

South African Vehicle Sales Figures at the End of February 2018

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 044	6.6%	3 017	9.6%
	HYUNDAI Grand i10	1 008	3.2%	388	1.2%
	TOYOTA Etios	990	3.2%	1 233	3.9%
	FORD Figo	775	2.5%	271	0.9%
	KIA Picanto	686	2.2%	449	1.4%
ENTRY CARS TOTAL		7 547	24.2%	8 221	26.2%
SUB-SMALL	VW Polo	2 702	8.7%	2 218	7.1%
	FORD Fiesta	572	1.8%	1 054	3.4%
	TOYOTA Yaris	557	1.8%	150	0.5%
	SUZUKI Swift	493	1.6%	248	0.8%
	HYUNDAI i20	493	1.6%	813	2.6%
SUB-SMALL TOTAL		6 937	22.3%	6 181	19.7%
SMALL	TOYOTA Corolla Quest	727	2.3%	1 113	3.6%
	TOYOTA Corolla	561	1.8%	554	1.8%
	FORD Focus	553	1.8%	649	2.1%
	VW Golf 7	451	1.4%	489	1.6%
	NISSAN Almera	344	1.1%	217	0.7%
SMALL TOTAL		4 544	14.6%	5 206	16.6%
MEDIUM	MERCEDES C-Class	541	1.7%	599	1.9%
	BMW 3-Series	506	1.6%	392	1.3%
	AUDI A4	113	0.4%	149	0.5%
	BMW 4-Series	72	0.2%	92	0.3%
	MERCEDES AMG C	25	0.1%	36	0.1%
MEDIUM TOTAL		1 301	4.2%	1 407	4.5%
LARGE	MERCEDES E-Class	53	0.2%	75	0.2%
	BMW 5-Series	26	0.1%	135	0.4%
	AUDI A5 Sportback	25	0.1%	12	0.0%
	AUDI A5 Coupe/Cabriolet	16	0.1%	31	0.1%
	AUDI A6	9	0.0%	16	0.1%
LARGE TOTAL		164	0.5%	289	0.9%
LUXURY	BMW 7-Series	13	0.0%	21	0.1%
	PORSCHE Panamera	8	0.0%	3	0.0%
	MERCEDES AMG S	5	0.0%	3	0.0%
	MERCEDES S-Class	5	0.0%	5	0.0%
	BMW 6-Series	4	0.0%	8	0.0%
LUXURY TOTAL		41	0.1%	53	0.2%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
MPV	TOYOTA Avanza	379	1.2%	346	1.1%
	HYUNDAI H1	117	0.4%	49	0.2%
	MERCEDES V-Class	84	0.3%	32	0.1%
	DATSON GO+	83	0.3%	107	0.3%
	VW Kombi	82	0.3%	30	0.1%
MPV TOTAL		917	2.9%	829	2.6%
SUV	TOYOTA Fortuner	1 006	3.2%	1 092	3.5%
	VW Tiguan	498	1.6%	370	1.2%
	HYUNDAI Tucson	450	1.4%	514	1.6%
	FORD Everest	393	1.3%	440	1.4%
	MAZDA CX-5	363	1.2%	296	0.9%
SUV TOTAL		5 791	18.6%	6 171	19.7%
SPORT AND EXOTICS	FORD Mustang	59	0.2%	84	0.3%
	PORSCHE 911	34	0.1%	37	0.1%
	MERCEDES C-Class	21	0.1%	31	0.1%
	AUDI TT	18	0.1%	6	0.0%
	JAGUAR F-Type	15	0.0%	7	0.0%
SPORT AND EXOTICS TOTAL		213	0.7%	247	0.8%
CROSSOVER	FORD EcoSport	814	2.6%	644	2.1%
	HYUNDAI Creta	443	1.4%	173	0.6%
	MAZDA CX-3	333	1.1%	288	0.9%
	NISSAN Qashqai	278	0.9%	110	0.4%
	RENAULT Captur	233	0.7%	116	0.4%
CROSSOVER TOTAL		3 684	11.8%	2 719	8.7%
GRAND TOTAL		31 139		31 323	



Toyota's Quantum remains a key vehicle in the daily movement of people in South Africa. It is far and away the best seller in its category in the local LCV market. Quantum sold 1 296 units in February, with the vast majority being for taxi use, while its nearest reported competitor was the Nissan NV350 Taxi which reported only 55 sales.

DISCLAIMER

PLEASE NOTE • Mercedes-Benz disaggregated sales volumes from October 2014 reflect estimates calculated from the aggregated volumes reported by MBSA. From Jan 2017 the disaggregated numbers are purified.
• Hyundai and Kia disaggregated sales volumes from July 2017 reflect estimates for Licensing Districts totals for the Dealer Channel.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLKSWAGEN SA	VW Polo	2 702	8.7%	2 218	7.1%
	VW Polo Vivo	2 044	6.6%	3 017	9.6%
	VW Tiguan	498	1.6%	370	1.2%
	VW Golf 7	451	1.4%	489	1.6%
	VW Polo Sedan	143	0.5%	223	0.7%
VOLKSWAGEN GROUP SA TOTAL		7 004	22.5%	7 630	24.4%
TOYOTA	TOYOTA Fortuner	1 006	3.2%	1 092	3.5%
	TOYOTA Etios	990	3.2%	1 233	3.9%
	TOYOTA Corolla Quest	727	2.3%	1 113	3.6%
	TOYOTA Corolla	561	1.8%	554	1.8%
	TOYOTA Yaris	557	1.8%	150	0.5%
TOYOTA TOTAL		4 965	15.9%	5 675	18.1%
FMC	FORD EcoSport	814	2.6%	644	2.1%
	FORD Figo	775	2.5%	271	0.9%
	FORD Fiesta	572	1.8%	1 054	3.4%
	FORD Focus	553	1.8%	649	2.1%
	FORD Everest	393	1.3%	440	1.4%
FMC TOTAL		3 260	10.5%	3 226	10.3%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	1 008	3.2%	388	1.2%
	HYUNDAI i20	493	1.6%	813	2.6%
	HYUNDAI Tucson	450	1.4%	514	1.6%
	HYUNDAI Creta	443	1.4%	173	0.6%
	HYUNDAI Elantra	167	0.5%	21	0.1%
HYUNDAI TOTAL		2 895	9.3%	2 789	8.9%
NISSAN	DATSON GO	583	1.9%	257	0.8%
	NISSAN Almera	344	1.1%	217	0.7%
	NISSAN Micra	315	1.0%	66	0.2%
	NISSAN X-Trail	284	0.9%	279	0.9%
	NISSAN Qashqai	278	0.9%	110	0.4%
NISSAN TOTAL		1 952	6.3%	1 147	3.7%
RENAULT	RENAULT Kwid	582	1.9%	399	1.3%
	RENAULT Clio IV	482	1.5%	286	0.9%
	RENAULT Sandero II	243	0.8%	681	2.2%
	RENAULT Captur	233	0.7%	116	0.4%
	RENAULT Duster	214	0.7%	128	0.4%
RENAULT TOTAL		1 756	5.6%	1 704	5.4%
MERCEDES-BENZ SA	MERCEDES C-Class	562	1.8%	630	2.0%
	MERCEDES GLC	257	0.8%	218	0.7%
	MERCEDES A-Class	181	0.6%	217	0.7%
	MERCEDES CLA	167	0.5%	167	0.5%
	MERCEDES GLA	115	0.4%	100	0.3%
MERCEDES-BENZ SA TOTAL		1 743	5.6%	1 869	6.0%
KIA SA	KIA Picanto	686	2.2%	449	1.4%
	KIA Rio	438	1.4%	361	1.2%
	KIA Sportage	202	0.6%	107	0.3%
	KIA Soul	15	0.0%	15	0.0%
	KIA Cerato	12	0.0%	56	0.2%
KIA TOTAL		1 368	4.4%	1 021	3.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
BMW GROUP	BMW 3-Series	506	1.6%	392	1.3%
	BMW X3	134	0.4%	80	0.3%
	BMW 1-Series	107	0.3%	164	0.5%
	BMW X5	89	0.3%	114	0.4%
	BMW 4-Series	72	0.2%	92	0.3%
BMW GROUP TOTAL		1 361	4.4%	1 562	5.0%
SUZUKI	SUZUKI Swift	493	1.6%	248	0.8%
	SUZUKI Ignis	213	0.7%	0	0.0%
	SUZUKI Celerio	137	0.4%	103	0.3%
	SUZUKI Baleno	134	0.4%	78	0.2%
	SUZUKI Jimny	92	0.3%	58	0.2%
SUZUKI TOTAL		1 176	3.8%	592	1.9%
MAZDA SA	MAZDA CX-5	363	1.2%	296	0.9%
	MAZDA CX-3	333	1.1%	288	0.9%
	MAZDA 3	243	0.8%	222	0.7%
	MAZDA 2	231	0.7%	230	0.7%
	MAZDA MX-5	3	0.0%	6	0.0%
MAZDA SA TOTAL		1 173	3.8%	1 042	3.3%
HONDA	HONDA Jazz	160	0.5%	96	0.3%
	HONDA Brio	135	0.4%	167	0.5%
	HONDA BR-V	124	0.4%	206	0.7%
	HONDA HR-V	112	0.4%	153	0.5%
	HONDA CR-V	110	0.4%	44	0.1%
HONDA TOTAL		761	2.4%	796	2.5%
JAGUAR LAND ROVER	L-R Discovery Sport	91	0.3%	69	0.2%
	L-R Range Rover Velar	88	0.3%	0	0.0%
	L-R Discovery	76	0.2%	65	0.2%
	L-R Range Rover Evoque	63	0.2%	46	0.1%
	JAGUAR F-PACE	52	0.2%	59	0.2%
JAGUAR LAND ROVER TOTAL		511	1.6%	389	1.2%
MAHINDRA	MAHINDRA XUV	46	0.1%	39	0.1%
	MAHINDRA TUV	44	0.1%	11	0.0%
	MAHINDRA KUV	39	0.1%	76	0.2%
	MAHINDRA Scorpio	27	0.1%	33	0.1%
	MAHINDRA Thar	14	0.0%	26	0.1%
MAHINDRA TOTAL		173	0.6%	194	0.6%
OPEL	OPEL Corsa	70	0.2%	72	0.2%
	OPEL MOKKA X	41	0.1%	115	0.4%
	OPEL Astra Hatch	28	0.1%	73	0.2%
	OPEL Crossland X	23	0.1%	0	0.0%
	OPEL Adam	10	0.0%	19	0.1%
OPEL TOTAL		172	0.6%	284	0.9%
PCSA	PEUGEOT 208	74	0.2%	19	0.1%
	PEUGEOT 3008	30	0.1%	0	0.0%
	PEUGEOT 2008	30	0.1%	3	0.0%
	PEUGEOT 308	0	0.0%	0	0.0%
	CITROEN C4 Cactus	0	0.0%	1	0.0%
PCSA TOTAL		134	0.4%	23	0.1%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
MITSUBISHI MOTORS SA	MITSUBISHI ASX	48	0.2%	92	0.3%
	MITSUBISHI Pajero Sport	35	0.1%	8	0.0%
	MITSUBISHI Pajero	31	0.1%	18	0.1%
	MITSUBISHI Outlander	5	0.0%	9	0.0%
	MITSUBISHI Mirage	0	0.0%	9	0.0%
	MITSUBISHI MOTORS SA TOTAL	119	0.4%	136	0.4%
VOLVO CARS	VOLVO XC90	44	0.1%	40	0.1%
	VOLVO V40	25	0.1%	42	0.1%
	VOLVO V40 CC	14	0.0%	14	0.0%
	VOLVO S60	8	0.0%	7	0.0%
	VOLVO XC60	7	0.0%	24	0.1%
	VOLVO CARS TOTAL	105	0.3%	143	0.5%
SUBARU	SUBARU XV	37	0.1%	32	0.1%
	SUBARU Forester	31	0.1%	40	0.1%
	SUBARU Outback	27	0.1%	6	0.0%
	SUBARU WRX	4	0.0%	1	0.0%
	SUBARU Impreza	2	0.0%	0	0.0%
	SUBARU TOTAL	101	0.3%	80	0.3%
PORSCHE	PORSCHE 911	34	0.1%	37	0.1%
	PORSCHE Cayenne	30	0.1%	36	0.1%
	PORSCHE Cayman	10	0.0%	9	0.0%
	PORSCHE Panamera	8	0.0%	3	0.0%
	PORSCHE Boxster	6	0.0%	8	0.0%
	PORSCHE TOTAL	91	0.3%	104	0.3%
GWM	GWM M4	69	0.2%	44	0.1%
	GWM H5	14	0.0%	0	0.0%
	GWM H6	0	0.0%	0	0.0%
GWM TOTAL		83	0.3%	44	0.1%
CHRYSLER SA	JEEP Grand Cherokee	27	0.1%	45	0.1%
	JEEP Renegade	26	0.1%	85	0.3%
	JEEP Wrangler	18	0.1%	28	0.1%
	JEEP Cherokee	8	0.0%	12	0.0%
	DODGE Journey	0	0.0%	6	0.0%
	CHRYSLER SA TOTAL	79	0.3%	176	0.6%
FIAT GROUP	FIAT 500	31	0.1%	41	0.1%
	FIAT Tipo	11	0.0%	0	0.0%
	ALFA Stelvio	8	0.0%	0	0.0%
	FIAT 500X	7	0.0%	9	0.0%
	ALFA Giulietta	6	0.0%	8	0.0%
	FIAT GROUP TOTAL	68	0.2%	75	0.2%
TATA	TATA Bolt	45	0.1%	55	0.2%
	TATA Indica Vista	5	0.0%	4	0.0%
	TATA Indica	2	0.0%	18	0.1%
	TATA Manza	0	0.0%	1	0.0%
	TATA TOTAL	52	0.2%	78	0.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2018

MANUFACTURER	TYPE	2018	SHARE	2017	SHARE	
MASERATI SOUTH AFRICA	MASERATI Levante	6	0.0%	11	0.0%	
	MASERATI Ghibli	5	0.0%	0	0.0%	
	MASERATI GranTurismo	1	0.0%	1	0.0%	
	MASERATI Quattroporte	0	0.0%	0	0.0%	
	MASERATI GranCabrio	0	0.0%	1	0.0%	
	MASERATI TOTAL	12	0.0%	13	0.0%	
SCUDERIA SOUTH AFRICA	FERRARI 812	7	0.0%	0	0.0%	
	FERRARI 488 Spider	3	0.0%	4	0.0%	
	FERRARI 488 GTB	1	0.0%	1	0.0%	
	FERRARI F12	0	0.0%	0	0.0%	
	FERRARI GTC4Lusso	0	0.0%	0	0.0%	
	SCUDERIA TOTAL	11	0.0%	7	0.0%	
JMC	LANDWIND X5	9	0.0%	7	0.0%	
JMC TOTAL		9	0.0%	7	0.0%	
BENTLEY	BENTLEY Bentayga	2	0.0%	3	0.0%	
	BENTLEY Continental	2	0.0%	4	0.0%	
	BENTLEY Mulsanne	1	0.0%	0	0.0%	
	BENTLEY Flying Spur	0	0.0%	0	0.0%	
	BENTLEY TOTAL	5	0.0%	7	0.0%	
	FAW	FAW Sirius	0	0.0%	11	0.0%
	FAW V2	0	0.0%	0	0.0%	
FAW TOTAL		0	0.0%	11	0.0%	
GMSA/ISUZU TRUCKS	CHEV Spark	0	0.0%	226	0.7%	
	CHEV Captiva	0	0.0%	85	0.3%	
	CHEV Trailblazer	0	0.0%	109	0.3%	
	CHEV Cruze	0	0.0%	38	0.1%	
	CHEV Sonic	0	0.0%	1	0.0%	
	GMSA TOTAL	0	0.0%	459	1.5%	
CHERY AUTO SA	CHERY QQ3	0	0.0%	24	0.1%	
	CHERY Tiggo	0	0.0%	7	0.0%	
	CHERY J2	0	0.0%	9	0.0%	
	CHERY J3	0	0.0%	0	0.0%	
	CHERY TOTAL	0	0.0%	40	0.1%	
	GRAND TOTAL	31 139	100.0%	31 323	100.0%	

TOP 5 SELLING PASSENGER CARS FOR FEBRUARY 2018

TYPE	2018	2018 SHARE
VW Polo	2 702	8.7%
VW Polo Vivo Hatch/Sedan	2 044	6.6%
HYUNDAI Grand i10	1 008	3.2%
TOYOTA Fortuner	1 006	3.2%
TOYOTA Etios	990	3.2%
	31 139	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR FEBRUARY 2018

TYPE	2018	2018 SHARE
TOYOTA Hilux	3 369	25.5%
FORD Ranger	2 253	17.1%
NISSAN NP200	1 680	12.7%
TOYOTA Quantum	1 361	10.3%
ISUZU KB	1 216	9.2%
	13 191	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR FEBRUARY 2018					
SEGMENT	TYPE	2018	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 680	12.7%	1 315	9.0%
	CHANGAN Star III	6	0.0%	0	0.0%
	CHANGAN Star II	0	0.0%	0	0.0%
	CHEV Utility	0	0.0%	833	5.7%
SUB ONE-TON TOTAL		1 686	12.8%	2 148	14.7%
ABOVE ONE-TON DCAB	FORD Ranger	1 417	10.7%	2 097	14.3%
	TOYOTA Hilux	1 372	10.4%	1 106	7.6%
	ISUZU KB	430	3.3%	365	2.5%
	NISSAN NP300	271	2.1%	314	2.1%
	VW Amarok	162	1.2%	99	0.7%
ABOVE ONE-TON DCAB TOTAL		4 074	30.9%	4 489	30.7%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 387	10.5%	1 535	10.5%
	ISUZU KB	710	5.4%	560	3.8%
	NISSAN NP300	619	4.7%	1 144	7.8%
	FORD Ranger	333	2.5%	487	3.3%
	HYUNDAI H100 Bakkie	256	1.9%	385	2.6%
ABOVE ONE-TON SCAB TOTAL		4 244	32.2%	4 896	33.5%
ABOVE ONE-TON XCAB	TOYOTA Hilux	610	4.6%	445	3.0%
	FORD Ranger	503	3.8%	329	2.2%
	ISUZU KB	76	0.6%	132	0.9%
	TATA Xenon	0	0.0%	0	0.0%
	MAZDA BT-50	0	0.0%	9	0.1%
ABOVE ONE-TON XCAB TOTAL		1 189	9.0%	915	6.3%
MINIBUS	TOYOTA Quantum	1 296	9.8%	1 377	9.4%
	VW Caddy	137	1.0%	125	0.9%
	NISSAN NV350 Taxi	55	0.4%	208	1.4%
	VW Transporter Cr-Bus	26	0.2%	30	0.2%
	FORD Tourneo Custom	22	0.2%	36	0.2%
MINIBUS TOTAL		1 536	11.6%	1 776	12.1%
PANEL VAN	FORD Transit Custom	83	0.6%	53	0.4%
	VW Caddy	71	0.5%	103	0.7%
	TOYOTA Quantum	65	0.5%	74	0.5%
	FIAT Fiorino	53	0.4%	12	0.1%
	VW Polo Vivo	34	0.3%	27	0.2%
PANEL VAN TOTAL		462	3.5%	404	2.8%
GRAND TOTAL		13 191	100.0%	14 628	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FEBRUARY 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSSES)			
MANUFACTURER	CATEGORY	2018	SHARE
VOLVO GROUP SOUTHERN AFRICA	HCV	73	3.8%
	XHV	293	15.1%
	BUS	1	0.1%
VOLVO TRUCKS TOTAL		367	18.9%
MERCEDES-BENZ SA	MCV	122	6.3%
	HCV	33	1.7%
	XHV	187	9.7%
	BUS	15	0.8%
MERCEDES-BENZ SA TOTAL		357	18.4%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FEBRUARY 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSSES)			
MANUFACTURER	CATEGORY	2018	SHARE
ISUZU MOTORS SA	MCV	168	8.7%
	HCV	105	5.4%
	XHV	20	1.0%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		293	15.1%
TOYOTA HINO	MCV	119	6.1%
	HCV	79	4.1%
	XHV	15	0.8%
HINO TOTAL		213	11.0%
SCANIA	XHV	140	7.2%
	BUS	30	1.5%
SCANIA TOTAL		170	8.8%
MAN	HCV	13	0.7%
	XHV	95	4.9%
	BUS	35	1.8%
MAN TOTAL		143	7.4%
IVECO	MCV	55	2.8%
	HCV	3	0.2%
	XHV	31	1.6%
	BUS	0	0.0%
IVECO TOTAL		89	4.6%
FAW	HCV	55	2.8%
	XHV	32	1.7%
FAW TOTAL		87	4.5%
TATA	MCV	25	1.3%
	HCV	38	2.0%
	XHV	10	0.5%
	BUS	0	0.0%
TATA TOTAL		73	3.8%
HYUNDAI MOTORS SA	MCV	35	1.8%
HYUNDAI TOTAL		35	1.8%
POWERSTAR	HCV	5	0.3%
	XHV	29	1.5%
POWERSTAR TOTAL		34	1.8%
VOLKSWAGEN GROUP SA	MCV	30	1.5%
VOLKSWAGEN GROUP SA TOTAL		30	1.5%
BABCOCK	HCV	0	0.0%
	XHV	21	1.1%
BABCOCK TOTAL		21	1.1%
JMC	MCV	10	0.5%
JMC TOTAL		10	0.5%
FMC	MCV	8	0.4%
FMC TOTAL		8	0.4%
PCSA	MCV	4	0.2%
PCSA TOTAL		4	0.2%
VECV SOUTH AFRICA	MCV	2	0.1%
VECV TOTAL		2	0.1%
FIAT GROUP	MCV	1	0.1%
FIAT GROUP TOTAL		1	0.1%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		1 937	100.0%