compared to YTD Nov 2022 (334 956)

2019	2020	2021	2022
355 379	246 540	304 341	363 693

Light Commercial Bakkies & Mini Buses - YTD Nov 2023

141 321 12.9% ↑
compared to YTD Nov 2022 (125 228)

2019	2020	2021	2022
153 221	110 912	133 077	135 712

Medium Trucks & Buses - YTD Nov 2023

7 664 2.1% ↑
compared to YTD Nov 2022 (7 505)

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

Heavy Trucks & Buses - YTD Nov 2023

22 710 12.7% ↑
compared to YTD Nov 2022 (20 147)

2019	2020	2021	2022
19 322	16 019	19 555	21 844

New Vehicle Sales Totals and Export Sales

	Nov 2023		Nov 2022		Var %		Oct 2023		Nov 2023 YTD		Nov 2022 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	29 384	25 545	33 436	23 787	-12.1%	7.4%	29 938	25 617	320 272	240 999	334 956	221 786	-4.4%	8.7%
Light CV < 3501kg	12 941	16 066	13 467	9 342	-3.9%	72.0%	12 368	13 759	141 321	128 527	125 228	102 915	12.9%	24.9%
Medium CV 3501-8500kg	785	5	908	32	-13.5%	-84.4%	798	20	7 664	110	7 505	155	2.1%	-29.0%
Heavy CV 8501-16500kg	432	25	534	13	-19.1%	92.3%	460	15	5 005	247	5 530	302	-9.5%	-18.2%
Extra Heavy CV > 16500kg	1 448	16	1 549	33	-6.5%	-51.5%	1 827	11	17 043	359	13 995	281	21.8%	27.8%
Bus > 8500kg	85	3	92	-	-7.6%	0.0%	69	4	662	42	622	51	6.4%	-17.6%
Industry Total	45 075	41 660	49 986	33 207	-9.8%	25.5%	45 460	39 426	491 967	370 284	487 836	325 490	0.8%	13.8%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	11 891	6 706
VOLKSWAGEN GROUP SA	5 513	10 174
SUZUKI AUTO	4 368	13
FORD MOTOR COMPANY	2 910	8 597
NISSAN	2 779	301
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 532	-
ISUZU MOTORS SOUTH AFRICA	2 109	661
RENAULT	1 802	-
HAVAL MOTORS SA	1 556	38
KIA SOUTH AFRICA	1 546	-
CHERY AUTO SOUTH AFRICA	1 501	-
BMW GROUP *	1 213	5 100
MAHINDRA	870	-
MERCEDES-BENZ SA **	648	9 940
STELLANTIS	467	4

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCK SOUTHERN AFRICA	444	16
TOYOTA	338	1
ISUZU MOTORS SOUTH AFRICA	315	9
FAW TRUCKS	313	-
VOLVO GROUP SOUTHERN AFRICA	263	11
UD TRUCKS SOUTHERN AFRICA	183	8
MAN	174	-
SCANIA	147	4
IVECO	117	-
MERCEDES-BENZ SA **	104	-
POWERSTAR	79	-
TATA	59	-
VOLKSWAGEN GROUP SA	53	-
FORD MOTOR COMPANY	45	-
SINOTRUK	41	-

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

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	11 553	6 705	338	1	11 891	6 706
VOLKSWAGEN GROUP SA	5 460	10 174	53	-	5 513	10 174
SUZUKI AUTO	4 368	13	-	-	4 368	13
FORD MOTOR COMPANY	2 865	8 597	45	-	2 910	8 597
NISSAN	2 779	301	-	-	2 779	301
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 508	-	24	-	2 532	-
ISUZU MOTORS SOUTH AFRICA	1 794	652	315	9	2 109	661
RENAULT	1 802	-	-	-	1 802	-
HAVAL MOTORS SA	1 556	38	-	-	1 556	38
KIA SOUTH AFRICA	1 546	-	-	-	1 546	-
CHERY AUTO SOUTH AFRICA	1 501	-	-	-	1 501	-
BMW GROUP *	1 213	5 100	-	-	1 213	5 100
MAHINDRA	870	-	-	-	870	-
MERCEDES-BENZ SA **	544	9 940	104	-	648	9 940
STELLANTIS	467	4	-	-	467	4
DAIMLER TRUCK SOUTHERN AFRICA	-	-	444	16	444	16
FAW TRUCKS	-	-	313	-	313	-
HONDA	310	12	-	-	310	12
MAZDA SOUTHERN AFRICA	268	-	-	-	268	-
VOLVO GROUP SOUTHERN AFRICA	-	-	263	11	263	11
MITSUBISHI MOTORS SA	250	57	-	-	250	57
JAGUAR LAND ROVER	206	-	-	-	206	-
UD TRUCKS SOUTHERN AFRICA	-	-	183	8	183	8
MAN	-	-	174	-	174	-
SCANIA	-	-	147	4	147	4
PROTON SOUTH AFRICA	132	18	-	-	132	18
IVECO	-	-	117	-	117	-
JAC MOTORS SOUTH AFRICA	98	-	11	-	109	-
VOLVO CARS	100	-	-	-	100	-
POWERSTAR	-	-	79	-	79	-
PORSCHE *	74	-	-	-	74	-
TATA	-	-	59	-	59	-
SUBARU	58	-	-	-	58	-
SINOTRUK	-	-	41	-	41	-
BABCOCK	-	-	25	-	25	-
VECV SOUTH AFRICA	-	-	15	-	15	-
SCUDERIA SOUTH AFRICA	3	-	-	-	3	-

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