

South African Vehicle Sales Figures at the End of September 2017

TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 942	8.7%	2 822	8.9%
	TOYOTA Etios	974	2.9%	947	3.0%
	KIA Picanto	970	2.9%	822	2.6%
	RENAULT Kwid	758	2.3%	0	0.0%
	DATSUN GO	558	1.7%	318	1.0%
ENTRY CARS TOTAL		8 475	25.2%	8 180	25.7%
SUB-SMALL	VW Polo	2 011	6.0%	2 178	6.8%
	FORD Fiesta	1447	4.3%	1191	3.7%
	KIA Rio	795	2.4%	313	1.0%
	HYUNDAI i20	577	1.7%	323	1.0%
	HYUNDAI Accent	284	0.8%	578	1.8%
SUB-SMALL TOTAL		6 635	19.7%	5 981	18.8%
SMALL	TOYOTA Corolla Quest	1222	3.6%	1293	4.1%
	TOYOTA Corolla	592	1.8%	711	2.2%
	VW Golf 7	441	1.3%	367	1.2%
	NISSAN Almera	368	1.1%	29	0.1%
	FORD Focus	278	0.8%	356	1.1%
SMALL TOTAL		5 052	15.0%	5 266	16.6%
MEDIUM	MERCEDES C-Class	485	1.4%	738	2.3%
	BMW 3-Series	460	1.4%	487	1.5%
	AUDI A4	225	0.7%	218	0.7%
	BMW 4-Series	187	0.6%	155	0.5%
	FORD Mustang	75	0.2%	63	0.2%
MEDIUM TOTAL		1 555	4.6%	17 78	5.6%
LARGE	MERCEDES E-Class	80	0.2%	52	0.2%
	AUDI A5 Sportback	46	0.1%	24	0.1%
	BMW 5-Series	42	0.1%	39	0.1%
	AUDI A5 Coupe/Cabriolet	25	0.1%	15	0.0%
	AUDI A6	15	0.0%	21	0.1%
LARGE TOTAL		252	0.7%	191	0.6%
LUXURY	BMW 7-Series	29	0.1%	31	0.1%
	MERCEDES S-Class	17	0.1%	35	0.1%
	VOLVO S90	17	0.1%	0	0.0%
	PORSCHE Panamera	10	0.0%	1	0.0%
	MERCEDES CLS	9	0.0%	15	0.0%
LUXURY TOTAL		103	0.3%	114	0.4%



The Nissan NP200 small pick-up is benefitting from the big drop in sales of the Chevrolet Utility, which is on run-out as General Motors winds down its operations in SA prior to its second withdrawal from the local market. Sales of the NP200 totalled 1 628 units in September, compared to only 412 for the Utility. In September 2016 the Utility (1 126 units) had outsold the NP200 (1 020).

TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
MPV	TOYOTA Avanza	510	1.5%	572	1.8%
	HYUNDAI H1	273	0.8%	147	0.5%
	DATSUN GO+	192	0.6%	35	0.1%
	VW Kombi	140	0.4%	62	0.2%
	MERCEDES V-Class	83	0.2%	91	0.3%
MPV TOTAL		1 451	4.3%	1 300	4.1%
SUV	TOYOTA Fortuner	999	3.0%	1 180	3.7%
	FORD Everest	556	1.7%	103	0.3%
	HYUNDAI Tucson	480	1.4%	657	2.1%
	TOYOTA RAV	448	1.3%	345	1.1%
	RENAULT Kadjar	342	1.0%	49	0.2%
SUV TOTAL		6 162	18.3%	5 780	18.2%
SPORT AND EXOTICS	MERCEDES SLC	39	0.1%	34	0.1%
	PORSCHE 911	38	0.1%	17	0.1%
	MERCEDES C-Class	36	0.1%	19	0.1%
	MERCEDES SL	27	0.1%	24	0.1%
	JAGUAR F-Type	24	0.1%	15	0.0%
SPORT AND EXOTICS TOTAL		251	0.7%	219	0.7%
CROSSOVER	FORD EcoSport	814	2.4%	986	3.1%
	HYUNDAI Creta	418	1.2%	0	0.0%
	NISSAN Qashqai	380	1.1%	169	0.5%
	MAZDA CX-3	293	0.9%	228	0.7%
	RENAULT Captur	256	0.8%	403	1.3%
CROSSOVER TOTAL		3 742	11.1%	2 992	9.4%
GRAND TOTAL		33 678		31 801	

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.
 - 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.
 - PORSCHE disaggregated local sales volumes from August 2017 reflect estimates calculated from aggregated volumes reported by PORSCHE.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 942	8.7%	2 822	8.9%
	VW Polo	2 011	6.0%	2 178	6.8%
	VW Golf 7	441	1.3%	367	1.2%
	VW Polo Sedan	282	0.8%	191	0.6%
	AUDI A4	225	0.7%	218	0.7%
VOLKSWAGEN GROUP SA TOTAL		7 396	22.0%	7 432	23.4%
TOYOTA	TOYOTA Corolla Quest	1 222	3.6%	1 293	4.1%
	TOYOTA Fortuner	999	3.0%	1 180	3.7%
	TOYOTA Etios	974	2.9%	947	3.0%
	TOYOTA Corolla	592	1.8%	711	2.2%
	TOYOTA Avanza	510	1.5%	572	1.8%
TOYOTA TOTAL		5 269	15.6%	5 797	18.2%
FMC	FORD Fiesta	1 447	4.3%	1 191	3.7%
	FORD EcoSport	814	2.4%	986	3.1%
	FORD Everest	556	1.7%	103	0.3%
	FORD Figo	546	1.6%	217	0.7%
	FORD Focus	278	0.8%	356	1.1%
FMC TOTAL		3 746	11.1%	3 124	9.8%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	577	1.7%	323	1.0%
	HYUNDAI Grand i10	490	1.5%	731	2.3%
	HYUNDAI Tucson	480	1.4%	657	2.1%
	HYUNDAI Creta	418	1.2%	0	0.0%
	HYUNDAI Accent	284	0.8%	578	1.8%
HYUNDAI TOTAL		2 814	8.4%	2 824	8.9%
RENAULT	RENAULT Kwid	758	2.3%	0	0.0%
	RENAULT Sandero II	413	1.2%	625	2.0%
	RENAULT Kadjar	342	1.0%	49	0.2%
	RENAULT Clio IV	272	0.8%	382	1.2%
	RENAULT Captur	256	0.8%	403	1.3%
RENAULT TOTAL		2 394	7.1%	1 766	5.6%
NISSAN	DATSUN GO	558	1.7%	318	1.0%
	NISSAN Qashqai	380	1.1%	169	0.5%
	NISSAN Almera	368	1.1%	29	0.1%
	NISSAN X-Trail	316	0.9%	238	0.7%
	DATSUN GO+	192	0.6%	35	0.1%
NISSAN TOTAL		2 059	6.1%	875	2.8%
MERCEDES-BENZ SA	MERCEDES C-Class	521	1.5%	757	2.4%
	MERCEDES GLC	257	0.8%	169	0.5%
	MERCEDES GLA	216	0.6%	157	0.5%
	MERCEDES CLA	194	0.6%	63	0.2%
	MERCEDES V-Class	83	0.2%	91	0.3%
MERCEDES-BENZ SA TOTAL		1 917	5.7%	2 027	6.4%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
KIA SA PCSA	KIA Picanto	970	2.9%	822	2.6%
	KIA Rio	795	2.4%	313	1.0%
	KIA Sportage	72	0.2%	105	0.3%
	KIA Cerato	12	0.0%	34	0.1%
	KIA Soul	10	0.0%	6	0.0%
KIA TOTAL		1 874	5.6%	1 322	4.2%
BMW GROUP	BMW 3-Series	460	1.4%	487	1.5%
	BMW 2-Series	189	0.6%	176	0.6%
	BMW 4-Series	187	0.6%	155	0.5%
	BMW 1-Series	185	0.5%	275	0.9%
	BMW X1	131	0.4%	216	0.7%
BMW GROUP TOTAL		1 664	4.9%	1 901	6.0%
MAZDA SA PCSA	MAZDA CX-5	310	0.9%	342	1.1%
	MAZDA CX-3	293	0.9%	228	0.7%
	MAZDA 3	252	0.7%	271	0.9%
	MAZDA 2	208	0.6%	176	0.6%
	MAZDA MX-5	3	0.0%	7	0.0%
MAZDA SA TOTAL		1 066	3.2%	1 024	3.2%
SUZUKI	SUZUKI Swift	281	0.8%	173	0.5%
	SUZUKI Celerio	164	0.5%	45	0.1%
	SUZUKI Ignis	118	0.4%	0	0.0%
	SUZUKI Ertiga	74	0.2%	41	0.1%
	SUZUKI Jimny	57	0.2%	84	0.3%
SUZUKI TOTAL		823	2.4%	472	1.5%
HONDA	HONDA BR-V	176	0.5%	20	0.1%
	HONDA Jazz	140	0.4%	162	0.5%
	HONDA Brio	88	0.3%	90	0.3%
	HONDA CR-V	77	0.2%	98	0.3%
	HONDA HR-V	72	0.2%	97	0.3%
HONDA TOTAL		623	1.8%	593	1.9%
JAGUAR LAND ROVER	L-R Discovery	96	0.3%	59	0.2%
	L-R Discovery Sport	89	0.3%	79	0.2%
	L-R Range Rover Sport	80	0.2%	89	0.3%
	L-R Range Rover Evoque	61	0.2%	75	0.2%
	JAGUAR F-PACE	48	0.1%	46	0.1%
JAGUAR LAND ROVER TOTAL		440	1.3%	420	1.3%
GMSA/SUZU TRUCKS	OPEL MOKKA X	102	0.3%	0	0.0%
	OPEL Corsa	86	0.3%	60	0.2%
	CHEV Spark	82	0.2%	424	1.3%
	OPEL Astra Hatch	67	0.2%	87	0.3%
	CHEV Captiva	28	0.1%	54	0.2%
GMSA TOTAL		404	1.2%	912	2.9%
VOLVO CARS	VOLVO XC60	122	0.4%	62	0.2%
	VOLVO V40	28	0.1%	65	0.2%
	VOLVO XC90	24	0.1%	33	0.1%
	VOLVO S90	17	0.1%	0	0.0%
	VOLVO V60 CC	8	0.0%	7	0.0%
VOLVO CARS TOTAL		221	0.7%	208	0.7%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
MAHINDRA	MAHINDRA KUV100	67	0.2%	130	0.4%
	MAHINDRA TUV	41	0.1%	0	0.0%
	MAHINDRA XUV	41	0.1%	36	0.1%
	MAHINDRA Scorpio	18	0.1%	31	0.1%
	MAHINDRA Thar	14	0.0%	16	0.1%
MAHINDRA TOTAL		183	0.5%	220	0.7%
CHRYSLER SA	JEEP Grand Cherokee	70	0.2%	52	0.2%
	JEEP Renegade	29	0.1%	84	0.3%
	JEEP Wrangler	27	0.1%	46	0.1%
	DODGE Journey	17	0.1%	4	0.0%
	JEEP Cherokee	8	0.0%	14	0.0%
CHRYSLER SA TOTAL		151	0.4%	201	0.6%
MITSUBISHI MOTORS SA	mitsubishi Pajero Sport	96	0.3%	41	0.1%
	MITSUBISHI ASX	20	0.1%	73	0.2%
	MITSUBISHI Pajero	16	0.0%	27	0.1%
	MITSUBISHI Outlander	1	0.0%	4	0.0%
	MITSUBISHI Mirage	0	0.0%	13	0.0%
MITSUBISHI MOTORS SA TOTAL		133	0.4%	158	0.5%
PORSCHE	PORSCHE 911	38	0.1%	17	0.1%
	PORSCHE Cayenne	28	0.1%	45	0.1%
	PORSCHE Macan	12	0.0%	17	0.1%
	PORSCHE Panamera	10	0.0%	1	0.0%
	PORSCHE Boxster	10	0.0%	14	0.0%
PORSCHE TOTAL		102	0.3%	101	0.3%
SUBARU	SUBARU XV	34	0.1%	12	0.0%
	SUBARU Forester	30	0.1%	44	0.1%
	SUBARU Impreza	26	0.1%	0	0.0%
	SUBARU Outback	3	0.0%	9	0.0%
	SUBARU WRX	2	0.0%	0	0.0%
SUBARU TOTAL		95	0.3%	65	0.2%
PCSA	PEUGEOT 3008	37	0.1%	0	0.0%
	PEUGEOT 208	30	0.1%	54	0.2%
	PEUGEOT 2008	22	0.1%	1	0.0%
	PEUGEOT 308	1	0.0%	0	0.0%
CITROEN C1		0	0.0%	1	0.0%
PCSA TOTAL		90	0.3%	80	0.3%
GWM TOTAL	GWM M4	67	0.2%	0	0.0%
	GWM H5	0	0.0%	0	0.0%
	GWM H6	0	0.0%	1	0.0%
GWM TOTAL		67	0.2%	1	0.0%
TATA	TATA Indica	28	0.1%	3	0.0%
	TATA Bolt	22	0.1%	87	0.3%
	TATA Manza	7	0.0%	5	0.0%
	TATA Indica Vista	3	0.0%	7	0.0%
	TATA B-Line	0	0.0%	0	0.0%
TATA TOTAL		60	0.2%	102	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
FIAT GROUP	FIAT 500	24	0.1%	32	0.1%
	FIAT Panda	8	0.0%	0	0.0%
	FIAT 500X	5	0.0%	23	0.1%
	ABARTH 595	5	0.0%	0	0.0%
FIAT Tipo		5	0.0%	0	0.0%
FIAT GROUP TOTAL		54	0.2%	72	0.2%
JMC	LANDWIND X5	15	0.0%	5	0.0%
JMC TOTAL		15	0.0%	5	0.0%
MASERATI SOUTH AFRICA	MASERATI Quattroporte	6	0.0%	2	0.0%
	MASERATI Levante	5	0.0%	0	0.0%
	MASERATI Ghibli	1	0.0%	3	0.0%
	MASERATI GranCabrio	1	0.0%	0	0.0%
	MASERATI GranTurismo	1	0.0%	3	0.0%
MASERATI TOTAL		14	0.0%	8	0.0%
BENTLEY	BENTLEY Bentayga	2	0.0%	2	0.0%
	BENTLEY Continental	1	0.0%	2	0.0%
	BENTLEY Mulsanne	0	0.0%	0	0.0%
BENTLEY TOTAL		3	0.0%	4	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	1	0.0%	4	0.0%
	FERRARI GTC4Lusso	0	0.0%	0	0.0%
	FERRARI F12	0	0.0%	0	0.0%
	FERRARI 488 GTB	0	0.0%	1	0.0%
FERRARI California		0	0.0%	1	0.0%
SCUDERIA TOTAL		1	0.0%	6	0.0%
FAW	FAW Sirius	0	0.0%	23	0.1%
	FAW V2	0	0.0%	4	0.0%
FAW TOTAL		0	0.0%	27	0.1%
CHERY AUTO SA	CHERY QQ3	0	0.0%	32	0.1%
	CHERY Tiggo	0	0.0%	15	0.0%
	CHERY J2	0	0.0%	7	0.0%
	CHERY J1	0	0.0%	0	0.0%
	CHERY J3	0	0.0%	0	0.0%
CHERY TOTAL		0	0.0%	54	0.2%
GRAND TOTAL		33 678	100.0%	31 801	100.0%

TOP 5 SELLING PASSENGER CARS FOR SEPTEMBER 2017		
TYPE	2017	2017 SHARE
VW Polo Vivo Hatch/Sedan	2 942	8.7%
VW Polo	2 011	6.0%
FORD Fiesta	1 447	4.3%
TOYOTA Corolla Quest	1 222	3.6%
TOYOTA Fortuner	999	3.0%
		33 678

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR SEPTEMBER 2017		
TYPE	2017	2017 SHARE
TOYOTA Hilux	3 995	27.5%
FORD Ranger	2 337	16.1%
NISSAN NP200	1 628	11.2%
ISUZU KB	1 440	9.9%
TOYOTA Quantum	1 217	8.4%
		14 510

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR SEPTEMBER 2017

NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 628	11.2%	1 020	7.8%
	CHEV Utility	412	2.8%	1 126	8.7%
	CHANGAN Star III	4	0.0%	0	0.0%
	CHANGAN Star II	0	0.0%	0	0.0%
	SUB ONE-TON TOTAL	2 044	14.1%	2 146	16.5%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 662	11.5%	1 243	9.6%
	FORD Ranger	1 602	11.0%	1 544	11.9%
	ISUZU KB	642	4.4%	442	3.4%
	NISSAN NP300	301	2.1%	153	1.2%
	VW Amarok	222	1.5%	178	1.4%
ABOVE ONE-TON DCAB TOTAL	4 937	34.0%	3 915	30.1%	
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 918	13.2%	1 431	11.0%
	ISUZU KB	675	4.7%	483	3.7%
	NISSAN NP300	646	4.5%	437	3.4%
	FORD Ranger	373	2.6%	459	3.5%
	HYUNDAI H100 Bakkie	320	2.2%	356	2.7%
ABOVE ONE-TON SCAB TOTAL	4 725	32.6%	3 836	29.5%	
ABOVE ONE-TON XCAB	TOYOTA Hilux	415	2.9%	389	3.0%
	FORD Ranger	362	2.5%	434	3.3%
	ISUZU KB	123	0.8%	63	0.5%
	MAZDA BT-50	1	0.0%	13	0.1%
	NISSAN Navara	0	0.0%	10	0.1%
ABOVE ONE-TON XCAB TOTAL	901	6.2%	909	7.0%	
MINIBUS	TOYOTA Quantum	1 189	8.2%	1 278	9.8%
	NISSAN NV350 Taxi	148	1.0%	194	1.5%
	VW Caddy	96	0.7%	86	0.7%
	VW Transporter Cr-Bus	71	0.5%	36	0.3%
	FORD Tourneo Custom	26	0.2%	37	0.3%
MINIBUS TOTAL	1 530	10.5%	1 631	12.5%	
PANEL VAN	VW Caddy	93	0.6%	70	0.5%
	VW Polo Vivo	46	0.3%	50	0.4%
	FORD Transit Custom	41	0.3%	68	0.5%
	NISSAN NV350	39	0.3%	31	0.2%
	TOYOTA Quantum	28	0.2%	51	0.4%
PANEL VAN TOTAL	373	2.6%	566	4.4%	
GRAND TOTAL	14 510	100.0%	13 003	100.0%	

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR SEPTEMBER 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)

MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	170	6.9%
	HCV	53	2.2%
	XHV	302	12.3%
	BUS	20	0.8%
MERCEDES-BENZ SA TOTAL		545	22.2%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	94	3.8%
	XHV	330	13.4%
	BUS	6	0.2%
VOLVO TRUCKS TOTAL		430	17.5%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR SEPTEMBER 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)

MANUFACTURER	CATEGORY	2017	SHARE
GMSA/ISUZU TRUCKS	MCV	178	7.3%
	HCV	137	5.6%
	XHV	35	1.4%
	BUS	1	0.0%
GMSA TOTAL		351	14.3%
TOYOTA HINO	MCV	161	6.6%
	HCV	74	3.0%
	XHV	30	1.2%
HINO TOTAL		265	10.8%
SCANIA	XHV	221	9.0%
	BUS	22	0.9%
SCANIA TOTAL		243	9.9%
MAN	HCV	14	0.6%
	XHV	119	4.8%
	BUS	46	1.9%
MAN TOTAL		179	7.3%
IVECO	MCV	82	3.3%
	HCV	11	0.4%
	XHV	70	2.9%
	BUS	2	0.1%
IVECO TOTAL		165	6.7%
FAW	HCV	52	2.1%
	XHV	30	1.2%
FAW TOTAL		82	3.3%
TATA	MCV	24	1.0%
	HCV	29	1.2%
	XHV	7	0.3%
	BUS	1	0.0%
TATA TOTAL		61	2.5%
VOLKSWAGEN GROUP SA	MCV	51	2.1%
VOLKSWAGEN GROUP SA TOTAL		51	2.1%
POWERSTAR	HCV	0	0.0%
	XHV	40	1.6%
POWERSTAR TOTAL		40	1.6%
BABCOCK	HCV	0	0.0%
	XHV	21	0.9%
BABCOCK TOTAL		21	0.9%
JMC	MCV	16	0.7%
JMC TOTAL		16	0.7%
HYUNDAI MOTORS SA	MCV	5	0.2%
HYUNDAI TOTAL		5	0.2%
FIAT GROUP	MCV	1	0.0%
FIAT GROUP TOTAL		1	0.0%
FMC	MCV	0	0.0%
FMC 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%
VECV	MCV	0	0.0%
VECV TOTAL		0	0.0%
GRAND TOTAL		2 455	100.0%