

South African Vehicle Sales Figures at the End of March 2018

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MARCH 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 736	8.5%	2 383	7.7%
	HYUNDAI Grand i10	1 032	3.2%	265	0.9%
	RENAULT Kwid	856	2.7%	370	1.2%
	KIA Picanto	789	2.5%	415	1.3%
	TOYOTA Etios	696	2.2%	859	2.8%
ENTRY CARS TOTAL		8 481	26.4%	6 507	21.0%
SUB-SMALL	VW Polo	1 960	6.1%	1 783	5.7%
	TOYOTA Yaris	664	2.1%	155	0.5%
	FORD Fiesta	477	1.5%	1041	3.4%
	RENAULT Clio IV	422	1.3%	261	0.8%
	NISSAN Micra	396	1.2%	26	0.1%
SUB-SMALL TOTAL		5 423	16.9%	5 251	16.9%
SMALL	TOYOTA Corolla Quest	738	2.3%	889	2.9%
	TOYOTA Corolla	430	1.3%	585	1.9%
	NISSAN Almera	403	1.3%	183	0.6%
	VW Golf 7	381	1.2%	549	1.8%
	FORD Focus	286	0.9%	329	1.1%
SMALL TOTAL		4 325	13.5%	4 910	15.8%
MEDIUM	MERCEDES C-Class	704	2.2%	735	2.4%
	BMW 3-Series	506	1.6%	498	1.6%
	AUDI A4	110	0.3%	194	0.6%
	BMW 4-Series	80	0.2%	84	0.3%
	MERCEDES AMG C	35	0.1%	67	0.2%
MEDIUM TOTAL		1 485	4.6%	1 713	5.5%
LARGE	BMW 5-Series	87	0.3%	126	0.4%
	MERCEDES E-Class	76	0.2%	97	0.3%
	AUDI A5 Sportback	31	0.1%	24	0.1%
	AUDI A5 Coupe/Cabriolet	24	0.1%	13	0.0%
	MERCEDES AMG E	10	0.0%	1	0.0%
LARGE TOTAL		256	0.8%	330	1.1%
LUXURY	PORSCHE Panamera	11	0.0%	5	0.0%
	BMW 6-Series	7	0.0%	12	0.0%
	BMW 7-Series	5	0.0%	37	0.1%
	VOLVO S90	5	0.0%	5	0.0%
	MERCEDES AMG S	3	0.0%	5	0.0%
LUXURY TOTAL		41	0.1%	84	0.3%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MARCH 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
MPV	TOYOTA Avanza	425	1.3%	337	1.1%
	MERCEDES V-Class	69	0.2%	54	0.2%
	VW Kombi	57	0.2%	56	0.2%
	HYUNDAI H1	54	0.2%	84	0.3%
	SUZUKI Ertiga	53	0.2%	38	0.1%
MPV TOTAL		795	2.5%	879	2.8%
SUV	TOYOTA Fortuner	1 274	4.0%	1 312	4.2%
	FORD Everest	559	1.7%	577	1.9%
	VW Tiguan	525	1.6%	442	1.4%
	TOYOTA RAV	463	1.4%	640	2.1%
	NISSAN X-Trail	444	1.4%	478	1.5%
SUV TOTAL		6 921	21.5%	7 293	23.5%
SPORT AND EXOTICS	FORD Mustang	56	0.2%	77	0.2%
	PORSCHE 911	47	0.1%	16	0.1%
	PORSCHE Cayman	18	0.1%	12	0.0%
	MERCEDES C-Class	15	0.0%	25	0.1%
	PORSCHE Boxster	15	0.0%	13	0.0%
SPORT AND EXOTICS TOTAL		216	0.7%	224	0.7%
CROSSOVER	FORD EcoSport	813	2.5%	758	2.4%
	NISSAN Qashqai	489	1.5%	133	0.4%
	HYUNDAI Creta	413	1.3%	672	2.2%
	MAZDA CX-3	349	1.1%	280	0.9%
	SUZUKI Ignis	290	0.9%	0	0.0%
CROSSOVER TOTAL		4 212	13.1%	3 841	12.4%
GRAND TOTAL		32 155		31 032	



The latest Volkswagen Polo Vivo has proved an instant sales success in South Africa - as expected with its chart-topping performance for the past seven years. Sales of 2 736 units in March 2018 equated to 8.5% of the local passenger car market and this share was 0.8% higher than in March 2017.

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 MARCH 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 736	8.5%	2 383	7.7%
	VW Polo	1 960	6.1%	1 783	5.7%
	VW Tiguan	525	1.6%	442	1.4%
	VW Golf 7	381	1.2%	549	1.8%
	VW Polo Sedan	161	0.5%	176	0.6%
VOLKSWAGEN GROUP SA TOTAL		6 991	21.7%	6 828	22.0%
TOYOTA	TOYOTA Fortuner	1 274	4.0%	1 312	4.2%
	TOYOTA Corolla Quest	738	2.3%	889	2.9%
	TOYOTA Etios	696	2.2%	859	2.8%
	TOYOTA Yaris	664	2.1%	155	0.5%
	TOYOTA RAV	463	1.4%	640	2.1%
TOYOTA TOTAL		5 261	16.4%	5 683	18.3%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	1 032	3.2%	265	0.9%
	HYUNDAI i10	516	1.6%	232	0.7%
	HYUNDAI Creta	413	1.3%	672	2.2%
	HYUNDAI Tucson	400	1.2%	432	1.4%
	HYUNDAI Accent	143	0.4%	210	0.7%
HYUNDAI TOTAL		27 62	8.6%	2 527	8.1%
FMC	FORD EcoSport	813	2.5%	758	2.4%
	FORD Everest	559	1.7%	577	1.9%
	FORD Fiesta	477	1.5%	1041	3.4%
	FORD Figo	370	1.2%	250	0.8%
	FORD Focus	286	0.9%	329	1.1%
FMC TOTAL		2 680	8.3%	3 079	9.9%
NISSAN	DATSUN GO	610	1.9%	288	0.9%
	NISSAN Qashqai	489	1.5%	133	0.4%
	NISSAN X-Trail	444	1.4%	478	1.5%
	NISSAN Almera	403	1.3%	183	0.6%
	NISSAN Micra	396	1.2%	26	0.1%
NISSAN TOTAL		2 411	7.5%	1 296	4.2%
RENAULT	RENAULT Kwid	856	2.7%	370	1.2%
	RENAULT Clio IV	422	1.3%	261	0.8%
	RENAULT Sandero II	294	0.9%	461	1.5%
	RENAULT Duster	186	0.6%	176	0.6%
	RENAULT Captur	120	0.4%	81	0.3%
RENAULT TOTAL		1 881	5.8%	1 431	4.6%
MERCEDES-BENZ SA	MERCEDES C-Class	719	2.2%	760	2.4%
	MERCEDES GLC	236	0.7%	251	0.8%
	MERCEDES A-Class	186	0.6%	239	0.8%
	MERCEDES CLA	132	0.4%	191	0.6%
	MERCEDES GLA	121	0.4%	120	0.4%
MERCEDES-BENZ SA TOTAL		1 838	5.7%	2 216	7.1%
BMW GROUP	BMW 3-Series	506	1.6%	498	1.6%
	BMW X1	224	0.7%	189	0.6%
	BMW X5	171	0.5%	188	0.6%
	BMW 1-Series	169	0.5%	208	0.7%
	BMW 2-Series	103	0.3%	161	0.5%
BMW GROUP TOTAL		1 713	5.3%	1 913	6.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
KIA SA	KIA Picanto	789	2.5%	415	1.3%
	KIA Rio	355	1.1%	303	1.0%
	KIA Sportage	181	0.6%	125	0.4%
	KIA Soul	29	0.1%	23	0.1%
	KIA Cerato	28	0.1%	44	0.1%
KIA TOTAL		1 404	4.4%	961	3.1%
MAZDA SA	MAZDA CX-5	378	1.2%	332	1.1%
	MAZDA CX-3	349	1.1%	280	0.9%
	MAZDA 3	240	0.7%	226	0.7%
	MAZDA 2	174	0.5%	192	0.6%
	MAZDA MX-5	7	0.0%	10	0.0%
MAZDA SA TOTAL		1 148	3.6%	1 040	3.4%
SUZUKI	SUZUKI Ignis	290	0.9%	0	0.0%
	SUZUKI Swift	279	0.9%	262	0.8%
	SUZUKI Jimny	115	0.4%	108	0.3%
	SUZUKI Baleno	90	0.3%	89	0.3%
	SUZUKI Celerio	78	0.2%	79	0.3%
SUZUKI TOTAL		1 011	3.1%	648	2.1%
HONDA	HONDA BR-V	277	0.9%	125	0.4%
	HONDA Jazz	199	0.6%	151	0.5%
	HONDA HR-V	122	0.4%	152	0.5%
	HONDA CR-V	114	0.4%	19	0.1%
	HONDA Ballade	104	0.3%	85	0.3%
HONDA TOTAL		942	2.9%	791	2.5%
JAGUAR LAND ROVER	L-R Range Rover Sport	147	0.5%	98	0.3%
	JAGUAR E-PACE	136	0.4%	0	0.0%
	L-R Discovery	94	0.3%	103	0.3%
	L-R Discovery Sport	81	0.3%	110	0.4%
	L-R Range Rover Velar	72	0.2%	0	0.0%
JAGUAR LAND ROVER TOTAL		649	2.0%	539	1.7%
OPEL	OPEL Corsa	122	0.4%	98	0.3%
	OPEL MOKKA X	49	0.2%	0	0.0%
	OPEL Astra Hatch	20	0.1%	23	0.1%
	OPEL Crossland X	19	0.1%	145	0.5%
	OPEL Adam	15	0.0%	109	0.4%
OPEL TOTAL		225	0.7%	387	1.2%
MAHINDRA	MAHINDRA KUV	66	0.2%	74	0.2%
	MAHINDRA XUV	64	0.2%	46	0.1%
	MAHINDRA TUV	37	0.1%	41	0.1%
	MAHINDRA Scorpio	23	0.1%	42	0.1%
	MAHINDRA Thar	19	0.1%	25	0.1%
MAHINDRA TOTAL		209	0.6%	239	0.8%
CHRYSLER SA	JEEP Grand Cherokee	66	0.2%	45	0.1%
	JEEP Wrangler	65	0.2%	41	0.1%
	JEEP Renegade	55	0.2%	94	0.3%
	DODGE Journey	0	0.0%	6	0.0%
CHRYSLER SA TOTAL		195	0.6%	210	0.7%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLVO CARS	VOLVO V40	46	0.1%	48	0.2%
	VOLVO XC90	39	0.1%	44	0.1%
	VOLVO XC40	15	0.0%	0	0.0%
	VOLVO V40 CC	15	0.0%	17	0.1%
	VOLVO V90 CC	8	0.0%	0	0.0%
VOLVO CARS TOTAL		143	0.4%	177	0.6%
PORSCHE	PORSCHE 911	47	0.1%	16	0.1%
	PORSCHE Cayenne	31	0.1%	52	0.2%
	PORSCHE Macan	19	0.1%	16	0.1%
	PORSCHE Cayman	18	0.1%	12	0.0%
	PORSCHE Boxster	15	0.0%	13	0.0%
PORSCHE TOTAL		141	0.4%	114	0.4%
PCSA	PEUGEOT 208	43	0.1%	17	0.1%
	PEUGEOT 2008	33	0.1%	13	0.0%
	PEUGEOT 3008	30	0.1%	0	0.0%
	PEUGEOT 308	0	0.0%	0	0.0%
	CITROEN C4 Cactus	0	0.0%	0	0.0%
PCSA TOTAL		106	0.3%	30	0.1%
SUBARU	SUBARU XV	40	0.1%	26	0.1%
	SUBARU Forester	21	0.1%	52	0.2%
	SUBARU Impreza	21	0.1%	0	0.0%
	SUBARU Outback	11	0.0%	12	0.0%
	SUBARU WRX	6	0.0%	0	0.0%
SUBARU TOTAL		100	0.3%	90	0.3%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	46	0.1%	51	0.2%
	MITSUBISHI Pajero Sport	24	0.1%	16	0.1%
	MITSUBISHI Pajero	21	0.1%	20	0.1%
	MITSUBISHI Outlander	3	0.0%	7	0.0%
	MITSUBISHI Mirage	1	0.0%	11	0.0%
MITSUBISHI MOTORS SA TOTAL		95	0.3%	105	0.3%
FIAT GROUP	FIAT 500	28	0.1%	44	0.1%
	FIAT Tipo	20	0.1%	0	0.0%
	FIAT 500X	16	0.0%	9	0.0%
	FIAT Panda	12	0.0%	0	0.0%
	ALFA Stelvio	4	0.0%	0	0.0%
FIAT GROUP TOTAL		91	0.3%	91	0.3%
GWM TOTAL	GWM M4	49	0.2%	80	0.3%
	GWM H5	10	0.0%	0	0.0%
	GWM H6	0	0.0%	0	0.0%
GWM TOTAL		59	0.2%	80	0.3%
TATA	TATA Bolt	45	0.1%	59	0.2%
	TATA Indica Vista	2	0.0%	5	0.0%
	TATA B-Line	1	0.0%	0	0.0%
	TATA Manza	0	0.0%	1	0.0%
	TATA Indica	0	0.0%	35	0.1%
TATA TOTAL		48	0.1%	100	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
JMC	LANDWIND X5	23	0.1%	8	0.0%
JMC TOTAL		23	0.1%	8	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	6	0.0%	3	0.0%
	FERRARI 812	3	0.0%	0	0.0%
	FERRARI 488 GTB	2	0.0%	3	0.0%
	FERRARI F12	0	0.0%	0	0.0%
	FERRARI GTC4Lusso	0	0.0%	0	0.0%
SCUDERIA TOTAL		11	0.0%	13	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	9	0.0%	12	0.0%
	MASERATI GranTurismo	1	0.0%	0	0.0%
	MASERATI Ghibli	0	0.0%	1	0.0%
	MASERATI Quattroporte	0	0.0%	2	0.0%
	MASERATI GranCabrio	0	0.0%	0	0.0%
MASERATI TOTAL		10	0.0%	15	0.0%
BENTLEY	BENTLEY Bentayga	6	0.0%	2	0.0%
	BENTLEY Continental	2	0.0%	2	0.0%
	BENTLEY Mulsanne	0	0.0%	0	0.0%
	BENTLEY Flying Spur	0	0.0%	0	0.0%
BENTLEY TOTAL		8	0.0%	4	0.0%
GMSA/ISUZU TRUCKS	CHEV Spark	0	0.0%	125	0.4%
	CHEV Captiva	0	0.0%	64	0.2%
	CHEV Trailblazer	0	0.0%	146	0.5%
	CHEV Cruze	0	0.0%	49	0.2%
	CHEV Sonic	0	0.0%	0	0.0%
GMSA TOTAL		0	0.0%	384	1.2%
CHERY AUTO SA	CHERY J2	0	0.0%	11	0.0%
	CHERY Tiggo	0	0.0%	4	0.0%
	CHERY QQ3	0	0.0%	15	0.0%
	CHERY J3	0	0.0%	0	0.0%
CHERY TOTAL		0	0.0%	30	0.1%
FAW	FAW Sirius	0	0.0%	0	0.0%
	FAW V2	0	0.0%	3	0.0%
FAW TOTAL		0	0.0%	3	0.0%
GRAND TOTAL		32 155	100.0%	31 032	100.0%

TOP 5 SELLING PASSENGER CARS FOR MARCH 2018		
TYPE	2018	2018 SHARE
VW Polo Vivo Hatch/Sedan	2 736	8.5%
VW Polo	1 960	6.1%
TOYOTA Fortuner	1 274	4.0%
HYUNDAI Grand i10	1 032	3.2%
RENAULT Kwid	856	2.7%
		32 155

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR MARCH 2018		
TYPE	2018	2018 SHARE
TOYOTA Hilux	3 825	26.0%
FORD Ranger	2 753	18.7%
NISSAN NP200	1 562	10.6%
TOYOTA Quantum	1 540	10.5%
ISUZU KB	1 272	8.6%
		14 719

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR MARCH 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
SUB ONE-TON	NISSAN NP200	1 562	10.6%	1 292	8.6%
	CHANGAN Star III	7	0.0%	0	0.0%
	CHANGAN Star II	0	0.0%	0	0.0%
	CHEV Utility	0	0.0%	840	5.6%
SUB ONE-TON TOTAL		1 569	10.7%	2 132	14.2%
ABOVE ONE-TON DCAB	FORD Ranger	1 943	13.2%	2 297	15.3%
	TOYOTA Hilux	1 685	11.4%	1 462	9.7%
	ISUZU KB	544	3.7%	454	3.0%
	NISSAN Navara	447	3.0%	304	2.0%
	NISSAN NP300	257	1.7%	364	2.4%
ABOVE ONE-TON DCAB TOTAL		5 483	37.3%	5 339	35.5%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 570	10.7%	1 585	10.5%
	FORD Ranger	810	5.5%	601	4.0%
	ISUZU KB	631	4.3%	582	3.9%
	NISSAN NP300	346	2.4%	751	5.0%
	HYUNDAI H100 Bakkie	285	1.9%	310	2.1%
ABOVE ONE-TON SCAB TOTAL		4 559	31.0%	4 644	30.9%
ABOVE ONE-TON XCAB	TOYOTA Hilux	570	3.9%	400	2.7%
	ISUZU KB	97	0.7%	120	0.8%
	MAZDA BT-50	0	0.0%	5	0.0%
	TATA Xenon	0	0.0%	0	0.0%
	FORD Ranger	0	0.0%	336	2.2%
ABOVE ONE-TON XCAB TOTAL		667	4.5%	861	5.7%
MINIBUS	TOYOTA Quantum	1 498	10.2%	1 204	8.0%
	VW Caddy	184	1.3%	160	1.1%
	NISSAN NV350 Taxi	184	1.3%	202	1.3%
	VW Transporter Cr-Bus	39	0.3%	39	0.3%
	FORD Tourneo Custom	26	0.2%	63	0.4%
MINIBUS TOTAL		1 931	13.1%	1 668	11.1%
PANEL VAN	FORD Transit Custom	101	0.7%	34	0.2%
	FIAT Fiorino	72	0.5%	15	0.1%
	VW Caddy	69	0.5%	91	0.6%
	NISSAN NV200	45	0.3%	27	0.2%
	TOYOTA Quantum	42	0.3%	35	0.2%
PANEL VAN TOTAL		510	3.5%	402	2.7%
GRAND TOTAL		14 719	100.0%	15 046	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MARCH 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2018	SHARE
MERCEDES-BENZ SA	MCV	184	7.8%
	HCV	49	2.1%
	XHV	267	11.3%
	BUS	22	0.9%
MERCEDES-BENZ SA TOTAL		522	22.1%
TOYOTA HINO	MCV	234	9.9%
	HCV	101	4.3%
	XHV	36	1.5%
HINO TOTAL		371	15.7%
VOLVO GROUP SOUTHERN AFRICA	HCV	62	2.6%
	XHV	286	12.1%
	BUS	3	0.1%
VOLVO TRUCKS TOTAL		351	14.9%
ISUZU MOTORS SA	MCV	154	6.5%
	HCV	126	5.3%
	XHV	27	1.1%
	BUS	1	0.0%
ISUZU MOTORS SA TOTAL		308	13.1%
SCANIA	XHV	156	6.6%
	BUS	30	1.3%
SCANIA TOTAL		186	7.9%
MAN	HCV	4	0.2%
	XHV	139	5.9%
	BUS	37	1.6%
MAN TOTAL		180	7.6%
IVECO	MCV	64	2.7%
	HCV	5	0.2%
	XHV	49	2.1%
	BUS	0	0.0%
IVECO TOTAL		118	5.0%
FAW	HCV	68	2.9%
	XHV	28	1.2%
FAW TOTAL		96	4.1%
TATA	MCV	33	1.4%
	HCV	36	1.5%
	XHV	21	0.9%
	BUS	0	0.0%
TATA TOTAL		90	3.8%
BABCOCK	HCV	0	0.0%
	XHV	41	1.7%
BABCOCK TOTAL		41	1.7%
POWERSTAR	HCV	0	0.0%
	XHV	34	1.4%
POWERSTAR TOTAL		34	1.4%
VOLKSWAGEN GROUP SA	MCV	18	0.8%
VOLKSWAGEN GROUP SA TOTAL		18	0.8%
JMC	MCV	12	0.5%
JMC TOTAL		12	0.5%
HYUNDAI MOTORS SA	MCV	10	0.4%
HYUNDAI TOTAL		10	0.4%
FMC	MCV	7	0.3%
FMC TOTAL		7	0.3%
VECV SOUTH AFRICA	MCV	7	0.3%
VECV TOTAL		7	0.3%
PCSA	MCV	6	0.3%
PCSA TOTAL		6	0.3%
FIAT GROUP	MCV	1	0.0%
FIAT GROUP TOTAL		1	0.0%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		2 358	100.0%