



October 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 Oct 2021

251 068 27.7% ↑
compared to YTD Oct 2020 (196 558)



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

Light Commercial Bakkies & Mini Buses - YTD Oct 2021

112 973 27.1% ↑
compared to YTD Oct 2020 (88 882)



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

Medium Trucks & Buses - YTD Oct 2021

6 106 9.8% ↑
compared to YTD Oct 2020 (5 561)



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

Heavy Trucks & Buses - YTD Oct 2021

16 390 26.7% ↑
compared to YTD Oct 2020 (12 940)



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

New Vehicle Sales Totals and Export Sales

	Oct 2021		Oct 2020		Var %		Sep 2021		Oct 2021 YTD		Oct 2020 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	27 496	11 995	26 681	21 545	3.1%	-44.3%	29 537	5 943	251 068	141 717	196 558	147 168	27.7%	-3.7%
Light CV < 3501kg	11 188	11 650	9 653	12 257	15.9%	-5.0%	10 940	5 807	112 973	103 635	88 882	71 930	27.1%	44.1%
Medium CV 3501-8500kg	576	10	673	14	-14.4%	-28.6%	765	9	6 106	104	5 561	113	9.8%	-8.0%
Heavy CV 8501-16500kg	449	16	461	18	-2.6%	-11.1%	473	12	4 147	124	3 324	87	24.8%	42.5%
Extra Heavy CV > 16500kg	1 277	11	1 145	9	11.5%	22.2%	1 357	26	11 693	221	9 060	216	29.1%	2.3%
Bus > 8500kg	49	3	81	1	-39.5%	200.0%	74	3	550	19	556	6	-1.1%	216.7%
Industry Total	41 035	23 685	38 694	33 844	6.1%	-30.0%	43 146	11 800	386 537	245 820	303 941	219 520	27.2%	12.0%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	9 928	5 509
VOLKSWAGEN GROUP SA	5 975	6 853
NISSAN	3 059	688
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 804	-
SUZUKI AUTO	2 593	-
RENAULT	2 480	-
KIA SOUTH AFRICA	2 343	-
HAVAL MOTORS SA	2 330	21
FORD MOTOR COMPANY	2 148	5 026
ISUZU MOTORS SOUTH AFRICA	1 934	515
MAHINDRA	829	-
BMW GROUP *	754	4 300
MAZDA SOUTHERN AFRICA	422	-
STELLANTIS	420	4
MERCEDES-BENZ SA **	395	664

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
ISUZU MOTORS SOUTH AFRICA	354	5
DAIMLER TRUCKS AND BUSES SA **	331	6
SCANIA	268	3
VOLVO GROUP SOUTHERN AFRICA	236	1
TOYOTA	223	2
MAN	205	-
FAW TRUCKS	157	-
UD TRUCKS SOUTHERN AFRICA	151	22
TATA	118	-
IVECO	65	1
MERCEDES-BENZ SA **	61	-
POWERSTAR	57	-
BABCOCK	45	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	26	-
VOLKSWAGEN GROUP SA	25	-

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	9 705	5 507	223	2	9 928	5 509
VOLKSWAGEN GROUP SA	5 950	6 853	25	-	5 975	6 853
NISSAN	3 059	688	-	-	3 059	688
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 778	-	26	-	2 804	-
SUZUKI AUTO	2 593	-	-	-	2 593	-
RENAULT	2 480	-	-	-	2 480	-
KIA SOUTH AFRICA	2 343	-	-	-	2 343	-
HAVAL MOTORS SA	2 330	21	-	-	2 330	21
FORD MOTOR COMPANY	2 138	5 026	10	-	2 148	5 026
ISUZU MOTORS SOUTH AFRICA	1 580	510	354	5	1 934	515
MAHINDRA	829	-	-	-	829	-
BMW GROUP *	754	4 300	-	-	754	4 300
MAZDA SOUTHERN AFRICA	422	-	-	-	422	-
STELLANTIS	418	4	2	-	420	4
MERCEDES-BENZ SA **	334	664	61	-	395	664
DAIMLER TRUCKS AND BUSES SA **	-	-	331	6	331	6
JAGUAR LAND ROVER	295	-	-	-	295	-
HONDA	275	26	-	-	275	26
SCANIA	-	-	268	3	268	3
MITSUBISHI MOTORS SA	262	46	-	-	262	46
VOLVO GROUP SOUTHERN AFRICA	-	-	236	1	236	1
MAN	-	-	205	-	205	-
FAW TRUCKS	-	-	157	-	157	-
UD TRUCKS SOUTHERN AFRICA	-	-	151	22	151	22
TATA	-	-	118	-	118	-
IVECO	-	-	65	1	65	1
SUBARU	59	-	-	-	59	-
POWERSTAR	-	-	57	-	57	-
BABCOCK	-	-	45	-	45	-
VOLVO CARS	41	-	-	-	41	-
PORSCHE **	34	-	-	-	34	-
VECV SOUTH AFRICA	-	-	17	-	17	-
BENTLEY **	3	-	-	-	3	-
SCUDERIA SOUTH AFRICA	2	-	-	-	2	-
LAMBORGHINI SOUTH AFRICA **	-	-	-	-	-	-

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