

South African Vehicle Sales Figures at the End of July 2017

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JULY 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 675	8.7%	2 452	8.4%
	TOYOTA Etios	973	3.2%	923	3.2%
	RENAULT Kwid	799	2.6%	0	0.0%
	KIA Picanto	659	2.1%	730	2.5%
	HYUNDAI Grand i10	637	2.1%	276	1.0%
ENTRY CARS TOTAL		8 252	26.8%	6 646	22.9%
SUB-SMALL	VW Polo	1 371	4.5%	1 311	4.5%
	FORD Fiesta	998	3.2%	1 740	6.0%
	KIA Rio	635	2.1%	564	1.9%
	RENAULT Clio IV	362	1.2%	246	0.8%
	HYUNDAI i20	349	1.1%	460	1.6%
SUB-SMALL TOTAL		5 293	17.2%	5 726	19.7%
SMALL	TOYOTA Corolla Quest	871	2.8%	670	2.3%
	TOYOTA Corolla	579	1.9%	484	1.7%
	VW Golf 7	483	1.6%	435	1.5%
	NISSAN Almera	372	1.2%	72	0.2%
	FORD Focus	249	0.8%	404	1.4%
SMALL TOTAL		4 713	15.3%	4 300	14.8%
MEDIUM	BMW 3-Series	472	1.5%	363	1.3%
	MERCEDES C-Class	464	1.5%	665	2.3%
	AUDI A4	226	0.7%	260	0.9%
	BMW 4-Series	136	0.4%	120	0.4%
	FORD Mustang	62	0.2%	64	0.2%
MEDIUM TOTAL		1 446	4.7%	1 570	5.4%
LARGE	MERCEDES E-Class	66	0.2%	72	0.2%
	AUDI A5 Sportback	51	0.2%	23	0.1%
	BMW 5-Series	37	0.1%	16	0.1%
	JAGUAR XF	29	0.1%	9	0.0%
	AUDI A5 Coupe/Cabriolet	25	0.1%	8	0.0%
LARGE TOTAL		249	0.8%	166	0.6%
LUXURY	BMW 7-Series	30	0.1%	29	0.1%
	MERCEDES S-Class	15	0.0%	35	0.1%
	MERCEDES CLS	9	0.0%	10	0.0%
	PORSCHE Panamera	7	0.0%	2	0.0%
	BMW 6-Series	6	0.0%	5	0.0%
LUXURY TOTAL		83	0.3%	97	0.3%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JULY 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
MPV	TOYOTA Avanza	412	1.3%	357	1.2%
	DATSUN GO+	145	0.5%	0	0.0%
	HYUNDAI H1	99	0.3%	402	1.4%
	VW Kombi	86	0.3%	84	0.3%
	MERCEDES V-Class	80	0.3%	100	0.3%
MPV TOTAL		1 020	3.3%	1 308	4.5%
SUV	TOYOTA Fortuner	1 033	3.4%	1 418	4.9%
	TOYOTA RAV	641	2.1%	441	1.5%
	HYUNDAI Tucson	435	1.4%	764	2.6%
	VW Tiguan	371	1.2%	123	0.4%
	FORD Everest	359	1.2%	98	0.3%
SUV TOTAL		5 920	19.2%	6 153	21.2%
SPORT AND EXOTICS	PORSCHE 911	36	0.1%	19	0.1%
	MERCEDES SLC	31	0.1%	35	0.1%
	MERCEDES C-Class	25	0.1%	0	0.0%
	MERCEDES SL	22	0.1%	15	0.1%
	JAGUAR F-Type	12	0.0%	8	0.0%
SPORT AND EXOTICS TOTAL		209	0.7%	219	0.8%
CROSSOVER	FORD EcoSport	851	2.8%	867	3.0%
	HYUNDAI Creta	514	1.7%	0	0.0%
	MAZDA CX-3	298	1.0%	187	0.6%
	RENAULT Captur	228	0.7%	276	1.0%
	MERCEDES GLA	207	0.7%	259	0.9%
CROSSOVER TOTAL		3 600	11.7%	2 850	9.8%
GRAND TOTAL		30 785		29 035	



The Hyundai Creta, introduced locally in February, is proving an attractive buy. Sales of 514 units in July saw it place second, behind the Ford EcoSport, in the crossover category.

DISCLAIMER

- PLEASE NOTE:
- Mercedes-Benz disaggregated sales volumes from October 2014 reflect estimates calculated from the aggregated volumes reported by MBSA.
 - BMW disaggregated local sales volumes from February 2017 reflect estimates calculated from aggregated volumes reported by BMW.
 - The MOTUS disaggregated sales volumes for the months of April, May and June 2017 reflect estimates calculated from aggregated volumes reported by MOTUS.
 - The HYUNDAI, KIA and RENAULT CARS disaggregated sales volumes from July 2017 reflect estimates for Licensing Districts totals for the Dealer Channel.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JULY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 675	8.7%	2 452	8.4%
	VW Polo	1 371	4.5%	1 311	4.5%
	VW Golf 7	483	1.6%	435	1.5%
	VW Tiguan	371	1.2%	123	0.4%
	VW up	277	0.9%	175	0.6%
VOLKSWAGEN GROUP SA TOTAL		6 781	22.0%	6 133	21.1%
TOYOTA	TOYOTA Fortuner	1 033	3.4%	1 418	4.9%
	TOYOTA Etios	973	3.2%	923	3.2%
	TOYOTA Corolla Quest	871	2.8%	670	2.3%
	TOYOTA RAV	641	2.1%	441	1.5%
	TOYOTA Corolla	579	1.9%	484	1.7%
TOYOTA TOTAL		5 280	17.2%	4 992	17.2%
FMC	FORD Fiesta	998	3.2%	1 740	6.0%
	FORD EcoSport	851	2.8%	867	3.0%
	FORD Everest	359	1.2%	98	0.3%
	FORD Figo	354	1.1%	156	0.5%
	FORD Kuga	261	0.8%	204	0.7%
FMC TOTAL		3 141	10.2%	3 585	12.3%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	565	1.8%	509	1.8%
	HYUNDAI Creta	514	1.7%	0	0.0%
	HYUNDAI Tucson	435	1.4%	764	2.6%
	HYUNDAI i20	349	1.1%	460	1.6%
	HYUNDAI Accent	327	1.1%	288	1.0%
HYUNDAI TOTAL		2 756	9.0%	2 797	9.6%
RENAULT	RENAULT Kwid	799	2.6%	0	0.0%
	RENAULT Sandero II	469	1.5%	522	1.8%
	RENAULT Clio IV	362	1.2%	246	0.8%
	RENAULT Captur	228	0.7%	276	1.0%
	RENAULT Kadjar	197	0.6%	47	0.2%
RENAULT TOTAL		2 226	7.2%	1 287	4.4%
MERCEDES-BENZ SA	MERCEDES C-Class	489	1.6%	665	2.3%
	MERCEDES GLC	220	0.7%	153	0.5%
	MERCEDES GLA	207	0.7%	259	0.9%
	MERCEDES CLA	189	0.6%	135	0.5%
	SMART forfour	106	0.3%	78	0.3%
MERCEDES-BENZ SA TOTAL		1 794	5.8%	2 237	7.7%
NISSAN	DATSUN GO	637	2.1%	276	1.0%
	NISSAN Almera	372	1.2%	72	0.2%
	NISSAN X-Trail	224	0.7%	172	0.6%
	NISSAN Qashqai	205	0.7%	223	0.8%
	DATSUN GO+	145	0.5%	0	0.0%
NISSAN TOTAL		1 646	5.3%	1 060	3.7%
BMW GROUP	BMW 3-Series	472	1.5%	363	1.3%
	BMW 1-Series	190	0.6%	163	0.6%
	BMW 2-Series	184	0.6%	111	0.4%
	BMW 4-Series	136	0.4%	120	0.4%
	BMW X1	114	0.4%	124	0.4%
BMW GROUP TOTAL		1 582	5.1%	1 339	4.6%
KIA SA	KIA Picanto	659	2.1%	730	2.5%
	KIA Rio	635	2.1%	564	1.9%
	KIA Sportage	62	0.2%	33	0.1%
	KIA Cerato	19	0.1%	24	0.1%
	KIA Soul	11	0.0%	21	0.1%
KIA TOTAL		1 403	4.6%	1 397	4.8%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JULY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
MAZDA SA	MAZDA CX-5	342	1.1%	387	1.3%
	MAZDA CX-3	298	1.0%	187	0.6%
	MAZDA 3	234	0.8%	149	0.5%
	MAZDA 2	203	0.7%	152	0.5%
	MAZDA MX-5	4	0.0%	8	0.0%
MAZDA SA TOTAL		1 081	3.5%	883	3.0%
SUZUKI	SUZUKI Swift	337	1.1%	136	0.5%
	SUZUKI Celerio	92	0.3%	35	0.1%
	SUZUKI Ignis	76	0.2%	0	0.0%
	SUZUKI Baleno	69	0.2%	0	0.0%
	SUZUKI Jimny	64	0.2%	104	0.4%
SUZUKI TOTAL		732	2.4%	392	1.4%
HONDA	HONDA BR-V	122	0.4%	0	0.0%
	HONDA Brio	98	0.3%	111	0.4%
	HONDA HR-V	86	0.3%	124	0.4%
	HONDA Jazz	82	0.3%	105	0.4%
	HONDA Ballade	51	0.2%	48	0.2%
HONDA TOTAL		463	1.5%	510	1.8%
GMSA/SUZUKI TRUCKS	CHEV Spark	110	0.4%	132	0.5%
	OPEL Corsa	108	0.4%	99	0.3%
	OPEL MOKKA X	64	0.2%	0	0.0%
	CHEV Captiva	47	0.2%	77	0.3%
	OPEL Astra Hatch	40	0.1%	126	0.4%
GMSA TOTAL		428	1.4%	722	2.5%
JAGUAR LAND ROVER	L-R Discovery	131	0.4%	67	0.2%
	L-R Discovery Sport	84	0.3%	84	0.3%
	JAGUAR F-PACE	49	0.2%	97	0.3%
	L-R Range Rover Sport	40	0.1%	67	0.2%
	L-R Range Rover Evoque	36	0.1%	40	0.1%
JAGUAR LAND ROVER TOTAL		401	1.3%	396	1.4%
MAHINDRA	MAHINDRA KUV100	58	0.2%	141	0.5%
	MAHINDRA TUV	45	0.1%	0	0.0%
	MAHINDRA XUV	42	0.1%	45	0.2%
	MAHINDRA Scorpio	26	0.1%	21	0.1%
	MAHINDRA Thar	12	0.0%	12	0.0%
MAHINDRA TOTAL		186	0.6%	229	0.8%
VOLVO CARS	VOLVO XC90	51	0.2%	31	0.1%
	VOLVO XC60	44	0.1%	34	0.1%
	VOLVO V40	18	0.1%	51	0.2%
	VOLVO V40 CC	9	0.0%	22	0.1%
	VOLVO S60	5	0.0%	13	0.0%
VOLVO CARS TOTAL		139	0.5%	156	0.5%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JULY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
PORSCHE	PORSCHE Cayenne	49	0.2%	22	0.1%
	PORSCHE 911	36	0.1%	19	0.1%
	PORSCHE Macan	11	0.0%	23	0.1%
	PORSCHE Panamera	7	0.0%	2	0.0%
	PORSCHE Boxster	7	0.0%	24	0.1%
	PORSCHE TOTAL		116	0.4%	99
FIAT GROUP	FIAT 500	47	0.2%	42	0.1%
	FIAT Tipo	21	0.1%	0	0.0%
	ABARTH 595	13	0.0%	0	0.0%
	FIAT Panda	12	0.0%	0	0.0%
	ALFA Giulia	11	0.0%	0	0.0%
FIAT GROUP TOTAL		113	0.4%	74	0.3%
GWM	GWM M4	103	0.3%	1	0.0%
	GWM C10	0	0.0%	1	0.0%
	GWM H5	0	0.0%	5	0.0%
GWM TOTAL		103	0.3%	7	0.0%
SUBARU	SUBARU XV	59	0.2%	13	0.0%
	SUBARU Forester	25	0.1%	63	0.2%
	SUBARU Outback	9	0.0%	12	0.0%
	SUBARU Impreza	4	0.0%	0	0.0%
	SUBARU WRX	2	0.0%	2	0.0%
	SUBARU TOTAL		99	0.3%	90
CHRYSLER SA	JEEP Grand Cherokee	42	0.1%	46	0.2%
	JEEP Renegade	35	0.1%	97	0.3%
	JEEP Wrangler	11	0.0%	31	0.1%
	JEEP Cherokee	5	0.0%	21	0.1%
	DODGE Journey	5	0.0%	4	0.0%
CHRYSLER SA TOTAL		98	0.3%	200	0.7%
PCSA	PEUGEOT 2008	31	0.1%	2	0.0%
	PEUGEOT 3008	23	0.1%	0	0.0%
	PEUGEOT 208	17	0.1%	60	0.2%
	CITROEN C1	0	0.0%	2	0.0%
	CITROEN C4	0	0.0%	1	0.0%
PCSA TOTAL		71	0.2%	120	0.4%
TATA	TATA Bolt	36	0.1%	41	0.1%
	TATA Indica	18	0.1%	0	0.0%
	TATA Manza	10	0.0%	3	0.0%
	TATA Indica Vista	2	0.0%	4	0.0%
	TATA B-Line	0	0.0%	2	0.0%
	TATA TOTAL		66	0.2%	50
MITSUBISHI MOTORS SA	MITSUBISHI ASX	17	0.1%	116	0.4%
	MITSUBISHI Pajero	16	0.1%	21	0.1%
	MITSUBISHI Mirage	6	0.0%	12	0.0%
	MITSUBISHI Outlander	6	0.0%	5	0.0%
	MITSUBISHI Pajero Sport	1	0.0%	55	0.2%
MITSUBISHI MOTORS SA TOTAL		46	0.1%	209	0.7%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JULY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
MASERATI SOUTH AFRICA	MASERATI GranCabrio	5	0.0%	1	0.0%
	MASERATI Ghibli	4	0.0%	2	0.0%
	MASERATI Levante	4	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	2	0.0%
MASERATI TOTAL		13	0.0%	5	0.0%
JMC	LANDWIND X5	8	0.0%	3	0.0%
JMC TOTAL		8	0.0%	3	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	4	0.0%	5	0.0%
	FERRARI 488 GTB	2	0.0%	7	0.0%
	FERRARI F12	2	0.0%	1	0.0%
	FERRARI California	0	0.0%	3	0.0%
SCUDERIA TOTAL		8	0.0%	16	0.1%
BENTLEY	BENTLEY Bentayga	2	0.0%	3	0.0%
	BENTLEY Continental	2	0.0%	2	0.0%
	BENTLEY Mulsanne	1	0.0%	0	0.0%
BENTLEY TOTAL		5	0.0%	5	0.0%
FAW	FAW V2	0	0.0%	6	0.0%
	FAW Sirius	0	0.0%	11	0.0%
FAW TOTAL		0	0.0%	17	0.1%
CHERY AUTO SA	CHERY Tiggo	0	0.0%	8	0.0%
	CHERY QQ3	0	0.0%	10	0.0%
	CHERY J2	0	0.0%	6	0.0%
	CHERY J3	0	0.0%	1	0.0%
CHERY TOTAL		0	0.0%	25	0.1%
GRAND TOTAL		30 785	100.0%	29 035	100.0%

TOP 5 SELLING PASSENGER CARS FOR JULY 2017		
TYPE	2017	2017 SHARE
VW Polo Vivo Hatch/Sedan	2 675	8.7%
VW Polo	1 371	4.5%
TOYOTA Fortuner	1 033	3.4%
FORD Fiesta	998	3.2%
TOYOTA Etios	973	3.2%
	30 785	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JULY 2017		
TYPE	2017	2017 SHARE
TOYOTA Hilux	3 100	22.5%
FORD Ranger	2 299	16.7%
NISSAN NP200	1 376	10.0%
NISSAN NP300	1 251	9.1%
ISUZU KB	1 209	8.8%
	13 769	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JULY 2017					
NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 376	10.0%	916	6.8%
	CHEV Utility	780	5.7%	1 143	8.4%
	CHANGAN Star III	10	0.1%	0	0.0%
	CHANGAN Star II	0	0.0%	1	0.0%
SUB ONE-TON TOTAL		2 166	15.7%	2 060	15.2%
ABOVE ONE-TON DCAB	FORD Ranger	1 376	10.0%	1 413	10.4%
	TOYOTA Hilux	1 326	9.6%	1 467	10.8%
	NISSAN NP300	541	3.9%	221	1.6%
	ISUZU KB	522	3.8%	564	4.2%
	VW Amarok	355	2.6%	317	2.3%
ABOVE ONE-TON DCAB TOTAL		4 679	34.0%	4 602	34.0%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 345	9.8%	1 278	9.4%
	NISSAN NP300	710	5.2%	419	3.1%
	ISUZU KB	593	4.3%	594	4.4%
	FORD Ranger	517	3.8%	375	2.8%
	HYUNDAI H100 Bakkie	269	2.0%	182	1.3%
ABOVE ONE-TON SCAB TOTAL		4 106	29.8%	3 631	26.8%
ABOVE ONE-TON XCAB	TOYOTA Hilux	429	3.1%	408	3.0%
	FORD Ranger	406	2.9%	517	3.8%
	ISUZU KB	94	0.7%	121	0.9%
	NISSAN Navara	0	0.0%	40	0.3%
	MAZDA BT-50	0	0.0%	17	0.1%
ABOVE ONE-TON XCAB TOTAL		929	6.7%	1 103	8.1%
MINIBUS	TOYOTA Quantum	1 143	8.3%	1 382	10.2%
	NISSAN NV350 Taxi	209	1.5%	217	1.6%
	VW Caddy	74	0.5%	101	0.7%
	FORD Tourneo Custom	44	0.3%	22	0.2%
	VW Transporter Cr-Bus	17	0.1%	23	0.2%
MINIBUS TOTAL		1 487	10.8%	1 779	13.1%
PANEL VAN	VW Caddy	75	0.5%	72	0.5%
	TOYOTA Quantum	60	0.4%	53	0.4%
	DATSUN GO+	57	0.4%	1	0.0%
	FORD Transit Custom	44	0.3%	32	0.2%
	NISSAN NV200	43	0.3%	35	0.3%
PANEL VAN TOTAL		402	2.9%	368	2.7%
GRAND TOTAL		13 769	100.0%	13 543	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JULY 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSSES)			
MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	132	6.2%
	HCV	40	1.9%
	XHV	241	11.4%
	BUS	14	0.7%
MERCEDES-BENZ SA TOTAL		427	20.2%
GMSA/ISUZU TRUCKS	MCV	173	8.2%
	HCV	122	5.8%
	XHV	29	1.4%
	BUS	4	0.2%
GMSA TOTAL		328	15.5%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JULY 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSSES)			
MANUFACTURER	CATEGORY	2017	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	83	3.9%
	XHV	230	10.9%
	BUS	10	0.5%
VOLVO TRUCKS TOTAL		323	15.3%
TOYOTA HINO	MCV	147	7.0%
	HCV	82	3.9%
	XHV	18	0.9%
HINO TOTAL		247	11.7%
SCANIA	XHV	195	9.2%
	BUS	21	1.0%
SCANIA TOTAL		216	10.2%
MAN	HCV	25	1.2%
	XHV	118	5.6%
	BUS	41	1.9%
MAN TOTAL		184	8.7%
IVECO	MCV	51	2.4%
	HCV	6	0.3%
	XHV	24	1.1%
	BUS	19	0.9%
IVECO TOTAL		100	4.7%
FAW	HCV	52	2.5%
	XHV	22	1.0%
FAW TOTAL		74	3.5%
TATA	MCV	26	1.2%
	HCV	20	0.9%
	XHV	22	1.0%
	BUS	2	0.1%
TATA TOTAL		70	3.3%
POWERSTAR	HCV	0	0.0%
	XHV	49	2.3%
POWERSTAR TOTAL		49	2.3%
VOLKSWAGEN GROUP SA	MCV	35	1.7%
VOLKSWAGEN GROUP SA TOTAL		35	1.7%
BABCOCK	HCV	0	0.0%
	XHV	27	1.3%
BABCOCK TOTAL		27	1.3%
VECV	MCV	11	0.5%
VECV TOTAL		11	0.5%
JMC	MCV	10	0.5%
JMC TOTAL		10	0.5%
HYUNDAI MOTORS SA	MCV	7	0.3%
HYUNDAI TOTAL		7	0.3%
FMC	MCV	6	0.3%
FMC TOTAL		6	0.3%
FIAT GROUP	MCV	0	0.0%
FIAT GROUP TOTAL		0	0.0%
PCSA	MCV	0	0.0%
PCSA TOTAL		0	0.0%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		2 114	100.0%