

South African Vehicle Sales Figures at the End of January 2018

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 862	8.8%	2 951	8.0%
	TOYOTA Etios	1 519	4.7%	2 302	6.2%
	HYUNDAI Grand i10	1 134	3.5%	176	0.5%
	KIA Picanto	793	2.4%	625	1.7%
	RENAULT Kwid	664	2.0%	621	1.7%
ENTRY CARS TOTAL		9 237	28.4%	10 862	29.4%
SUB-SMALL	RENAULT Clio IV	559	1.7%	394	1.1%
	FORD Fiesta	542	1.7%	1 707	4.6%
	VW Polo	521	1.6%	2 537	6.9%
	VW Polo Sedan	495	1.5%	158	0.4%
	KIA Rio	469	1.4%	387	1.0%
SUB-SMALL TOTAL		4 665	14.3%	7 371	20.0%
SMALL	TOYOTA Corolla Quest	1 619	5.0%	2 221	6.0%
	VW Golf 7	805	2.5%	435	1.2%
	TOYOTA Corolla	543	1.7%	357	1.0%
	NISSAN Almera	403	1.2%	501	1.4%
	MAZDA 3	248	0.8%	244	0.7%
SMALL TOTAL		5 489	16.9%	6 244	16.9%
MEDIUM	BMW 3-Series	767	2.4%	447	1.2%
	MERCEDES C-Class	426	1.3%	544	1.5%
	AUDI A4	130	0.4%	183	0.5%
	BMW 4-Series	62	0.2%	154	0.4%
	VW Passat	43	0.1%	53	0.1%
MEDIUM TOTAL		1 497	4.6%	1 500	4.1%
LARGE	BMW 5-Series	117	0.4%	33	0.1%
	MERCEDES E-Class	68	0.2%	63	0.2%
	AUDI A5 Sportback	21	0.1%	22	0.1%
	AUDI A5 Coupe/Cabriolet	16	0.0%	7	0.0%
	MERCEDES AMG E	15	0.0%	3	0.0%
LARGE TOTAL		265	0.8%	193	0.5%
LUXURY	BMW 7-Series	17	0.1%	5	0.0%
	VOLVO S90	11	0.0%	37	0.1%
	PORSCHE Panamera	9	0.0%	1	0.0%
	MERCEDES S-Class	8	0.0%	16	0.0%
	MERCEDES AMG S	6	0.0%	4	0.0%
LUXURY TOTAL		60	0.2%	92	0.2%



The rejuvenated Grand i10 made a major contribution to Hyundai outselling Ford in the SA passenger car market in January. A total of 1 134 Hyundai i10s were sold out of the Hyundai total of 2 690 units, which was 201 higher than Ford's car sales. The Hyundai i10 was also fifth on the SA passenger car top sellers list in January.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
MPV	TOYOTA Avanza	665	2.0%	611	1.7%
	DATSUN GO+	93	0.3%	254	0.7%
	VW Kombi	76	0.2%	69	0.2%
	MERCEDES V-Class	65	0.2%	92	0.2%
	SUZUKI Ertiga	43	0.1%	30	0.1%
MPV TOTAL		1 072	3.3%	1 350	3.7%
SUV	TOYOTA Fortuner	1 318	4.0%	1 233	3.3%
	TOYOTA RAV	871	2.7%	677	1.8%
	VW Tiguan	438	1.3%	282	0.8%
	HYUNDAI Tucson	400	1.2%	390	1.1%
	MAZDA CX-5	377	1.2%	301	0.8%
SUV TOTAL		6 731	20.7%	6 173	16.7%
SPORT AND EXOTICS	FORD Mustang	56	0.2%	128	0.3%
	PORSCHE 911	40	0.1%	29	0.1%
	AUDI TT	18	0.1%	8	0.0%
	MERCEDES AMG GT	13	0.0%	7	0.0%
	JAGUAR F-Type	13	0.0%	0	0.0%
SPORT AND EXOTICS TOTAL		203	0.6%	331	0.9%
CROSSOVER	FORD EcoSport	660	2.0%	828	2.2%
	HYUNDAI Creta	380	1.2%	5	0.0%
	MAZDA CX-3	372	1.1%	326	0.9%
	TOYOTA C-HR	218	0.7%	12	0.0%
	RENAULT Captur	190	0.6%	75	0.2%
CROSSOVER TOTAL		3 338	10.3%	2 792	7.6%
GRAND TOTAL		32 557		36 908	

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 to December 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.
 - HYUNDAI and KIA disaggregated sales volumes from July 2017 reflect estimates for Licensing Districts totals for the Dealer Channel.
 - OPEL disaggregated local sales volumes for January 2018 reflect estimates calculated from aggregated volumes reported by OPEL.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
TOYOTA	TOYOTA Corolla Quest	1 619	5.0%	2 221	6.0%
	TOYOTA Etios	1 519	4.7%	2 302	6.2%
	TOYOTA Fortuner	1 318	4.0%	1 233	3.3%
	TOYOTA RAV	871	2.7%	677	1.8%
	TOYOTA Avanza	665	2.0%	611	1.7%
TOYOTA TOTAL		7 597	23.3%	8 180	22.2%
VOLKSWAGEN SA	VW Polo Vivo	2 862	8.8%	2 951	8.0%
	VW Golf 7	805	2.5%	435	1.2%
	VW Polo	521	1.6%	2 537	6.9%
	VW Polo Sedan	495	1.5%	158	0.4%
	VW Tiguan	438	1.3%	282	0.8%
VOLKSWAGEN GROUP SA TOTAL		6 561	20.2%	7 936	21.5%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	1 134	3.5%	176	0.5%
	HYUNDAI Tucson	400	1.2%	390	1.1%
	HYUNDAI Creta	380	1.2%	5	0.0%
	HYUNDAI i20	317	1.0%	491	1.3%
	HYUNDAI Accent	283	0.9%	768	2.1%
HYUNDAI TOTAL		2 690	8.3%	3 004	8.1%
FMC	FORD EcoSport	660	2.0%	828	2.2%
	FORD Figo	619	1.9%	377	1.0%
	FORD Fiesta	542	1.7%	1 707	4.6%
	FORD Everest	336	1.0%	365	1.0%
	FORD Focus	195	0.6%	365	1.0%
FMC TOTAL		2 489	7.6%	3 879	10.5%
NISSAN	DATSUN GO	489	1.5%	472	1.3%
	NISSAN Almera	403	1.2%	501	1.4%
	NISSAN Micra	395	1.2%	43	0.1%
	NISSAN X-Trail	353	1.1%	274	0.7%
	NISSAN Qashqai	170	0.5%	203	0.6%
NISSAN TOTAL		1 955	6.0%	1 808	4.9%
RENAULT	RENAULT Kwid	664	2.0%	621	1.7%
	RENAULT Clio IV	559	1.7%	394	1.1%
	RENAULT Sandero II	325	1.0%	384	1.0%
	RENAULT Captur	190	0.6%	75	0.2%
	RENAULT Duster	154	0.5%	90	0.2%
RENAULT TOTAL		1 921	5.9%	1 616	4.4%
BMW GROUP	BMW 3-Series	767	2.4%	447	1.2%
	BMW 1-Series	147	0.5%	239	0.6%
	BMW X3	145	0.4%	108	0.3%
	BMW X1	134	0.4%	171	0.5%
	BMW X5	128	0.4%	121	0.3%
BMW GROUP TOTAL		1 856	5.7%	1 759	4.8%
KIA SA	KIA Picanto	793	2.4%	625	1.7%
	KIA Rio	469	1.4%	387	1.0%
	KIA Sportage	168	0.5%	114	0.3%
	KIA Cerato	27	0.1%	41	0.1%
	KIA Grand Sedona	23	0.1%	19	0.1%
KIA TOTAL		1 503	4.6%	1 248	3.4%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
MERCEDES-BENZ SA	MERCEDES C-Class	438	1.3%	570	1.5%
	MERCEDES GLC	187	0.6%	165	0.4%
	MERCEDES A-Class	115	0.4%	75	0.2%
	MERCEDES CLA	108	0.3%	164	0.4%
	MERCEDES GLE	98	0.3%	76	0.2%
MERCEDES-BENZ SA TOTAL		1 403	4.3%	1 984	5.4%
MAZDA SA	MAZDA CX-5	377	1.2%	301	0.8%
	MAZDA CX-3	372	1.1%	326	0.9%
	MAZDA 2	279	0.9%	228	0.6%
	MAZDA 3	248	0.8%	244	0.7%
	MAZDA MX-5	1	0.0%	7	0.0%
MAZDA SA TOTAL		1 277	3.9%	1 106	3.0%
SUZUKI	SUZUKI Swift	363	1.1%	210	0.6%
	SUZUKI Ignis	174	0.5%	0	0.0%
	SUZUKI Celerio	103	0.3%	50	0.1%
	SUZUKI Jimny	79	0.2%	69	0.2%
	SUZUKI Baleno	62	0.2%	38	0.1%
SUZUKI TOTAL		888	2.7%	482	1.3%
HONDA	HONDA Ballade	200	0.6%	33	0.1%
	HONDA Jazz	99	0.3%	152	0.4%
	HONDA Brio	99	0.3%	167	0.5%
	HONDA HR-V	87	0.3%	143	0.4%
	HONDA BR-V	76	0.2%	95	0.3%
HONDA TOTAL		660	2.0%	701	1.9%
JAGUAR LAND ROVER	L-R Discovery Sport	100	0.3%	71	0.2%
	L-R Range Rover Velar	99	0.3%	0	0.0%
	L-R Discovery	95	0.3%	98	0.3%
	L-R Range Rover Evoque	60	0.2%	48	0.1%
	JAGUAR F-PACE	51	0.2%	84	0.2%
JAGUAR LAND ROVER TOTAL		461	1.4%	433	1.2%
MAHINDRA	MAHINDRA KUV100	70	0.2%	132	0.4%
	MAHINDRA XUV	46	0.1%	67	0.2%
	MAHINDRA TUV	42	0.1%	0	0.0%
	MAHINDRA Scorpio	27	0.1%	56	0.2%
	MAHINDRA Thar	14	0.0%	37	0.1%
MAHINDRA TOTAL		201	0.6%	298	0.8%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	65	0.2%	91	0.2%
	MITSUBISHI Pajero Sport	45	0.1%	9	0.0%
	MITSUBISHI Pajero	37	0.1%	7	0.0%
	MITSUBISHI Outlander	2	0.0%	2	0.0%
	MITSUBISHI Mirage	0	0.0%	13	0.0%
MITSUBISHI MOTORS SA TOTAL		149	0.5%	122	0.3%
OPEL	OPEL Corsa	55	0.2%	81	0.2%
	OPEL MOKKA X	49	0.2%	49	0.1%
	OPEL Astra Hatch	28	0.1%	115	0.3%
	OPEL Adam	6	0.0%	32	0.1%
	OPEL Astra OPC	1	0.0%	1	0.0%
OPEL TOTAL		139	0.4%	289	0.8%

< continued from previous page

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLVO CARS	VOLVO V40	44	0.1%	36	0.1%
	VOLVO XC90	33	0.1%	35	0.1%
	VOLVO V40 CC	28	0.1%	14	0.0%
	VOLVO S90	11	0.0%	37	0.1%
	VOLVO XC60	8	0.0%	37	0.1%
	VOLVO CARS TOTAL		130	0.4%	205
PCSA	PEUGEOT 3008	50	0.2%	0	0.0%
	PEUGEOT 208	47	0.1%	59	0.2%
	PEUGEOT 2008	26	0.1%	11	0.0%
	CITROEN C4 Cactus	0	0.0%	3	0.0%
	PEUGEOT 308	0	0.0%	2	0.0%
PCSA TOTAL		123	0.4%	78	0.2%
CHRYSLER SA	JEEP Renegade	39	0.1%	85	0.2%
	JEEP Grand Cherokee	37	0.1%	51	0.1%
	JEEP Wrangler	32	0.1%	34	0.1%
	JEEP Cherokee	8	0.0%	14	0.0%
	DODGE Journey	0	0.0%	4	0.0%
CHRYSLER SA TOTAL		116	0.4%	188	0.5%
GWM TOTAL	GWM M4	94	0.3%	21	0.1%
	GWM H5	11	0.0%	0	0.0%
	GWM H6	0	0.0%	0	0.0%
GWM TOTAL		105	0.3%	21	0.1%
FIAT GROUP	FIAT 500	48	0.1%	31	0.1%
	FIAT Tipo	14	0.0%	0	0.0%
	FIAT Panda	11	0.0%	0	0.0%
	FIAT 500X	8	0.0%	29	0.1%
	ABARTH 595	5	0.0%	2	0.0%
	FIAT GROUP TOTAL		102	0.3%	88
PORSCHE	PORSCHE 911	40	0.1%	29	0.1%
	PORSCHE Cayenne	26	0.1%	28	0.1%
	PORSCHE Macan	14	0.0%	7	0.0%
	PORSCHE Panamera	9	0.0%	1	0.0%
	PORSCHE Cayman	6	0.0%	12	0.0%
PORSCHE TOTAL		99	0.3%	85	0.2%
SUBARU	SUBARU XV	43	0.1%	14	0.0%
	SUBARU Impreza	4	0.0%	0	0.0%
	SUBARU Forester	4	0.0%	39	0.1%
	SUBARU WRX	3	0.0%	5	0.0%
	SUBARU Outback	0	0.0%	7	0.0%
	SUBARU TOTAL		54	0.2%	65
TATA	TATA Bolt	23	0.1%	105	0.3%
	TATA Indica Vista	11	0.0%	4	0.0%
	TATA Indica	3	0.0%	1	0.0%
	TATA Manza	0	0.0%	0	0.0%
	TATA B-Line	0	0.0%	0	0.0%
TATA TOTAL		37	0.1%	110	0.3%
JMC	LANDWIND X5	17	0.1%	14	0.0%
JMC TOTAL		17	0.1%	14	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
SCUDERIA SOUTH AFRICA	FERRARI 488 GTB	5	0.0%	0	0.0%
	FERRARI 488 Spider	3	0.0%	1	0.0%
	FERRARI 812	1	0.0%	0	0.0%
	FERRARI California	0	0.0%	0	0.0%
	FERRARI GTC4Lusso	0	0.0%	0	0.0%
	SCUDERIA TOTAL		9	0.0%	1
MASERATI SOUTH AFRICA	MASERATI Levante	5	0.0%	9	0.0%
	MASERATI GranTurismo	2	0.0%	2	0.0%
	MASERATI Ghibli	1	0.0%	0	0.0%
	MASERATI GranCabrio	1	0.0%	0	0.0%
	MASERATI Quattroporte	0	0.0%	0	0.0%
	MASERATI TOTAL		9	0.0%	11
BENTLEY	BENTLEY Bentayga	6	0.0%	2	0.0%
	BENTLEY Continental	0	0.0%	4	0.0%
	BENTLEY Flying Spur	0	0.0%	0	0.0%
	BENTLEY Mulsanne	0	0.0%	0	0.0%
BENTLEY TOTAL		6	0.0%	6	0.0%
GMSA/ISUZU TRUCKS	CHEV Spark	0	0.0%	966	2.6%
	CHEV Captiva	0	0.0%	56	0.2%
	CHEV Trailblazer	0	0.0%	55	0.1%
	CHEV Cruze	0	0.0%	46	0.1%
	CHEV Sonic	0	0.0%	1	0.0%
GMSA TOTAL		0	0.0%	1 125	3.0%
CHERY AUTO SA	CHERY QQ3	0	0.0%	23	0.1%
	CHERY Tiggo	0	0.0%	8	0.0%
	CHERY J2	0	0.0%	5	0.0%
	CHERY J3	0	0.0%	2	0.0%
CHERY TOTAL		0	0.0%	38	0.1%
FAW	FAW Sirius	0	0.0%	27	0.0%
	FAW V2	0	0.0%	1	0.1%
FAW TOTAL		0	0.0%	28	0.1%
GRAND TOTAL		32 557	100.0%	36 908	100.0%

TOP 5 SELLING PASSENGER CARS FOR JANUARY 2018		
TYPE	2017	2017 SHARE
VW Polo Vivo Hatch/Sedan	2 862	8.8%
TOYOTA Corolla Quest	1 619	5.0%
TOYOTA Etios	1 519	4.7%
TOYOTA Fortuner	1 318	4.0%
HYUNDAI Grand i10	1 134	3.5%
	32 557	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JANUARY 2018		
TYPE	2018	2018 SHARE
TOYOTA Hilux	2 695	23.1%
FORD Ranger	2 269	19.4%
NISSAN NP200	1 585	13.6%
ISUZU KB	1 182	10.1%
TOYOTA Quantum	1 158	9.9%
	11 679	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JANUARY 2018					
NAAMSA STANDARD	TYPE	2018	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 585	13.6%	1 152	9.6%
	CHANGAN Star III	7	0.1%	0	0.0%
	CHANGAN Star II	0	0.0%	0	0.0%
	CHEV Utility	0	0.0%	609	5.1%
SUB ONE-TON TOTAL		1 592	13.6%	1 761	14.7%
ABOVE ONE-TON DCAB	FORD Ranger	1 365	11.7%	1 979	16.6%
	TOYOTA Hilux	1 125	9.6%	937	7.8%
	ISUZU KB	416	3.6%	242	2.0%
	VW Amarok	203	1.7%	231	1.9%
	GWM Steed	114	1.0%	31	0.3%
ABOVE ONE-TON DCAB TOTAL		3 588	30.7%	3 918	32.8%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 116	9.6%	1 099	9.2%
	ISUZU KB	685	5.9%	496	4.2%
	NISSAN NP300	563	4.8%	831	7.0%
	FORD Ranger	449	3.8%	401	3.4%
	HYUNDAI H100 Bakkie	201	1.7%	154	1.3%
ABOVE ONE-TON SCAB TOTAL		3 789	32.4%	3 682	30.8%
ABOVE ONE-TON XCAB	FORD Ranger	455	3.9%	297	2.5%
	TOYOTA Hilux	454	3.9%	362	3.0%
	ISUZU KB	81	0.7%	34	0.3%
	TATA Xenon	1	0.0%	0	0.0%
	MAZDA BT-50	0	0.0%	21	0.2%
ABOVE ONE-TON XCAB TOTAL		991	8.5%	714	6.0%
MINIBUS	TOYOTA Quantum	1 093	9.4%	1 139	9.5%
	VW Caddy	122	1.0%	126	1.1%
	NISSAN NV350 Taxi	74	0.6%	212	1.8%
	FORD Tourneo Custom	31	0.3%	15	0.1%
	VW Transporter Cr-Bus	23	0.2%	35	0.3%
MINIBUS TOTAL		1 343	11.5%	1 528	12.8%
PANEL VAN	TOYOTA Quantum	65	0.6%	53	0.4%
	VW Caddy	56	0.5%	29	0.2%
	FORD Transit Custom	37	0.3%	45	0.4%
	NISSAN NV200	33	0.3%	17	0.1%
	VW Polo Vivo	32	0.3%	38	0.3%
PANEL VAN TOTAL		376	3.2%	337	2.8%
GRAND TOTAL		11 679	100.0%	11 940	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JANUARY 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
MERCEDES-BENZ SA	MCV	130	8.4%
	HCV	35	2.3%
	XHV	205	13.3%
	BUS	11	0.7%
MERCEDES-BENZ SA TOTAL		381	24.7%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	45	2.9%
	XHV	181	11.7%
	BUS	2	0.1%
VOLVO TRUCKS TOTAL		228	14.8%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JANUARY 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
ISUZU MOTORS SA	MCV	138	9.0%
	HCV	71	4.6%
	XHV	14	0.9%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		223	14.5%
TOYOTA HINO	MCV	48	3.1%
	HCV	62	4.0%
	XHV	20	1.3%
HINO TOTAL		130	8.4%
MAN	HCV	5	0.3%
	XHV	103	6.7%
	BUS	20	1.3%
MAN TOTAL		128	8.3%
SCANIA	XHV	108	7.0%
	BUS	12	0.8%
SCANIA TOTAL		120	7.8%
TATA	MCV	26	1.7%
	HCV	31	2.0%
	XHV	18	1.2%
	BUS	11	0.7%
TATA TOTAL		86	5.6%
IVECO	MCV	37	2.4%
	HCV	5	0.3%
	XHV	30	1.9%
	BUS	3	0.2%
IVECO TOTAL		75	4.9%
FAW	HCV	53	3.4%
	XHV	9	0.6%
FAW TOTAL		62	4.0%
POWERSTAR	HCV	0	0.0%
	XHV	30	1.9%
POWERSTAR TOTAL		30	1.9%
VOLKSWAGEN GROUP SA	MCV	30	1.9%
VOLKSWAGEN GROUP SA TOTAL		30	1.9%
JMC	MCV	15	1.0%
JMC TOTAL		15	1.0%
BABCOCK	HCV	0	0.0%
	XHV	14	0.9%
BABCOCK TOTAL		14	0.9%
FMC	MCV	8	0.5%
FMC TOTAL		8	0.5%
VECV SOUTH AFRICA	MCV	7	0.5%
VECV TOTAL		7	0.5%
PCSA	MCV	2	0.1%
PCSA TOTAL		2	0.1%
FIAT GROUP	MCV	2	0.1%
FIAT GROUP TOTAL		2	0.1%
HYUNDAI MOTORS SA	MCV	0	0.0%
HYUNDAI TOTAL		0	0.0%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		1 541	100.0%