



May 2021

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 2021

121 350 35.0% ↑
compared to YTD May 2020 (89 909)



2017	2018	2019	2020
368 130	365 247	355 379	246 541

Light Commercial Bakkies & Mini Buses - YTD May 2021

57 655 68.5% ↑
compared to YTD May 2020 (34 219)



2017	2018	2019	2020
163 317	159 525	153 221	110 912

Medium Trucks & Buses - YTD May 2021

2 775 28.9% ↑
compared to YTD May 2020 (2 153)



2017	2018	2019	2020
7 890	7 885	8 690	6 735

Heavy Trucks & Buses - YTD May 2021

7 609 72.1% ↑
compared to YTD May 2020 (4 422)



2017	2018	2019	2020
18 383	19 570	19 322	16 018

New Vehicle Sales Totals and Export Sales

	May 2021		May 2020		Var %		Apr 2021		May 2021 YTD		May 2020 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	24 122	19 294	8 966	8 248	169.0%	133.9%	22 753	17 361	121 350	91 328	89 909	60 851	35.0%	50.1%
Light CV < 3501kg	11 930	16 009	3 071	3 642	288.5%	339.6%	10 849	8 507	57 655	59 169	34 219	29 127	68.5%	103.1%
Medium CV 3501-8500kg	559	14	303	6	84.5%	133.3%	524	14	2 775	50	2 153	52	28.9%	-3.8%
Heavy CV 8501-16500kg	479	1	86	3	457.0%	-66.7%	351	21	1 912	48	1 078	28	77.4%	71.4%
Extra Heavy CV > 16500kg	1 215	7	414	-	193.5%	0.0%	1 105	30	5 482	131	3 101	76	76.8%	72.4%
Bus > 8500kg	32	1	34	2	-5.9%	-50.0%	34	-	215	2	243	3	-11.5%	-33.3%
Industry Total	38 337	35 326	12 874	11 901	197.8%	196.8%	35 616	25 933	189 389	150 728	130 703	90 137	44.9%	67.2%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	9 882	5 243
VOLKSWAGEN GROUP SA	5 579	9 099
FORD MOTOR COMPANY	2 910	10 208
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 836	-
SUZUKI AUTO	2 034	-
ISUZU MOTORS SOUTH AFRICA	1 818	456
HAVAL MOTORS SA	1 782	13
NISSAN	1 746	298
KIA SOUTH AFRICA	1 521	-
RENAULT	1 511	-
BMW GROUP *	1 107	4 100
MERCEDES-BENZ SA *	928	5 805
MAZDA SOUTHERN AFRICA	803	-
MAHINDRA	565	-
PCSA	400	-

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCKS AND BUSES SA *	355	5
ISUZU MOTORS SOUTH AFRICA	268	4
UD TRUCKS SOUTHERN AFRICA	234	-
TOYOTA	230	2
VOLVO GROUP SOUTHERN AFRICA	220	5
SCANIA	195	1
MAN	171	1
FAW TRUCKS	156	-
TATA	100	-
MERCEDES-BENZ SA *	92	5
VOLKSWAGEN GROUP SA	73	-
IVECO	56	-
POWERSTAR	54	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	43	-
BABCOCK	19	-

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 and Daimler Trucks and Buses SA (Pty) 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

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	9 652	5 241	230	2	9 882	5 243
VOLKSWAGEN GROUP SA	5 506	9 099	73	-	5 579	9 099
FORD MOTOR COMPANY	2 904	10 208	6	-	2 910	10 208
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 793	-	43	-	2 836	-
SUZUKI AUTO	2 034	-	-	-	2 034	-
ISUZU MOTORS SOUTH AFRICA	1 550	452	268	4	1 818	456
HAVAL MOTORS SA	1 782	13	-	-	1 782	13
NISSAN	1 746	298	-	-	1 746	298
KIA SOUTH AFRICA	1 521	-	-	-	1 521	-
RENAULT	1 511	-	-	-	1 511	-
BMW GROUP *	1 107	4 100	-	-	1 107	4 100
MERCEDES-BENZ SA *	836	5 800	92	5	928	5 805
MAZDA SOUTHERN AFRICA	803	-	-	-	803	-
MAHINDRA	565	-	-	-	565	-
PCSA	400	-	-	-	400	-
JAGUAR LAND ROVER	383	-	-	-	383	-
DAIMLER TRUCKS AND BUSES SA *	-	-	355	5	355	5
HONDA	267	40	-	-	267	40
MITSUBISHI MOTORS SA	236	46	-	-	236	46
UD TRUCKS SOUTHERN AFRICA	-	-	234	-	234	-
VOLVO GROUP SOUTHERN AFRICA	-	-	220	5	220	5
SCANIA	-	-	195	1	195	1
MAN	-	-	171	1	171	1
FAW TRUCKS	-	-	156	-	156	-
VOLVO CARS	152	3	-	-	152	3
FCA SOUTH AFRICA	134	3	-	-	134	3
TATA	-	-	100	-	100	-
PORSCHE **	90	-	-	-	90	-
SUBARU	64	-	-	-	64	-
IVECO	-	-	56	-	56	-
POWERSTAR	-	-	54	-	54	-
BABCOCK	-	-	19	-	19	-
VECV SOUTH AFRICA	-	-	13	-	13	-
BENTLEY **	5	-	-	-	5	-
LAMBORGHINI SOUTH AFRICA **	4	-	-	-	4	-
JMC	3	-	-	-	3	-
SCUDERIA SOUTH AFRICA	3	-	-	-	3	-
MASERATI SOUTH AFRICA	1	-	-	-	1	-

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 and Daimler Trucks and Buses SA (Pty) 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