

South African Vehicle Sales Figures at the End of October 2017

TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 851	8.1%	2 701	8.3%
	TOYOTA Etios	2 059	5.8%	1 520	4.6%
	KIA Picanto	1 020	2.9%	764	2.3%
	DATSUN GO	528	1.5%	340	1.0%
	RENAULT Kwid	511	1.4%	0	0.0%
	ENTRY CARS TOTAL		9 309	26.4%	8 353
SUB-SMALL	VW Polo	1 746	4.9%	2 268	6.9%
	FORD Fiesta	855	2.4%	1 855	5.7%
	KIA Rio	843	2.4%	348	1.1%
	RENAULT Clio IV	696	2.0%	347	1.1%
	HYUNDAI i20	640	1.8%	259	0.8%
SUB-SMALL TOTAL		6 552	18.6%	6 485	19.8%
SMALL	TOYOTA Corolla Quest	1 450	4.1%	1 272	3.9%
	VW Golf 7	676	1.9%	349	1.1%
	TOYOTA Corolla	654	1.9%	643	2.0%
	NISSAN Almera	431	1.2%	116	0.4%
	FORD Focus	298	0.8%	409	1.2%
SMALL TOTAL		5 541	15.7%	4 975	15.2%
MEDIUM	MERCEDES C-Class	362	1.0%	669	2.0%
	BMW 3-Series	336	1.0%	406	1.2%
	AUDI A4	151	0.4%	197	0.6%
	BMW 4-Series	145	0.4%	117	0.4%
	VW Passat	23	0.1%	29	0.1%
MEDIUM TOTAL		1 079	3.1%	1 515	4.6%
LARGE	MERCEDES E-Class	78	0.2%	48	0.1%
	AUDI A5 Sportback	35	0.1%	17	0.1%
	AUDI A5 Coupe/Cabriolet	28	0.1%	10	0.0%
	BMW 5-Series	24	0.1%	10	0.0%
	JAGUAR XF	14	0.0%	8	0.0%
LARGE TOTAL		218	0.6%	145	0.4%
LUXURY	BMW 7-Series	25	0.1%	23	0.1%
	MERCEDES S-Class	16	0.0%	29	0.1%
	VOLVO S90	13	0.0%	0	0.0%
	JAGUAR XJ	12	0.0%	1	0.0%
	PORSCHE Panamera	9	0.0%	4	0.0%
LUXURY TOTAL		96	0.3%	83	0.3%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
MPV	TOYOTA Avanza	659	1.9%	649	2.0%
	HYUNDAI H1	344	1.0%	252	0.8%
	DATSUN GO+	202	0.6%	144	0.4%
	VW Kombi	157	0.4%	125	0.4%
	MERCEDES V-Class	61	0.2%	84	0.3%
MPV TOTAL		1 692	4.8%	1 598	4.9%
SUV	TOYOTA Fortuner	1 337	3.8%	1 172	3.6%
	TOYOTA RAV	916	2.6%	375	1.1%
	FORD Everest	593	1.7%	136	0.4%
	HYUNDAI Tucson	522	1.5%	660	2.0%
	NISSAN X-Trail	398	1.1%	541	1.7%
SUV TOTAL		6 778	19.2%	6 457	19.7%
SPORT AND EXOTICS	FORD Mustang	61	0.2%	86	0.3%
	PORSCHE 911	35	0.1%	2	0.0%
	MERCEDES SLC	34	0.1%	34	0.1%
	MERCEDES C-Class	26	0.1%	23	0.1%
	MERCEDES SL	22	0.1%	20	0.1%
SPORT AND EXOTICS TOTAL		283	0.8%	260	0.8%
CROSSOVER	FORD EcoSport	1 047	3.0%	1 012	3.1%
	HYUNDAI Creta	395	1.1%	0	0.0%
	MAZDA CX-3	294	0.8%	240	0.7%
	NISSAN Qashqai	281	0.8%	117	0.4%
	RENAULT Captur	229	0.6%	241	0.7%
CROSSOVER TOTAL		3 760	10.6%	2 851	8.7%
GRAND TOTAL		35 308		32 722	



The Ford EcoSport, which was launched in South Africa in 2013, keeps setting the pace in an increasingly competitive small Crossover segment of the market. Last month it sold 1 047 units, which kept it well ahead of the second-placed Hyundai Creta, which is a relative newcomer to the local scene.

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 OCTOBER 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
TOYOTA	TOYOTA Etios	2 059	5.8%	1 520	4.6%
	TOYOTA Corolla Quest	1 450	4.1%	1 272	3.9%
	TOYOTA Fortuner	1 337	3.8%	1 172	3.6%
	TOYOTA RAV	916	2.6%	375	1.1%
	TOYOTA Avanza	659	1.9%	649	2.0%
TOYOTA TOTAL		7 736	21.9%	6 398	19.6%
VOLKSWAGEN SA	VW Polo Vivo	2 851	8.1%	2 701	8.3%
	VW Polo	1 746	4.9%	2 268	6.9%
	VW Golf 7	676	1.9%	349	1.1%
	VW Tiguan	336	1.0%	496	1.5%
	VW Polo Sedan	173	0.5%	169	0.5%
VOLKSWAGEN GROUP SA TOTAL		7 289	20.6%	7 444	22.7%
FMC	FORD EcoSport	1 047	3.0%	1 012	3.1%
	FORD Fiesta	855	2.4%	1855	5.7%
	FORD Everest	593	1.7%	136	0.4%
	FORD Figo	473	1.3%	305	0.9%
	FORD Focus	298	0.8%	409	1.2%
FMC TOTAL		3 390	9.6%	4 058	12.4%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	640	1.8%	259	0.8%
	HYUNDAI Tucson	522	1.5%	660	2.0%
	HYUNDAI Creta	395	1.1%	0	0.0%
	HYUNDAI i10	367	1.0%	514	1.6%
	HYUNDAI Grand i10	366	1.0%	748	2.3%
HYUNDAI TOTAL		3 115	8.8%	2 930	9.0%
NISSAN	DATSUN GO	528	1.5%	340	1.0%
	NISSAN Almera	431	1.2%	116	0.4%
	NISSAN X-Trail	398	1.1%	541	1.7%
	NISSAN Micra	324	0.9%	14	0.0%
	NISSAN Qashqai	281	0.8%	117	0.4%
NISSAN TOTAL		2 211	6.3%	1 293	4.0%
RENAULT	RENAULT Clio IV	696	2.0%	347	1.1%
	RENAULT Kwid	511	1.4%	0	0.0%
	RENAULT Sandero II	442	1.3%	562	1.7%
	RENAULT Captur	229	0.6%	241	0.7%
	RENAULT Duster	127	0.4%	89	0.3%
RENAULT TOTAL		2 147	6.1%	1 400	4.3%
KIA SA	KIA Picanto	1 020	2.9%	764	2.3%
	KIA Rio	843	2.4%	348	1.1%
	KIA Sportage	161	0.5%	123	0.4%
	KIA Grand Sedona	28	0.1%	12	0.0%
	KIA Cerato	25	0.1%	26	0.1%
KIA TOTAL		2 111	6.0%	1 355	4.1%
MERCEDES-BENZ SA	MERCEDES C-Class	388	1.1%	692	2.1%
	MERCEDES GLA	192	0.5%	137	0.4%
	MERCEDES GLC	177	0.5%	180	0.6%
	MERCEDES CLA	150	0.4%	68	0.2%
	MERCEDES E-Class	78	0.2%	48	0.1%
MERCEDES-BENZ SA TOTAL		1 516	4.3%	1 855	5.7%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
BMW GROUP	BMW 3-Series	336	1.0%	406	1.2%
	BMW 2-Series	194	0.5%	147	0.4%
	BMW 4-Series	145	0.4%	117	0.4%
	BMW 1-Series	144	0.4%	133	0.4%
	BMW X1	106	0.3%	204	0.6%
BMW GROUP TOTAL		1 341	3.8%	1 604	4.9%
MAZDA SA PCSA	MAZDA CX-3	294	0.8%	240	0.7%
	MAZDA CX-5	283	0.8%	313	1.0%
	MAZDA 3	262	0.7%	230	0.7%
	MAZDA 2	214	0.6%	131	0.4%
	MAZDA MX-5	6	0.0%	8	0.0%
MAZDA SA TOTAL		1 059	3.0%	922	2.8%
SUZUKI	SUZUKI Swift	314	0.9%	169	0.5%
	SUZUKI Celerio	146	0.4%	22	0.1%
	SUZUKI Ignis	129	0.4%	0	0.0%
	SUZUKI Baleno	98	0.3%	37	0.1%
	SUZUKI Jimny	88	0.2%	29	0.1%
SUZUKI TOTAL		893	2.5%	351	1.1%
HONDA	HONDA HR-V	105	0.3%	83	0.3%
	HONDA Ballade	96	0.3%	57	0.2%
	HONDA BR-V	95	0.3%	267	0.8%
	HONDA CR-V	93	0.3%	66	0.2%
	HONDA Brio	91	0.3%	92	0.3%
HONDA TOTAL		570	1.6%	720	2.2%
JAGUAR LAND ROVER	L-R Range Rover Velar	165	0.5%	0	0.0%
	L-R Discovery	86	0.2%	65	0.2%
	L-R Range Rover Sport	82	0.2%	60	0.2%
	JAGUAR F-PACE	54	0.2%	46	0.1%
	L-R Discovery Sport	48	0.1%	69	0.2%
JAGUAR LAND ROVER TOTAL		537	1.5%	372	1.1%
GMSA/ISUZU TRUCKS	OPEL MOKKA X	83	0.2%	0	0.0%
	OPEL Corsa	77	0.2%	44	0.1%
	CHEV Spark	51	0.1%	251	0.8%
	OPEL Astra Hatch	36	0.1%	122	0.4%
	CHEV Trailblazer	33	0.1%	140	0.4%
GMSA TOTAL		327	0.9%	811	2.5%
MAHINDRA	MAHINDRA KUV100	52	0.1%	109	0.3%
	MAHINDRA XUV	44	0.1%	38	0.1%
	MAHINDRA TUV	34	0.1%	0	0.0%
	MAHINDRA Scorpio	27	0.1%	38	0.1%
	MAHINDRA Thar	14	0.0%	12	0.0%
MAHINDRA TOTAL		174	0.5%	205	0.6%
VOLVO CARS	VOLVO XC60	40	0.1%	40	0.1%
	VOLVO V40	24	0.1%	29	0.1%
	VOLVO XC90	19	0.1%	38	0.1%
	VOLVO S90	13	0.0%	0	0.0%
	VOLVO V40 CC	13	0.0%	20	0.1%
VOLVO CARS TOTAL		124	0.4%	145	0.4%
CHRYSLER SA	JEEP Grand Cherokee	42	0.1%	41	0.1%
	JEEP Renegade	37	0.1%	104	0.3%
	JEEP Wrangler	25	0.1%	48	0.1%
	JEEP Cherokee	6	0.0%	23	0.1%
	DODGE Journey	0	0.0%	8	0.0%
CHRYSLER SA TOTAL		110	0.3%	224	0.7%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
SUBARU	SUBARU XV	38	0.1%	11	0.0%
	SUBARU Forester	30	0.1%	47	0.1%
	SUBARU Impreza	25	0.1%	0	0.0%
	SUBARU Outback	6	0.0%	8	0.0%
	SUBARU WRX	6	0.0%	4	0.0%
	SUBARU TOTAL		107	0.3%	70
FIAT GROUP	FIAT 500	32	0.1%	46	0.1%
	FIAT Panda	24	0.1%	0	0.0%
	FIAT Tipo	16	0.0%	0	0.0%
	FIAT 500X	10	0.0%	21	0.1%
	ALFA Giulia	9	0.0%	0	0.0%
FIAT GROUP TOTAL		103	0.3%	93	0.3%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	53	0.2%	47	0.1%
	MITSUBISHI Pajero Sport	27	0.1%	15	0.0%
	MITSUBISHI Pajero	17	0.0%	14	0.0%
	MITSUBISHI Mirage	1	0.0%	9	0.0%
	MITSUBISHI Outlander	1	0.0%	4	0.0%
MITSUBISHI MOTORS SA TOTAL		99	0.3%	89	0.3%
PORSCHE	PORSCHE 911	35	0.1%	2	0.0%
	PORSCHE Cayenne	28	0.1%	40	0.1%
	PORSCHE Panamera	9	0.0%	4	0.0%
	PORSCHE Boxster	8	0.0%	12	0.0%
	PORSCHE Macan	6	0.0%	20	0.1%
PORSCHE TOTAL		90	0.3%	83	0.3%
TATA	TATA Bolt	36	0.1%	74	0.2%
	TATA Indica	33	0.1%	12	0.0%
	TATA Indica Vista	5	0.0%	4	0.0%
	TATA Manza	4	0.0%	0	0.0%
	TATA B-Line	0	0.0%	2	0.0%
TATA TOTAL		78	0.2%	92	0.3%
GWM	GWM M4	71	0.2%	21	0.1%
	GWM H5	0	0.0%	0	0.0%
	GWM H6	0	0.0%	0	0.0%
GWM TOTAL		71	0.2%	21	0.1%
PCSA	PEUGEOT 2008	26	0.1%	10	0.0%
	PEUGEOT 3008	22	0.1%	0	0.0%
	PEUGEOT 208	21	0.1%	42	0.1%
	CITROEN C1	0	0.0%	0	0.0%
	CITROEN C4 Cactus	0	0.0%	22	0.1%
PCSA TOTAL		69	0.2%	79	0.2%
JMC	LANDWIND X5	22	0.1%	12	0.0%
JMC TOTAL		22	0.1%	12	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
MASERATI SOUTH AFRICA	MASERATI Levante	9	0.0%	0	0.0%
	MASERATI Ghibli	1	0.0%	8	0.0%
	MASERATI Quattroporte	0	0.0%	1	0.0%
	MASERATI GranCabrio	0	0.0%	1	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
MASERATI TOTAL		10	0.0%	10	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	3	0.0%	3	0.0%
	FERRARI GTC4Lusso	3	0.0%	0	0.0%
	FERRARI California	1	0.0%	2	0.0%
	FERRARI 488 GTB	0	0.0%	2	0.0%
	FERRARI F12	0	0.0%	1	0.0%
SCUDERIA TOTAL		7	0.0%	8	0.0%
BENTLEY	BENTLEY Bentayga	1	0.0%	4	0.0%
	BENTLEY Continental	1	0.0%	1	0.0%
	BENTLEY Mulsanne	0	0.0%	2	0.0%
	BENTLEY Flying Spur	0	0.0%	1	0.0%
BENTLEY TOTAL		2	0.0%	8	0.0%
FAW	FAW V2	0	0.0%	2	0.0%
	FAW Sirius	0	0.0%	20	0.1%
FAW TOTAL		0	0.0%	22	0.1%
CHERY AUTO SA	CHERY QQ3	0	0.0%	25	0.1%
	CHERY Tiggo	0	0.0%	12	0.0%
	CHERY J2	0	0.0%	8	0.0%
	CHERY J3	0	0.0%	2	0.0%
	CHERY J1	0	0.0%	1	0.0%
CHERY TOTAL		0	0.0%	48	0.1%
GRAND TOTAL		35 308	100.0%	32 722	100.0%

TOP 5 SELLING PASSENGER CARS FOR OCTOBER 2017		
TYPE	2017	2017 SHARE
VW Polo Vivo Hatch/Sedan	2 851	8.1%
TOYOTA Etios	2 059	5.8%
VW Polo	1 746	4.9%
TOYOTA Corolla Quest	1 450	4.1%
TOYOTA Fortuner	1 337	3.8%
	35 308	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR OCTOBER 2017		
TYPE	2017	2017 SHARE
FORD Ranger	2 855	21.4%
TOYOTA Hilux	2 483	18.6%
TOYOTA Quantum	1 598	12.0%
ISUZU KB	1 399	10.5%
NISSAN NP200	1 341	10.0%
	13 372	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR OCTOBER 2017					
NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 341	10.0%	1 175	8.6%
	CHEV Utility	3 46	2.6%	1 131	8.3%
	CHANGAN Star III	8	0.1%	0	0.0%
	CHANGAN Star II	0	0.0%	0	0.0%
SUB ONE-TON TOTAL		1 695	12.7%	2 306	17.0%
ABOVE ONE-TON DCAB	FORD Ranger	1 965	14.7%	1 994	14.7%
	TOYOTA Hilux	1 179	8.8%	960	7.1%
	ISUZU KB	583	4.4%	373	2.7%
	VW Amarok	256	1.9%	192	1.4%
	NISSAN NP300	160	1.2%	238	1.7%
ABOVE ONE-TON DCAB TOTAL		4 656	34.8%	4 106	30.2%
ABOVE ONE-TON SCAB	TOYOTA Hilux	950	7.1%	1 530	11.2%
	ISUZU KB	700	5.2%	501	3.7%
	NISSAN NP300	698	5.2%	540	4.0%
	FORD Ranger	384	2.9%	549	4.0%
	HYUNDAI H100 Bakkie	337	2.5%	297	2.2%
ABOVE ONE-TON SCAB TOTAL		3 786	28.3%	4 068	29.9%
ABOVE ONE-TON XCAB	FORD Ranger	506	3.8%	398	2.9%
	TOYOTA Hilux	354	2.6%	291	2.1%
	ISUZU KB	116	0.9%	79	0.6%
	NISSAN Navara	0	0.0%	3	0.0%
	MAZDA BT-50	0	0.0%	14	0.1%
ABOVE ONE-TON XCAB TOTAL		976	7.3%	785	5.8%
MINIBUS	TOYOTA Quantum	1 563	11.7%	1 377	10.1%
	NISSAN NV350 Taxi	161	1.2%	221	1.6%
	VW Caddy	139	1.0%	93	0.7%
	VW Transporter Cr-Bus	47	0.4%	24	0.2%
	FORD Tourneo Custom	30	0.2%	32	0.2%
MINIBUS TOTAL		1 940	14.5%	1 751	12.9%
PANEL VAN	VW Caddy	49	0.4%	80	0.6%
	VW Polo Vivo	46	0.3%	33	0.2%
	TOYOTA Quantum	35	0.3%	74	0.5%
	FORD Transit Custom	31	0.2%	67	0.5%
	FORD Transit Connect	22	0.2%	68	0.5%
PANEL VAN TOTAL		319	2.4%	587	4.3%
GRAND TOTAL		13 372	100.0%	13 603	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR OCTOBER 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	153	6.5%
	HCV	49	2.1%
	XHV	266	11.4%
	BUS	17	0.7%
MERCEDES-BENZ SA TOTAL		485	20.8%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	122	5.2%
	XHV	329	14.1%
	BUS	4	0.2%
VOLVO TRUCKS TOTAL		455	19.5%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR OCTOBER 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2017	SHARE
GMSA/ISUZU TRUCKS	MCV	231	9.9%
	HCV	116	5.0%
	XHV	28	1.2%
	BUS	0	0.0%
GMSA TOTAL		375	16.0%
SCANIA	XHV	172	7.4%
	BUS	46	2.0%
SCANIA TOTAL		218	9.3%
TOYOTA HINO	MCV	124	5.3%
	HCV	56	2.4%
	XHV	22	0.9%
HINO TOTAL		202	8.6%
MAN	HCV	11	0.5%
	XHV	130	5.6%
	BUS	34	1.5%
MAN TOTAL		175	7.5%
IVECO	MCV	61	2.6%
	HCV	2	0.1%
	XHV	39	1.7%
	BUS	27	1.2%
IVECO TOTAL		129	5.5%
FAW	HCV	85	3.6%
	XHV	11	0.5%
FAW TOTAL		96	4.1%
TATA	MCV	34	1.5%
	HCV	42	1.8%
	XHV	8	0.3%
	BUS	2	0.1%
TATA TOTAL		86	3.7%
POWERSTAR	HCV	0	0.0%
	XHV	40	1.7%
POWERSTAR TOTAL		40	1.7%
VOLKSWAGEN GROUP SA	MCV	31	1.3%
VOLKSWAGEN GROUP SA TOTAL		31	1.3%
JMC	MCV	19	0.8%
JMC TOTAL		19	0.8%
BABCOCK	HCV	0	0.0%
	XHV	11	0.5%
BABCOCK TOTAL		11	0.5%
VECV SOUTH AFRICA	MCV	8	0.3%
VECV TOTAL		8	0.3%
FMC	MCV	5	0.2%
FMC TOTAL		5	0.2%
FIAT GROUP	MCV	2	0.1%
FIAT GROUP TOTAL		2	0.1%
HYUNDAI MOTORS SA	MCV	0	0.0%
HYUNDAI 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		2 337	100.0%