



September 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 Sep 2021

223 259 31.4% ↑
compared to YTD Sep 2020 (169 877)



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

Light Commercial Bakkies & Mini Buses - YTD Sep 2021

101 788 28.5% ↑
compared to YTD Sep 2020 (79 229)



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

Medium Trucks & Buses - YTD Sep 2021

5 527 13.1% ↑
compared to YTD Sep 2020 (4 888)



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

Heavy Trucks & Buses - YTD Sep 2021

14 598 29.7% ↑
compared to YTD Sep 2020 (11 253)



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

New Vehicle Sales Totals and Export Sales

	Sep 2021		Sep 2020		Var %		Aug 2021		Sep 2021 YTD		Sep 2020 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	29 538	6 009	22 643	17 389	30.5%	-65.4%	27 212	11 869	223 259	135 119	169 877	125 623	31.4%	7.6%
Light CV < 3501kg	10 943	6 128	12 281	10 949	-10.9%	-44.0%	11 745	6 676	101 788	92 306	79 229	59 673	28.5%	54.7%
Medium CV 3501-8500kg	762	9	683	11	11.6%	-18.2%	718	13	5 527	94	4 888	99	13.1%	-5.1%
Heavy CV 8501-16500kg	459	24	462	3	-0.6%	700.0%	464	14	3 684	120	2 863	69	28.7%	73.9%
Extra Heavy CV > 16500kg	1 355	29	1 129	38	20.0%	-23.7%	1 273	15	10 414	213	7 915	207	31.6%	2.9%
Bus > 8500kg	73	3	39	-	87.2%	0.0%	56	4	500	16	475	5	5.3%	220.0%
Industry Total	43 130	12 202	37 237	28 390	15.8%	-57.0%	41 468	18 591	345 172	227 868	265 247	185 676	30.1%	22.7%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	10 936	3 484
VOLKSWAGEN GROUP SA	7 029	863
SUZUKI AUTO	3 134	3
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 930	-
RENAULT	2 520	-
NISSAN	2 330	631
KIA SOUTH AFRICA	2 230	-
FORD MOTOR COMPANY	2 021	1 772
HAVAL MOTORS SA	1 990	50
ISUZU MOTORS SOUTH AFRICA	1 924	431
BMW GROUP	1 114	3 340
MAZDA SOUTHERN AFRICA	579	-
STELLANTIS	534	1
MAHINDRA	461	-
HONDA	438	20

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCKS AND BUSES SA **	383	2
ISUZU MOTORS SOUTH AFRICA	303	3
TOYOTA	260	6
VOLVO GROUP SOUTHERN AFRICA	259	14
MAN	229	1
SCANIA	222	7
IVECO	186	-
UD TRUCKS SOUTHERN AFRICA	169	32
TATA	127	-
FAW TRUCKS	124	-
MERCEDES-BENZ SA **	99	-
VOLKSWAGEN GROUP SA	72	-
POWERSTAR	61	-
BABCOCK	46	-
FORD MOTOR COMPANY	35	-

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimated domestic new vehicle and export sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from February 2020 to June 2021. From July 2021, commercial market split estimates are provided. Maserati South Africa, as of June 2021, is no longer reporting sales to naamsa.

- 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	10 676	3 478	260	6	10 936	3 484
VOLKSWAGEN GROUP SA	6 957	863	72	-	7 029	863
SUZUKI AUTO	3 134	3	-	-	3 134	3
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 896	-	34	-	2 930	-
RENAULT	2 520	-	-	-	2 520	-
NISSAN	2 330	631	-	-	2 330	631
KIA SOUTH AFRICA	2 230	-	-	-	2 230	-
FORD MOTOR COMPANY	1 986	1 772	35	-	2 021	1 772
HAVAL MOTORS SA	1 990	50	-	-	1 990	50
ISUZU MOTORS SOUTH AFRICA	1 621	428	303	3	1 924	431
BMW GROUP	1 114	3 340	-	-	1 114	3 340
MAZDA SOUTHERN AFRICA	579	-	-	-	579	-
STELLANTIS	525	1	9	-	534	1
MAHINDRA	461	-	-	-	461	-
HONDA	438	20	-	-	438	20
MERCEDES-BENZ SA **	327	1 511	99	-	426	1 511
DAIMLER TRUCKS AND BUSES SA **	-	-	383	2	383	2
MITSUBISHI MOTORS SA	262	40	-	-	262	40
VOLVO GROUP SOUTHERN AFRICA	-	-	259	14	259	14
JAGUAR LAND ROVER	232	-	-	-	232	-
MAN	-	-	229	1	229	1
SCANIA	-	-	222	7	222	7
IVECO	-	-	186	-	186	-
UD TRUCKS SOUTHERN AFRICA	-	-	169	32	169	32
TATA	-	-	127	-	127	-
FAW TRUCKS	-	-	124	-	124	-
SUBARU	69	-	-	-	69	-
VOLVO CARS	65	-	-	-	65	-
POWERSTAR	-	-	61	-	61	-
BABCOCK	-	-	46	-	46	-
PORSCHE **	46	-	-	-	46	-
VECV SOUTH AFRICA	-	-	31	-	31	-
SCUDERIA SOUTH AFRICA	11	-	-	-	11	-
LAMBORGHINI SOUTH AFRICA **	7	-	-	-	7	-
BENTLEY **	5	-	-	-	5	-

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimated domestic new vehicle and export sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from February 2020 to June 2021. From July 2021, commercial market split estimates are provided. Maserati South Africa, as of June 2021, is no longer reporting sales to naamsa.

- 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