



December 2023

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 Dec 2023

347 695 -4.4% ↓
compared to YTD Dec 2022 (363 692)



| 2019 | 2020 | 2021 | 2022 |
|---------|---------|---------|---------|
| 355 379 | 246 540 | 304 341 | 363 692 |

Light Commercial Bakkies & Mini Buses - YTD Dec 2023

151 499 11.6% ↑
compared to YTD Dec 2022 (135 712)



| 2019 | 2020 | 2021 | 2022 |
|---------|---------|---------|---------|
| 153 221 | 110 912 | 133 077 | 135 712 |

Medium Trucks & Buses - YTD Dec 2023

8 258 -0.6% ↓
compared to YTD Dec 2022 (8 308)



| 2019 | 2020 | 2021 | 2022 |
|-------|-------|-------|-------|
| 8 690 | 6 735 | 7 520 | 8 308 |

Heavy Trucks & Buses - YTD Dec 2023

24 646 12.8% ↑
compared to YTD Dec 2022 (21 844)



| 2019 | 2020 | 2021 | 2022 |
|--------|--------|--------|--------|
| 19 322 | 16 019 | 19 555 | 21 844 |

New Vehicle Sales Totals and Export Sales

| | Dec 2023 | | Dec 2022 | | Var % | | Nov 2023 | | Dec 2023 YTD | | Dec 2022 YTD | | Var % | |
|--------------------------|---------------|---------------|---------------|---------------|--------------|-------------|---------------|---------------|----------------|----------------|----------------|----------------|-------------|--------------|
| | Local | Exp | Local | Exp | Local | Exp | Local | Exp | Local | Exp | Local | Exp | Local | Exp |
| Passenger | 27 606 | 14 340 | 28 737 | 16 846 | -3.9% | -14.9% | 29 201 | 25 636 | 347 695 | 255 430 | 363 692 | 238 632 | -4.4% | 7.0% |
| Light CV < 3501kg | 10 181 | 12 231 | 10 484 | 9 397 | -2.9% | 30.2% | 12 938 | 15 369 | 151 499 | 140 061 | 135 712 | 112 312 | 11.6% | 24.7% |
| Medium CV 3501-8500kg | 609 | - | 803 | 15 | -24.2% | -100.0% | 770 | 5 | 8 258 | 110 | 8 308 | 170 | -0.6% | -35.3% |
| Heavy CV 8501-16500kg | 473 | 14 | 427 | 11 | 10.8% | 27.3% | 432 | 25 | 5 478 | 261 | 5 957 | 313 | -8.0% | -16.6% |
| Extra Heavy CV > 16500kg | 1 384 | 24 | 1 198 | 26 | 15.5% | -7.7% | 1 451 | 16 | 18 430 | 383 | 15 193 | 307 | 21.3% | 24.8% |
| Bus > 8500kg | 76 | 3 | 72 | - | 5.6% | 0.0% | 85 | 3 | 738 | 45 | 694 | 51 | 6.3% | -11.8% |
| Industry Total | 40 329 | 26 612 | 41 721 | 26 295 | -3.3% | 1.2% | 44 877 | 41 054 | 532 098 | 396 290 | 529 556 | 351 785 | 0.5% | 12.7% |

Total Vehicle Sales by Manufacturer (Top 15)

| * Sales are estimates ** Reported aggregate sales numbers only | Local | Exp |
|--|--------|--------|
| TOYOTA | 11 200 | 5 833 |
| VOLKSWAGEN GROUP SA | 5 274 | 3 |
| SUZUKI AUTO | 3 355 | 10 |
| HYUNDAI AUTOMOTIVE SOUTH AFRICA | 2 569 | - |
| FORD MOTOR COMPANY | 2 489 | 6 432 |
| NISSAN | 1 900 | - |
| RENAULT | 1 864 | - |
| HAVAL MOTORS SA | 1 480 | 41 |
| ISUZU MOTORS SOUTH AFRICA | 1 434 | 259 |
| KIA SOUTH AFRICA | 1 415 | - |
| CHERY AUTO SOUTH AFRICA | 1 401 | - |
| BMW GROUP | 980 | 2 399 |
| MAHINDRA | 737 | 10 |
| MERCEDES-BENZ SA ** | 736 | 11 427 |
| DAIMLER TRUCK SOUTHERN AFRICA | 563 | - |

Total Commercial Vehicle Sales by Manufacturer (Top 15)

| * Sales are estimates ** Reported aggregate sales numbers only | Local | Exp |
|--|-------|-----|
| DAIMLER TRUCK SOUTHERN AFRICA | 563 | - |
| ISUZU MOTORS SOUTH AFRICA | 316 | - |
| TOYOTA | 261 | - |
| VOLVO GROUP SOUTHERN AFRICA | 257 | 18 |
| SCANIA | 203 | 5 |
| IVECO | 153 | - |
| UD TRUCKS SOUTHERN AFRICA | 152 | 18 |
| MAN | 130 | - |
| FAW TRUCKS | 128 | - |
| MERCEDES-BENZ SA ** | 109 | - |
| TATA | 72 | - |
| POWERSTAR | 49 | - |
| FORD MOTOR COMPANY | 48 | - |
| VOLKSWAGEN GROUP SA | 45 | - |
| SINOTRUK | 15 | - |

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimate sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from Feb 2020 to Jun 2021. From Jul 2021 to Nov 2022, commercial market split estimates were provided. As from Dec 2022, Daimler Trucks will provide standard detail. Porsche, Bentley and Lamborghini, as of Dec 2022, are no longer reporting sales to naamsa. Estimated domestic new vehicle and export sales are provided for Porsche.

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Total Vehicles Sales by Manufacturer

| | Passenger LCV | | Commercial | | Total | |
|--|---------------|--------|------------|-----|--------|--------|
| | Local | Exp | Local | Exp | Local | Exp |
| * Sales are estimates ** Reported aggregate sales numbers only | | | | | | |
| TOYOTA | 10 939 | 5 833 | 261 | - | 11 200 | 5 833 |
| VOLKSWAGEN GROUP SA | 5 229 | 3 | 45 | - | 5 274 | 3 |
| SUZUKI AUTO | 3 355 | 10 | - | - | 3 355 | 10 |
| HYUNDAI AUTOMOTIVE SOUTH AFRICA | 2 564 | - | 5 | - | 2 569 | - |
| FORD MOTOR COMPANY | 2 441 | 6 432 | 48 | - | 2 489 | 6 432 |
| NISSAN | 1 900 | - | - | - | 1 900 | - |
| RENAULT | 1 864 | - | - | - | 1 864 | - |
| HAVAL MOTORS SA | 1 480 | 41 | - | - | 1 480 | 41 |
| ISUZU MOTORS SOUTH AFRICA | 1 118 | 259 | 316 | - | 1 434 | 259 |
| KIA SOUTH AFRICA | 1 415 | - | - | - | 1 415 | - |
| CHERY AUTO SOUTH AFRICA | 1 401 | - | - | - | 1 401 | - |
| BMW GROUP | 980 | 2 399 | - | - | 980 | 2 399 |
| MAHINDRA | 737 | 10 | - | - | 737 | 10 |
| MERCEDES-BENZ SA ** | 627 | 11 427 | 109 | - | 736 | 11 427 |
| DAIMLER TRUCK SOUTHERN AFRICA | - | - | 563 | - | 563 | - |
| STELLANTIS | 387 | 31 | - | - | 387 | 31 |
| JAGUAR LAND ROVER | 283 | - | - | - | 283 | - |
| VOLVO GROUP SOUTHERN AFRICA | - | - | 257 | 18 | 257 | 18 |
| HONDA | 245 | 60 | - | - | 245 | 60 |
| MAZDA SOUTHERN AFRICA | 241 | - | - | - | 241 | - |
| SCANIA | - | - | 203 | 5 | 203 | 5 |
| MITSUBISHI MOTORS SA | 187 | 56 | - | - | 187 | 56 |
| IVECO | - | - | 153 | - | 153 | - |
| UD TRUCKS SOUTHERN AFRICA | - | - | 152 | 18 | 152 | 18 |
| MAN | - | - | 130 | - | 130 | - |
| FAW TRUCKS | - | - | 128 | - | 128 | - |
| VOLVO CARS | 110 | - | - | - | 110 | - |
| JAC MOTORS SOUTH AFRICA | 88 | - | 13 | - | 101 | - |
| PORSCHE * | 84 | - | - | - | 84 | - |
| TATA | - | - | 72 | - | 72 | - |
| PROTON SOUTH AFRICA | 64 | 10 | - | - | 64 | 10 |
| POWERSTAR | - | - | 49 | - | 49 | - |
| SUBARU | 44 | - | - | - | 44 | - |
| SINOTRUK | - | - | 15 | - | 15 | - |
| BABCOCK | - | - | 12 | - | 12 | - |
| VECV SOUTH AFRICA | - | - | 11 | - | 11 | - |
| SCUDERIA SOUTH AFRICA | 4 | - | - | - | 4 | - |

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