



November 2020

# 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 2020

**222 280** -31.9% ↓  
compared to YTD Nov 2019 (326 420)



2016	2017	2018	2019
361 265	368 130	365 247	355 379

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

**100 125** -29.9% ↓  
compared to YTD Nov 2019 (142 757)



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

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

**6 225** -22.0% ↓  
compared to YTD Nov 2019 (7 976)



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

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

**14 646** -17.6% ↓  
compared to YTD Nov 2019 (17 776)



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

## New Vehicle Sales Totals and Export Sales

	Nov 2020		Nov 2019		Var %		Oct 2020		Nov 2020 YTD		Nov 2019 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	25 707	18 619	31 403	27 272	-18.1%	-31.7%	26 696	20 613	222 280	164 855	326 420	254 165	-31.9%	-35.1%
Light CV < 3501kg	11 243	13 257	10 676	7 279	5.3%	82.1%	9 653	12 257	100 125	85 187	142 757	118 604	-29.9%	-28.2%
Medium CV 3501-8500kg	664	19	734	6	-9.5%	216.7%	673	14	6 225	132	7 976	103	-22.0%	28.2%
Heavy CV 8501-16500kg	440	27	446	15	-1.3%	80.0%	462	18	3 775	110	4 625	177	-18.4%	-37.9%
Extra Heavy CV > 16500kg	1 216	42	1 326	6	-8.3%	600.0%	1 145	9	10 276	253	12 376	434	-17.0%	-41.7%
Bus > 8500kg	45	2	85	10	-47.1%	-80.0%	81	1	595	8	775	49	-23.2%	-83.7%
<b>Industry Total</b>	<b>39 315</b>	<b>31 966</b>	<b>44 670</b>	<b>34 588</b>	<b>-12.0%</b>	<b>-7.6%</b>	<b>38 710</b>	<b>32 912</b>	<b>343 276</b>	<b>250 545</b>	<b>494 929</b>	<b>373 532</b>	<b>-30.6%</b>	<b>-32.9%</b>

## Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	9 441	5 934
VOLKSWAGEN GROUP SA	6 950	8 233
FORD MOTOR COMPANY	3 895	7 076
NISSAN	2 744	199
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 609	-
SUZUKI AUTO	2 016	-
ISUZU MOTORS SOUTH AFRICA	1 573	319
MERCEDES-BENZ SA *	1 543	5 505
RENAULT	1 247	-
KIA SOUTH AFRICA	1 174	-
BMW GROUP **	1 063	4 600
HAVAL MOTORS SA	956	13
MAZDA SOUTHERN AFRICA	851	-
MAHINDRA	517	-
VOLVO GROUP SOUTHERN AFRICA	405	40

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

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
MERCEDES-BENZ SA *	501	5
VOLVO GROUP SOUTHERN AFRICA	405	40
ISUZU MOTORS SOUTH AFRICA	339	22
MAN	223	-
TOYOTA	189	11
FAW TRUCKS	158	-
SCANIA	129	5
VOLKSWAGEN GROUP SA	92	-
TATA	76	-
POWERSTAR	70	-
FORD MOTOR COMPANY	55	-
BABCOCK	33	-
IVECO	32	7
HYUNDAI AUTOMOTIVE SOUTH AFRICA	29	-
JMC	20	-

## 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	9 252	5 923	189	11	9 441	5 934
VOLKSWAGEN GROUP SA	6 858	8 233	92	-	6 950	8 233
FORD MOTOR COMPANY	3 840	7 076	55	-	3 895	7 076
NISSAN	2 744	199	-	-	2 744	199
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 580	-	29	-	2 609	-
SUZUKI AUTO	2 016	-	-	-	2 016	-
ISUZU MOTORS SOUTH AFRICA	1 234	297	339	22	1 573	319
MERCEDES-BENZ SA *	1 042	5 500	501	5	1 543	5 505
RENAULT	1 247	-	-	-	1 247	-
KIA SOUTH AFRICA	1 174	-	-	-	1 174	-
BMW GROUP **	1 063	4 600	-	-	1 063	4 600
HAVAL MOTORS SA	956	13	-	-	956	13
MAZDA SOUTHERN AFRICA	851	-	-	-	851	-
MAHINDRA	517	-	-	-	517	-
VOLVO GROUP SOUTHERN AFRICA	-	-	405	40	405	40
JAGUAR LAND ROVER	379	-	-	-	379	-
HONDA	309	5	-	-	309	5
MAN	-	-	223	-	223	-
MITSUBISHI MOTORS SA	188	26	-	-	188	26
FAW TRUCKS	-	-	158	-	158	-
PCSA	147	-	3	-	150	-
VOLVO CARS	145	1	-	-	145	1
SCANIA	-	-	129	5	129	5
FCA SOUTH AFRICA	118	3	1	-	119	3
PORSCHE **	82	-	-	-	82	-
SUBARU	78	-	-	-	78	-
JMC	57	-	20	-	77	-
TATA	-	-	76	-	76	-
POWERSTAR	-	-	70	-	70	-
OPEL **	52	-	-	-	52	-
BABCOCK	-	-	33	-	33	-
IVECO	-	-	32	7	32	7
VECV SOUTH AFRICA	-	-	10	-	10	-
SCUDERIA SOUTH AFRICA	7	-	-	-	7	-
BENTLEY **	6	-	-	-	6	-
MASERATI SOUTH AFRICA	5	-	-	-	5	-
LAMBORGHINI SOUTH AFRICA **	3	-	-	-	3	-

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