

**INDUSTRY VEHICLE SALES, PRODUCTION, EXPORT AND IMPORT DATA : 2011 - 2021**

	2011	2012	2013	2014	2015	2016	2017	2018	2019	Projection	
										2020	2021
<b>CARS</b>											
<b>Domestically Produced</b>											
Local Sales	120 258	120 518	113 357	123 101	111 890	98 743	100 528	99 494	88 608	88 000	89 000
Exports (CBU)	186 299	151 660	151 892	154 920	228 459	237 715	230 047	220 889	260 057	263 000	265 000
<b>Total Domestic Production</b>	<b>306 557</b>	<b>272 178</b>	<b>265 249</b>	<b>278 021</b>	<b>340 349</b>	<b>336 458</b>	<b>330 575</b>	<b>320 383</b>	<b>348 665</b>	<b>351 000</b>	<b>354 000</b>
<b>Total Industry Car Imports</b>	<b>281 416</b>	<b>323 138</b>	<b>338 592</b>	<b>317 516</b>	<b>301 772</b>	<b>263 354</b>	<b>268 496</b>	<b>266 545</b>	<b>267 556</b>	<b>258 000</b>	<b>260 000</b>
Re-exported imports	1 241	1 608	1 652	1 680	1 265	832	910	792	786		
<b>TOTAL LOCAL CAR MARKET</b>	<b>400 433</b>	<b>442 048</b>	<b>450 297</b>	<b>438 937</b>	<b>412 397</b>	<b>361 265</b>	<b>368 114</b>	<b>365 247</b>	<b>355 378</b>	<b>346 000</b>	<b>349 000</b>
<b>LIGHT COMMERCIALS</b>											
<b>Domestically Produced</b>											
Local Sales	115 892	121 638	127 051	137 044	140 870	130 346	136 438	133 081	129 338	126 000	127 000
Exports	83 943	123 443	121 345	118 585	102 664	104 987	105 862	128 005	125 112	128 000	130 000
<b>Total Domestic Production</b>	<b>199 835</b>	<b>245 081</b>	<b>248 396</b>	<b>255 629</b>	<b>243 534</b>	<b>235 333</b>	<b>242 300</b>	<b>261 086</b>	<b>254 450</b>	<b>254 000</b>	<b>257 000</b>
<b>Total Industry LCV Imports</b>	<b>36 106</b>	<b>39 220</b>	<b>41 253</b>	<b>37 104</b>	<b>34 279</b>	<b>29 202</b>	<b>27 165</b>	<b>26 761</b>	<b>24 197</b>	<b>25 000</b>	<b>26 000</b>
Re-exported imports	184	204	308	337	337	232	286	317	343		
<b>TOTAL LOCAL LCV MARKET</b>	<b>151 814</b>	<b>160 654</b>	<b>167 996</b>	<b>173 811</b>	<b>174 812</b>	<b>159 316</b>	<b>163 317</b>	<b>159 525</b>	<b>153 192</b>	<b>151 000</b>	<b>153 000</b>
<b>MEDIUM &amp; HEAVY COMMERCIALS</b>											
NAAMSA sales (incl. Imports)	26 630	27 840	30 924	31 509	30 441	26 971	26 273	27 455	28 041	28 500	29 000
Exports	802	1 077	1 206	1 414	1 120	1 050	990	1 136	827	900	1 000
<b>TOTAL LOCAL MCV/HCV MARKET</b>	<b>26 630</b>	<b>27 840</b>	<b>30 924</b>	<b>31 509</b>	<b>30 441</b>	<b>26 971</b>	<b>26 273</b>	<b>27 455</b>	<b>28 041</b>	<b>28 500</b>	<b>29 000</b>
<b>TOTAL AGGREGATE MARKET</b>	<b>578 877</b>	<b>630 542</b>	<b>649 217</b>	<b>644 257</b>	<b>617 650</b>	<b>547 552</b>	<b>557 704</b>	<b>552 227</b>	<b>536 611</b>	<b>525 500</b>	<b>531 000</b>
<b>TOTAL AGGREGATE EXPORTS</b>	<b>272 469</b>	<b>277 992</b>	<b>276 403</b>	<b>276 936</b>	<b>333 845</b>	<b>344 816</b>	<b>338 095</b>	<b>351 139</b>	<b>387 125</b>	<b>391 900</b>	<b>396 000</b>
<b>TOTAL DOMESTIC PRODUCTION</b>	<b>526 436</b>	<b>538 600</b>	<b>537 034</b>	<b>558 187</b>	<b>615 444</b>	<b>599 812</b>	<b>600 138</b>	<b>610 060</b>	<b>631 983</b>	<b>634 400</b>	<b>641 000</b>
<b>GDP GROWTH RATE</b>	<b>3,2%</b>	<b>2,2%</b>	<b>2,5%</b>	<b>1,7%</b>	<b>1,3%</b>	<b>0,6%</b>	<b>1,3%</b>	<b>0,8%</b>	<b>0,2%</b>	<b>0,8%</b>	<b>0,9%</b>

Notes:

Domestically produced cars and lcvs total represents a proxy for aggregate local production.  
 Historical sales are based on data reported by NAAMSA member companies, vehicle manufacturers, importers and distributors.  
 Projections are based on NAAMSA analysis and demand assumptions and do not provide for supply side disruptions.  
 GDP growth rate represents GDP annual changes at market prices in real terms.  
 CBU Export figures are based on projects announced to date. Announcements of new CBU export programmes could change  
 From 2011, imported vehicles which have subsequently been exported are reflected as "re-exported imports"

*Note: 2020 through 2021 GDP forecast assume no credit downrating for SA*

March, 2020