

July 2020

# Industry New Vehicle Sales



## OUR AMBITION:

to be the most credible and respected thought leader and partner of a globally competitive and transformed automotive industry that actively contribute to the sustainable development of South Africa.

**REIMAGINING THE FUTURE TOGETHER**  
Partnership | Consistency | Trust

## Market at a Glance

## Passenger Vehicles - YTD Jul 2020

127 944 <sup>-35.1% ↓</sup>  
compared to YTD Jul 2019 (196 994)

2016	2017	2018	2019
361 265	368 114	365 247	355 378

## Light Commercial Bakkies &amp; Mini Buses - YTD Jul 2020

55 564 <sup>-39.1% ↓</sup>  
compared to YTD Jul 2019 (91 196)

2016	2017	2018	2019
159 316	163 317	159 525	153 221

## Medium Trucks &amp; Buses - YTD Jul 2020

3 428 <sup>-29.6% ↓</sup>  
compared to YTD Jul 2019 (4 870)

2016	2017	2018	2019
8 436	7 890	7 885	8 690

## Heavy Trucks &amp; Buses - YTD Jul 2020

7 805 <sup>-26.4% ↓</sup>  
compared to YTD Jul 2019 (10 606)

2016	2017	2018	2019
18 536	18 383	19 570	19 322

## New Vehicle Sales Totals and Export Sales

	Jul 2020		Jul 2019		Var %		Jun 2020		Jul 2020 YTD		Jul 2019 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	18 905	17 295	29 457	19 442	-35.8%	-11.0%	19 130	13 591	127 944	91 737	196 994	141 867	-35.1%	-35.3%
Light CV < 3501kg	11 123	7 346	13 859	15 527	-19.7%	-52.7%	10 222	5 155	55 564	41 628	91 196	75 034	-39.1%	-44.5%
Medium CV 3501-8500kg	698	10	801	16	-12.9%	-37.5%	577	11	3 428	73	4 870	62	-29.6%	17.7%
Heavy CV 8501-16500kg	458	6	527	39	-13.1%	-84.6%	418	23	1 955	57	2 968	119	-34.1%	-52.1%
Extra Heavy CV > 16500kg	1 165	48	1 297	61	-10.2%	-21.3%	1 227	25	5 493	149	7 136	337	-23.0%	-55.8%
Bus > 8500kg	47	1	101	2	-53.5%	-50.0%	68	-	357	4	502	29	-28.9%	-86.2%
<b>Industry Total</b>	<b>32 396</b>	<b>24 706</b>	<b>46 042</b>	<b>35 087</b>	<b>-29.6%</b>	<b>-29.6%</b>	<b>31 642</b>	<b>18 805</b>	<b>194 741</b>	<b>133 648</b>	<b>303 666</b>	<b>217 448</b>	<b>-35.9%</b>	<b>-38.5%</b>

## Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	7 464	3 110
VOLKSWAGEN GROUP SA	5 075	8 690
FORD MOTOR COMPANY	3 194	3 989
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 520	-
NISSAN	2 132	92
ISUZU MOTORS SOUTH AFRICA	1 671	290
MERCEDES-BENZ SA *	1 367	4 405
RENAULT	1 333	-
SUZUKI AUTO	1 213	-
KIA SOUTH AFRICA	905	-
BMW GROUP *	861	4 000
MAZDA SOUTHERN AFRICA	751	-
HAVAL MOTORS SA	744	13
MAHINDRA	597	-
VOLVO GROUP SOUTHERN AFRICA	390	39

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

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	448	5
VOLVO GROUP SOUTHERN AFRICA	390	39
TOYOTA	308	7
ISUZU MOTORS SOUTH AFRICA	295	1
SCANIA	227	9
MAN	175	-
FAW TRUCKS	144	-
VOLKSWAGEN GROUP SA	99	-
TATA	83	-
POWERSTAR	60	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	38	-
BABCOCK	30	-
IVECO	25	4
JMC	19	-
VECV SOUTH AFRICA	16	-

## 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	7 156	3 103	308	7	7 464	3 110
VOLKSWAGEN GROUP SA	4 976	8 690	99	-	5 075	8 690
FORD MOTOR COMPANY	3 187	3 989	7	-	3 194	3 989
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 482	-	38	-	2 520	-
NISSAN	2 132	92	-	-	2 132	92
ISUZU MOTORS SOUTH AFRICA	1 376	289	295	1	1 671	290
MERCEDES-BENZ SA *	919	4 400	448	5	1 367	4 405
RENAULT	1 333	-	-	-	1 333	-
SUZUKI AUTO	1 213	-	-	-	1 213	-
KIA SOUTH AFRICA	905	-	-	-	905	-
BMW GROUP *	861	4 000	-	-	861	4 000
MAZDA SOUTHERN AFRICA	751	-	-	-	751	-
HAVAL MOTORS SA	744	13	-	-	744	13
MAHINDRA	597	-	-	-	597	-
VOLVO GROUP SOUTHERN AFRICA	-	-	390	39	390	39
JAGUAR LAND ROVER	315	-	-	-	315	-
FCA SOUTH AFRICA	277	7	4	-	281	7
SCANIA	-	-	227	9	227	9
MAN	-	-	175	-	175	-
HONDA	166	34	-	-	166	34
FAW TRUCKS	-	-	144	-	144	-
MITSUBISHI MOTORS SA	140	24	-	-	140	24
VOLVO CARS	125	-	-	-	125	-
OPEL **	102	-	-	-	102	-
PCSA	90	-	-	-	90	-
TATA	-	-	83	-	83	-
JMC	62	-	19	-	81	-
PORSCHE **	74	-	-	-	74	-
POWERSTAR	-	-	60	-	60	-
SUBARU	32	-	-	-	32	-
BABCOCK	-	-	30	-	30	-
IVECO	-	-	25	4	25	4
VECV SOUTH AFRICA	-	-	16	-	16	-
MASERATI SOUTH AFRICA	6	-	-	-	6	-
SCUDERIA SOUTH AFRICA	4	-	-	-	4	-
BENTLEY **	3	-	-	-	3	-
LAMBORGHINI SOUTH AFRICA **	-	-	-	-	-	-

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