

South African Vehicle Sales Figures at the End of December 2017

TOP 5 PASSENGER CAR MARKET BY TYPE FOR 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	28 402	7.7%	28 830	8.0%
	TOYOTA Etios	14 686	4.0%	12 768	3.5%
	KIA Picanto	8 136	2.2%	6 900	1.9%
	RENAULT Kwid	8 027	2.2%	1 271	0.4%
	HYUNDAI Grand i10	5 327	1.4%	6 608	1.8%
ENTRY CARS TOTAL		94 036	25.5%	90 904	25.2%
SUB-SMALL	VW Polo	20 067	5.5%	20 388	5.6%
	FORD Fiesta	11 446	3.1%	12 204	3.4%
	HYUNDAI i20	5 971	1.6%	5 258	1.5%
	KIA Rio	5 724	1.6%	4 905	1.4%
	HYUNDAI Accent	4 053	1.1%	5 677	1.6%
SUB-SMALL TOTAL		65 408	17.8%	66 843	18.5%
SMALL	TOYOTA Corolla Quest	12 333	3.4%	9 768	2.7%
	TOYOTA Corolla	6 470	1.8%	6 826	1.9%
	VW Golf 7	6 161	1.7%	4 496	1.2%
	FORD Focus	3 930	1.1%	4 291	1.2%
	NISSAN Almera	3 462	0.9%	1 686	0.5%
SMALL TOTAL		57 705	15.7%	57 137	15.8%
MEDIUM	BMW 3-Series	5 627	1.5%	6 680	1.8%
	MERCEDES C-Class	5 496	1.5%	7 980	2.2%
	AUDI A4	2 153	0.6%	2 723	0.8%
	BMW 4-Series	1 493	0.4%	1 692	0.5%
	VW Passat	401	0.1%	402	0.1%
MEDIUM TOTAL		16 122	4.4%	20 957	5.8%
LARGE	MERCEDES E-Class	755	0.2%	643	0.2%
	BMW 5-Series	464	0.1%	478	0.1%
	AUDI A5 Sportback	435	0.1%	312	0.1%
	AUDI A5 Coupe/Cabriolet	300	0.1%	154	0.0%
	JAGUAR XF	218	0.1%	154	0.0%
LARGE TOTAL		2 697	0.7%	2 395	0.7%
LUXURY	BMW 7-Series	261	0.1%	441	0.1%
	VOLVO S90	120	0.0%	1	0.0%
	MERCEDES S-Class	119	0.0%	277	0.1%
	PORSCHE Panamera	113	0.0%	20	0.0%
	MERCEDES CLS	88	0.0%	175	0.0%
LUXURY TOTAL		948	0.3%	1 336	0.4%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
MPV	TOYOTA Avanza	5 321	1.4%	4 904	1.4%
	DATSUN GO+	1 986	0.5%	496	0.1%
	HYUNDAI H1	1 626	0.4%	2 379	0.7%
	VW Kombi	1 232	0.3%	1 135	0.3%
	MERCEDES V-Class	989	0.3%	1 041	0.3%
MPV TOTAL		14 139	3.8%	15 643	4.3%
SUV	TOYOTA Fortuner	13 696	3.7%	11 060	3.1%
	TOYOTA RAV	7 622	2.1%	5 021	1.4%
	FORD Everest	5 751	1.6%	2 128	0.6%
	HYUNDAI Tucson	5 703	1.5%	6 498	1.8%
	VW Tiguan	4 186	1.1%	2 302	0.6%
SUV TOTAL		73 850	20.1%	69 547	19.3%
SPORT AND EXOTICS	FORD Mustang	898	0.2%	860	0.2%
	PORSCHE 911	383	0.1%	296	0.1%
	MERCEDES SLC	317	0.1%	268	0.1%
	MERCEDES C-Class	292	0.1%	126	0.0%
	MERCEDES SL	227	0.1%	146	0.0%
SPORT AND EXOTICS TOTAL		3 264	0.9%	3 237	0.9%
CROSSOVER	FORD EcoSport	9 920	2.7%	11 441	3.2%
	MAZDA CX-3	3 547	1.0%	2 477	0.7%
	HYUNDAI Creta	3 474	0.9%	31	0.0%
	MERCEDES GLA	2 566	0.7%	2 070	0.6%
	NISSAN Qashqai	2 562	0.7%	2 372	0.7%
CROSSOVER TOTAL		39 943	10.9%	33 265	9.2%
GRAND TOTAL		368 112		361 264	



The Toyota Hilux continued its reign as the most popular vehicle product range in South Africa, with 36 422 of them being sold in 2017. Hilux has been not only the best selling one-ton bakkie, but also the top-seller among both a passenger and commercial vehicles for 14 of the last 18 years, including the past 10 years in a row.

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 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
VOLKSWAGEN SA	VW Polo Vivo	28 402	7.7%	28 830	8.0%
	VW Polo	20 067	5.5%	20 388	5.6%
	VW Golf 7	6 161	1.7%	4 496	1.2%
	VW Tiguan	4 186	1.1%	2 302	0.6%
	VW up	2 758	0.7%	2 602	0.7%
VOLKSWAGEN GROUP SA TOTAL		79 971	21.7%	78 768	21.8%
TOYOTA	TOYOTA Etios	14 686	4.0%	12 768	3.5%
	TOYOTA Fortuner	13 696	3.7%	11 060	3.1%
	TOYOTA Corolla Quest	12 333	3.4%	9 768	2.7%
	TOYOTA RAV	7 622	2.1%	5 021	1.4%
	TOYOTA Corolla	6 470	1.8%	6 826	1.9%
TOYOTA TOTAL		68 810	18.7%	59 219	16.4%
FMC	FORD Fiesta	11 446	3.1%	12 204	3.4%
	FORD EcoSport	9 920	2.7%	11 441	3.2%
	FORD Everest	5 751	1.6%	2 128	0.6%
	FORD Figo	4 427	1.2%	5 482	1.5%
	FORD Focus	3 930	1.1%	4 291	1.2%
FMC TOTAL		37 313	10.1%	39 965	11.1%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	5 971	1.6%	5 258	1.5%
	HYUNDAI Tucson	5 703	1.5%	6 498	1.8%
	HYUNDAI Grand i10	5 327	1.4%	6 608	1.8%
	HYUNDAI i10	4 234	1.2%	5 298	1.5%
	HYUNDAI Accent	4 053	1.1%	5 677	1.6%
HYUNDAI TOTAL		31 503	8.6%	32 894	9.1%
RENAULT	RENAULT Kwid	8 027	2.2%	1 271	0.4%
	RENAULT Sandero II	5 006	1.4%	5 857	1.6%
	RENAULT Clio IV	3 776	1.0%	5 093	1.4%
	RENAULT Duster	1 823	0.5%	2 390	0.7%
	RENAULT Captur	1 672	0.5%	2 838	0.8%
RENAULT TOTAL		22 559	6.1%	18 525	5.1%
MERCEDES-BENZ SA	MERCEDES C-Class	5 788	1.6%	8 106	2.2%
	MERCEDES GLA	2 566	0.7%	2 070	0.6%
	MERCEDES GLC	2 243	0.6%	1 578	0.4%
	MERCEDES CLA	2 200	0.6%	1 453	0.4%
	MERCEDES V-Class	989	0.3%	1 041	0.3%
MERCEDES-BENZ SA TOTAL		20 732	5.6%	2 3373	6.5%
NISSAN	DATSUN GO	4 687	1.3%	4 168	1.2%
	NISSAN Almera	3 462	0.9%	1 686	0.5%
	NISSAN X-Trail	3 383	0.9%	3 474	1.0%
	NISSAN Qashqai	2 562	0.7%	2 372	0.7%
	DATSUN GO+	1 986	0.5%	496	0.1%
NISSAN TOTAL		18 418	5.0%	14 149	3.9%
BMW GROUP	BMW 3-Series	5 627	1.5%	6 680	1.8%
	BMW 1-Series	2 050	0.6%	2 570	0.7%
	BMW 2-Series	1 720	0.5%	2 023	0.6%
	BMW 4-Series	1 493	0.4%	1 692	0.5%
	BMW X1	1 483	0.4%	2 158	0.6%
BMW GROUP TOTAL		18 184	4.9%	22 585	6.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
KIA SA	KIA Picanto	8 136	2.2%	6 900	1.9%
	KIA Rio	5 724	1.6%	4 905	1.4%
	KIA Sportage	1 306	0.4%	1 045	0.3%
	KIA Cerato	281	0.1%	533	0.1%
	KIA Sorento	216	0.1%	370	0.1%
KIA TOTAL		15 975	4.3%	14 197	3.9%
MAZDA SA	MAZDA CX-5	3 827	1.0%	3 976	1.1%
	MAZDA CX-3	3 547	1.0%	2 477	0.7%
	MAZDA 3	2 810	0.8%	2 845	0.8%
	MAZDA 2	2 596	0.7%	1 964	0.5%
	MAZDA MX-5	64	0.0%	116	0.0%
MAZDA SA TOTAL		12 844	3.5%	11 388	3.2%
SUZUKI	SUZUKI Swift	3 153	0.9%	2 004	0.6%
	SUZUKI Celerio	1 229	0.3%	605	0.2%
	SUZUKI Ignis	937	0.3%	0	0.0%
	SUZUKI Jimny	928	0.3%	973	0.3%
	SUZUKI Baleno	837	0.2%	119	0.0%
SUZUKI TOTAL		8 532	2.3%	5 366	1.5%
HONDA	HONDA BR-V	1 614	0.4%	561	0.2%
	HONDA Brio	1 411	0.4%	1 513	0.4%
	HONDA HR-V	1 347	0.4%	1 028	0.3%
	HONDA Jazz	1 237	0.3%	1 418	0.4%
	HONDA Ballade	717	0.2%	1 185	0.3%
HONDA TOTAL		7 187	2.0%	8 070	2.2%
GMSA/ISUZU TRUCKS	CHEV Spark	2 159	0.6%	4 386	1.2%
	OPEL Corsa	1 195	0.3%	1 208	0.3%
	OPEL MOKKA X	1 028	0.3%	23	0.0%
	OPEL Astra Hatch	939	0.3%	1 003	0.3%
	CHEV Trailblazer	712	0.2%	644	0.2%
GMSA TOTAL		7 098	1.9%	11 945	3.3%
JAGUAR LAND ROVER	L-R Discovery	902	0.2%	886	0.2%
	L-R Discovery Sport	890	0.2%	1 136	0.3%
	L-R Range Rover Sport	854	0.2%	982	0.3%
	JAGUAR F-PACE	682	0.2%	357	0.1%
	L-R Range Rover Evoque	567	0.2%	872	0.2%
JAGUAR LAND ROVER TOTAL		4 996	1.4%	5 070	1.4%
MAHINDRA	MAHINDRA KUV100	818	0.2%	828	0.2%
	MAHINDRA XUV	471	0.1%	559	0.2%
	MAHINDRA TUV	435	0.1%	0	0.0%
	MAHINDRA Scorpio	370	0.1%	200	0.1%
	MAHINDRA Thar	209	0.1%	76	0.0%
MAHINDRA TOTAL		2 363	0.6%	1 767	0.5%
VOLVO CARS	VOLVO XC60	586	0.2%	512	0.1%
	VOLVO V40	451	0.1%	561	0.2%
	VOLVO XC90	377	0.1%	469	0.1%
	VOLVO V40 CC	181	0.0%	209	0.1%
	VOLVO S60	132	0.0%	182	0.1%
VOLVO CARS TOTAL		1 957	0.5%	2 034	0.6%
CHRYSLER SA	JEEP Grand Cherokee	653	0.2%	743	0.2%
	JEEP Renegade	601	0.2%	1 190	0.3%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
CHRYSLER SA	JEEP Wrangler	330	0.1%	621	0.2%
	JEEP Cherokee	114	0.0%	268	0.1%
	DODGE Journey	55	0.0%	110	0.0%
CHRYSLER SA TOTAL		1 753	0.5%	3 010	0.8%
PORSCHE	PORSCHE Cayenne	463	0.1%	576	0.2%
	PORSCHE 911	383	0.1%	296	0.1%
	PORSCHE Macan	126	0.0%	217	0.1%
	PORSCHE Boxster	121	0.0%	169	0.0%
	PORSCHE Panamera	113	0.0%	20	0.0%
PORSCHE TOTAL		1 300	0.4%	1 409	0.4%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	578	0.2%	1 179	0.3%
	MITSUBISHI Pajero Sport	283	0.1%	434	0.1%
	MITSUBISHI Pajero	203	0.1%	361	0.1%
	MITSUBISHI Mirage	77	0.0%	158	0.0%
	MITSUBISHI Outlander	51	0.0%	47	0.0%
MITSUBISHI MOTORS SA TOTAL		1 192	0.3%	2 181	0.6%
FIAT GROUP	FIAT 500	413	0.1%	476	0.1%
	FIAT Tipo	172	0.0%	0	0.0%
	FIAT 500X	153	0.0%	199	0.1%
	ALFA Giulia	120	0.0%	1	0.0%
	FIAT Panda	113	0.0%	1	0.0%
FIAT GROUP TOTAL		1 144	0.3%	878	0.2%
SUBARU	SUBARU Forester	393	0.1%	514	0.1%
	SUBARU XV	373	0.1%	243	0.1%
	SUBARU Outback	95	0.0%	103	0.0%
	SUBARU Impreza	93	0.0%	0	0.0%
	SUBARU WRX	35	0.0%	32	0.0%
SUBARU TOTAL		1 002	0.3%	905	0.3%
TATA	TATA Bolt	500	0.1%	575	0.2%
	TATA Indica	292	0.1%	38	0.0%
	TATA Indica Vista	60	0.0%	283	0.1%
	TATA Manza	57	0.0%	15	0.0%
	TATA B-Line	0	0.0%	61	0.0%
TATA TOTAL		909	0.2%	972	0.3%
GWM TOTAL	GWM M4	687	0.2%	95	0.0%
	GWM H6	96	0.0%	2	0.0%
	GWM H5	82	0.0%	48	0.0%
	GWM MultiWagon	0	0.0%	1	0.0%
	GWM C50	0	0.0%	11	0.0%
GWM TOTAL		865	0.2%	159	0.0%
PCSA	PEUGEOT 208	320	0.1%	553	0.2%
	PEUGEOT 2008	284	0.1%	154	0.0%
	PEUGEOT 3008	192	0.1%	15	0.0%
	CITROEN C4 Cactus	5	0.0%	273	0.1%
	PEUGEOT 308	3	0.0%	254	0.1%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
PCSA TOTAL		807	0.2%	1419	0.4%
CHERY AUTO SA	CHERY QQ3	108	0.0%	206	0.1%
	CHERY Tiggo	39	0.0%	124	0.0%
	CHERY J2	32	0.0%	83	0.0%
	CHERY J3	2	0.0%	14	0.0%
	CHERY J1	0	0.0%	2	0.0%
CHERY TOTAL		181	0.0%	429	0.1%
MASERATI SOUTH AFRICA	MASERATI Levante	108	0.0%	12	0.0%
	MASERATI Ghibli	20	0.0%	63	0.0%
	MASERATI Quattroporte	14	0.0%	20	0.0%
	MASERATI GranCabrio	12	0.0%	8	0.0%
	MASERATI GranTurismo	10	0.0%	12	0.0%
MASERATI TOTAL		164	0.0%	115	0.0%
JMC	LANDWIND X5	132	0.0%	62	0.0%
JMC TOTAL		132	0.0%	62	0.0%
FAW	FAW Sirius	83	0.0%	183	0.1%
	FAW V2	3	0.0%	90	0.0%
FAW TOTAL		86	0.0%	273	0.1%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	32	0.0%	26	0.0%
	FERRARI 488 GTB	18	0.0%	51	0.0%
	FERRARI California	13	0.0%	13	0.0%
	FERRARI GTC4Lusso	8	0.0%	0	0.0%
	FERRARI F12	5	0.0%	3	0.0%
SCUDERIA TOTAL		76	0.0%	95	0.0%
BENTLEY	BENTLEY Bentayga	27	0.0%	24	0.0%
	BENTLEY Continental	25	0.0%	13	0.0%
	BENTLEY Flying Spur	6	0.0%	3	0.0%
	BENTLEY Mulsanne	1	0.0%	2	0.0%
BENTLEY TOTAL		59	0.0%	42	0.0%
GRAND TOTAL		368 112	100.0%	361 264	100.0%

TOP 5 SELLING PASSENGER CARS FOR 2017		
TYPE	2017	2017 SHARE
VW Polo Vivo Hatch/Sedan	28 402	7.7%
VW Polo	20 067	5.5%
TOYOTA Etios	14 686	4.0%
TOYOTA Fortuner	13 696	3.7%
TOYOTA Corolla Quest	12 333	3.4%
		368 112

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR 2017		
TYPE	2017	2017 SHARE
TOYOTA Hilux	36 422	22.3%
FORD Ranger	32 786	20.1%
TOYOTA Quantum	15 694	9.6%
NISSAN NP200	15 074	9.2%
ISUZU KB	14 255	8.7%
		163 296

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR 2017					
NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	15 074	9.2%	12 616	7.9%
	CHEV Utility	7 544	4.6%	12 252	7.7%
	CHANGAN Star III	43	0.0%	0	0.0%
	CHANGAN Star II	1	0.0%	17	0.0%
SUB ONE-TON TOTAL		22 662	13.9%	24 885	15.6%
ABOVE ONE-TON DCAB	FORD Ranger	22 362	13.7%	21 680	13.6%
	TOYOTA Hilux	15 466	9.5%	15 189	9.5%
	ISUZU KB	6 248	3.8%	5 106	3.2%
	NISSAN NP300	4255	2.6%	2 658	1.7%
	VW Amarok	2 924	1.8%	3 098	1.9%
ABOVE ONE-TON DCAB TOTAL		57 357	35.1%	52 896	33.2%
ABOVE ONE-TON SCAB	TOYOTA Hilux	16 247	9.9%	15 880	10.0%
	NISSAN NP300	8 396	5.1%	6 169	3.9%
	ISUZU KB	6 808	4.2%	6 126	3.8%
	FORD Ranger	5 277	3.2%	5854	3.7%
	HYUNDAI H100 Bakkie	3 398	2.1%	3 556	2.2%
ABOVE ONE-TON SCAB TOTAL		48420	29.7%	45995	28.9%
ABOVE ONE-TON XCAB	FORD Ranger	5 147	3.2%	4 894	3.1%
	TOYOTA Hilux	4 709	2.9%	4 359	2.7%
	ISUZU KB	1 199	0.7%	1 189	0.7%
	MAZDA BT-50	37	0.0%	202	0.1%
	JMC Carrying	1	0.0%	2	0.0%
ABOVE ONE-TON XCAB TOTAL		11 093	6.8%	10 797	6.8%
MINIBUS	TOYOTA Quantum	15 123	9.3%	14 355	9.0%
	NISSAN NV350 Taxi	2 130	1.3%	2 601	1.6%
	VW Caddy	1 294	0.8%	1 133	0.7%
	VW Transporter Cr-Bus	414	0.3%	359	0.2%
	FORD Tourneo Custom	340	0.2%	344	0.2%
MINIBUS TOTAL		19 304	11.8%	19 064	12.0%
PANEL VAN	VW Caddy	946	0.6%	1 001	0.6%
	TOYOTA Quantum	571	0.3%	650	0.4%
	FORD Transit Custom	470	0.3%	583	0.4%
	VW Polo Vivo	425	0.3%	452	0.3%
	NISSAN NV350	263	0.2%	363	0.2%
PANEL VAN TOTAL		4 460	2.7%	5 646	3.5%
GRAND TOTAL		163 296	100.0%	159 283	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	1 823	6.9%
	HCV	562	2.1%
	XHV	3 251	12.4%
	BUS	199	0.8%
MERCEDES-BENZ SA TOTAL		5 835	22.2%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2017	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	996	3.8%
	XHV	3 061	11.6%
	BUS	58	0.2%
VOLVO TRUCKS TOTAL		4 115	15.7%
GMSA/ISUZU TRUCKS	MCV	2 135	8.1%
	HCV	1 456	5.5%
	XHV	322	1.2%
	BUS	10	0.0%
GMSA TOTAL		3 923	14.9%
TOYOTA HINO	MCV	1 770	6.7%
	HCV	910	3.5%
	XHV	372	1.4%
HINO TOTAL		3 052	11.6%
SCANIA	XHV	2 098	8.0%
	BUS	294	1.1%
SCANIA TOTAL		2 392	9.1%
MAN	HCV	153	0.6%
	XHV	1 436	5.5%
	BUS	420	1.6%
MAN TOTAL		2 009	7.6%
IVECO	MCV	768	2.9%
	HCV	115	0.4%
	XHV	454	1.7%
	BUS	108	0.4%
IVECO TOTAL		1 445	5.5%
FAW	HCV	701	2.7%
	XHV	264	1.0%
FAW TOTAL		965	3.7%
TATA	MCV	382	1.5%
	HCV	379	1.4%
	XHV	139	0.5%
	BUS	25	0.1%
TATA TOTAL		925	3.5%
VOLKSWAGEN GROUP SA	MCV	579	2.2%
VOLKSWAGEN GROUP SA TOTAL		579	2.2%
POWERSTAR	HCV	11	0.0%
	XHV	403	1.5%
POWERSTAR TOTAL		414	1.6%
BABCOCK	HCV	0	0.0%
	XHV	288	1.1%
BABCOCK TOTAL		288	1.1%
JMC	MCV	125	0.5%
JMC TOTAL		125	0.5%
HYUNDAI MOTORS SA	MCV	81	0.3%
HYUNDAI TOTAL		81	0.3%
FMC	MCV	58	0.2%
FMC TOTAL		58	0.2%
VECV SOUTH AFRICA	MCV	32	0.1%
VECV TOTAL		32	0.1%
VDL BUS & COACH SA	BUS	17	0.1%
VDL BUS & COACH SA TOTAL		17	0.1%
FIAT GROUP	MCV	15	0.1%
FIAT GROUP TOTAL		15	0.1%
PCSA	MCV	14	0.1%
PCSA TOTAL		14	0.1%
GRAND TOTAL		26 284	100.0%