

South African Vehicle Sales Figures at the End of October 2018

TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	3 009	8.6%	2851	8.1%
	HYUNDAI Grand i10	900	2.6%	366	1.0%
	TOYOTA Etios	885	2.5%	2 059	5.8%
	FORD Figo	840	2.4%	473	1.3%
	KIA Picanto	781	2.2%	1 020	2.9%
ENTRY CARS TOTAL		8 755	25.0%	9 325	26.4%
SUB-SMALL	VW Polo	2 408	6.9%	1 746	4.9%
	TOYOTA Yaris	1 729	4.9%	88	0.2%
	FORD Fiesta	888	2.5%	855	2.4%
	HYUNDAI i20	655	1.9%	640	1.8%
	SUZUKI Swift	494	1.4%	314	0.9%
SUB-SMALL TOTAL		8 489	24.2%	6 593	18.7%
SMALL	TOYOTA Corolla Quest	1 879	5.4%	1 450	4.1%
	NISSAN Almera	542	1.5%	431	1.2%
	VW Golf 7	304	0.9%	676	1.9%
	TOYOTA Corolla	280	0.8%	654	1.9%
MAZDA 3	268	0.8%	262	0.7%	
SMALL TOTAL		4 725	13.5%	5 416	15.3%
MEDIUM	MERCEDES C-Class	442	1.3%	579	1.6%
	BMW 3-Series	431	1.2%	328	0.9%
	AUDI A4	122	0.3%	151	0.4%
	BMW 4-Series	82	0.2%	87	0.2%
MERCEDES AMG C	38	0.1%	22	0.1%	
MEDIUM TOTAL		1 184	3.4%	1 233	3.5%
LARGE	MERCEDES E-Class	75	0.2%	62	0.2%
	BMW 5-Series	66	0.2%	73	0.2%
	AUDI A5 Sportback	42	0.1%	35	0.1%
	AUDI A5 Coupe/Cabriolet	27	0.1%	28	0.1%
	AUDI A6	11	0.0%	11	0.0%
LARGE TOTAL		248	0.7%	244	0.7%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
LUXURY	PORSCHE Panamera	17	0.0%	9	0.0%
	BMW 7-Series	16	0.0%	15	0.0%
	BMW 6-Series	5	0.0%	3	0.0%
	MERCEDES S-Class	3	0.0%	2	0.0%
	MERCEDES CLS	2	0.0%	0	0.0%
LUXURY TOTAL		44	0.1%	66	0.2%
MPV	TOYOTA Avanza	615	1.8%	659	1.9%
	VW Kombi	278	0.8%	157	0.4%
	HYUNDAI H1	268	0.8%	344	1.0%
	DATSUN GO+	249	0.7%	202	0.6%
	MERCEDES V-Class	72	0.2%	49	0.1%
MPV TOTAL		1 673	4.8%	1 673	4.7%
SUV	TOYOTA Fortuner	1 178	3.4%	1 337	3.8%
	VW Tiguan	684	2.0%	336	1.0%
	MAZDA CX-5	383	1.1%	283	0.8%
	TOYOTA RAV	363	1.0%	916	2.6%
	FORD Everest	350	1.0%	593	1.7%
SUV TOTAL		6 029	17.2%	6 876	19.5%
SPORT AND EXOTICS	FORD Mustang	72	0.2%	61	0.2%
	PORSCHE 911	56	0.2%	26	0.1%
	MERCEDES C-Class	15	0.0%	17	0.0%
	PORSCHE Cayman	15	0.0%	9	0.0%
	JAGUAR F-Type	12	0.0%	18	0.1%
SPORT AND EXOTICS TOTAL		216	0.6%	189	0.5%
CROSSOVER	FORD EcoSport	561	1.6%	1047	3.0%
	TOYOTA RUSH	447	1.3%	0	0.0%
	HYUNDAI Creta	324	0.9%	395	1.1%
	MAZDA CX-3	313	0.9%	294	0.8%
	TOYOTA C-HR	251	0.7%	170	0.5%
CROSSOVER TOTAL		3 670	10.5%	3 693	10.5%
GRAND TOTAL		35 033		35 308	



The Volkswagen duo of the Polo Vivo and Polo continue to dominate passenger car sales in South Africa. In October, they shared 15.5% of the total car market – 8.6% for the Vivo (pictured left is the newly-released, extended MAXX variant) and 6.9% for the new Polo. The Vivo model range sold 3 009 units in October and the Polo 2 408.

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.
 - Currently BMW and Porsche are also reporting only aggregated data.
 - Split volumes are based on historical trends and forecasting techniques.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLKSWAGEN SA	VW Polo Vivo	3 009	8.6%	2 851	8.1%
	VW Polo	2 408	6.9%	1 746	4.9%
	VW Tiguan	684	2.0%	336	1.0%
	VW Polo Sedan	416	1.2%	173	0.5%
	VW Golf 7	304	0.9%	676	1.9%
VOLKSWAGEN GROUP SA TOTAL		8 360	23.9%	7 289	20.6%
TOYOTA	TOYOTA Corolla Quest	1 879	5.4%	1 450	4.1%
	TOYOTA Yaris	1 729	4.9%	88	0.2%
	TOYOTA Fortuner	1 178	3.4%	1 337	3.8%
	TOYOTA Etios	885	2.5%	2 059	5.8%
	TOYOTA Avanza	615	1.8%	659	1.9%
TOYOTA TOTAL		7 992	22.8%	7 736	21.9%
FMC	FORD Fiesta	888	2.5%	855	2.4%
	FORD Figo	840	2.4%	473	1.3%
	FORD EcoSport	561	1.6%	1 047	3.0%
	FORD Everest	350	1.0%	593	1.7%
	FORD Mustang	72	0.2%	61	0.2%
FMC TOTAL		2 788	8.0%	3 390	9.6%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	900	2.6%	366	1.0%
	HYUNDAI i20	655	1.9%	640	1.8%
	HYUNDAI Creta	324	0.9%	395	1.1%
	HYUNDAI H1	268	0.8%	344	1.0%
	HYUNDAI Tucson	264	0.8%	522	1.5%
HYUNDAI TOTAL		2 753	7.9%	3 115	8.8%
RENAULT	RENAULT Sandero II	750	2.1%	442	1.3%
	RENAULT Kwid	733	2.1%	511	1.4%
	RENAULT Clio IV	476	1.4%	696	2.0%
	RENAULT Duster	267	0.8%	127	0.4%
	RENAULT Captur	99	0.3%	229	0.6%
RENAULT TOTAL		2 362	6.7%	2 147	6.1%
NISSAN	NISSAN Almera	542	1.5%	431	1.2%
	DATSUN GO	310	0.9%	528	1.5%
	DATSUN GO+	249	0.7%	202	0.6%
	NISSAN Micra 5	230	0.7%	0	0.0%
	NISSAN Micra	215	0.6%	324	0.9%
NISSAN TOTAL		1 921	5.5%	2 211	6.3%
BMW GROUP	BMW 3-Series	431	1.2%	328	0.9%
	BMW 1-Series	137	0.4%	173	0.5%
	BMW X3	119	0.3%	67	0.2%
	BMW X1	109	0.3%	127	0.4%
	BMW 2-Series	87	0.2%	170	0.5%
BMW GROUP TOTAL		1 382	3.9%	1 341	3.8%
MERCEDES-BENZ SA	MERCEDES C-Class	457	1.3%	596	1.7%
	MERCEDES GLC	170	0.5%	232	0.7%
	MERCEDES GLA	118	0.3%	86	0.2%
	MERCEDES A-Class	110	0.3%	140	0.4%
	MERCEDES CLA	95	0.3%	87	0.2%
MERCEDES-BENZ SA TOTAL		1 347	3.8%	1 516	4.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
KIA SA PCSA	KIA PICANTO	781	2.2%	1 020	2.9%
	KIA Rio	301	0.9%	843	2.4%
	KIA Sportage	125	0.4%	161	0.5%
	KIA Sorento	33	0.1%	13	0.0%
	KIA Soul	11	0.0%	21	0.1%
	KIA TOTAL		1 266	3.6%	2 111
MAZDA SA PCSA	MAZDA CX-5	383	1.1%	283	0.8%
	MAZDA CX-3	313	0.9%	294	0.8%
	MAZDA 3	268	0.8%	262	0.7%
	MAZDA 2	214	0.6%	214	0.6%
	MAZDA MX-5	2	0.0%	6	0.0%
MAZDA SA TOTAL		1 180	3.4%	1 059	3.0%
SUZUKI	SUZUKI Swift	494	1.4%	314	0.9%
	SUZUKI Ignis	181	0.5%	129	0.4%
	SUZUKI Celerio	148	0.4%	146	0.4%
	SUZUKI Baleno	72	0.2%	98	0.3%
	SUZUKI Ertiga	65	0.2%	49	0.1%
SUZUKI TOTAL		1 103	3.1%	893	2.5%
HONDA	HONDA BR-V	144	0.4%	95	0.3%
	HONDA Jazz	96	0.3%	74	0.2%
	HONDA CR-V	66	0.2%	93	0.3%
	HONDA HR-V	60	0.2%	105	0.3%
	HONDA Brio	53	0.2%	91	0.3%
HONDA TOTAL		503	1.4%	570	1.6%
JAGUAR LAND ROVER	L-R Range Rover Sport	99	0.3%	82	0.2%
	JAGUAR E-PACE	73	0.2%	0	0.0%
	L-R Discovery Sport	42	0.1%	48	0.1%
	L-R Discovery	41	0.1%	86	0.2%
	L-R Range Rover Velar	36	0.1%	165	0.5%
JAGUAR LAND ROVER TOTAL		401	1.1%	537	1.5%
OPEL	OPEL Corsa	102	0.3%	77	0.2%
	OPEL Grandland X	82	0.2%	0	0.0%
	OPEL MOKKA X	66	0.2%	83	0.2%
	OPEL Crossland X	61	0.2%	0	0.0%
	OPEL Astra Hatch	57	0.2%	36	0.1%
OPEL TOTAL		398	1.1%	215	0.6%
ISUZU MOTORS SA	ISUZU MU-X	259	0.7%	0	0.0%
ISUZU MOTORS SA TOTAL		259	0.7%	0	0.0%
VOLVO CARS	VOLVO XC40	85	0.2%	0	0.0%
	VOLVO XC60	67	0.2%	40	0.1%
	VOLVO XC90	24	0.1%	19	0.1%
	VOLVO V40	18	0.1%	24	0.1%
	VOLVO V40 CC	9	0.0%	13	0.0%
VOLVO CARS TOTAL		212	0.6%	124	0.4%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
PORSCHE	PORSCHE Cayenne	64	0.2%	30	0.1%
	PORSCHE 911	56	0.2%	26	0.1%
	PORSCHE Panamera	17	0.0%	9	0.0%
	PORSCHE Cayman	15	0.0%	9	0.0%
	PORSCHE Macan	14	0.0%	13	0.0%
PORSCHE TOTAL		178	0.5%	89	0.3%
MAHINDRA	MAHINDRA KUV	73	0.2%	52	0.1%
	MAHINDRA XUV	48	0.1%	44	0.1%
	MAHINDRA TUV	29	0.1%	34	0.1%
	MAHINDRA Scorpio	19	0.1%	27	0.1%
	MAHINDRA Thar	7	0.0%	14	0.0%
MAHINDRA TOTAL		176	0.5%	174	0.5%
MINIBISHI MOTORS SA	MINIBISHI Pajero Sport	51	0.1%	27	0.1%
	MINIBISHI ASX	42	0.1%	53	0.2%
	MINIBISHI Pajero	28	0.1%	17	0.0%
	MINIBISHI Outlander	8	0.0%	1	0.0%
	MINIBISHI Mirage	0	0.0%	1	0.0%
MINIBISHI MOTORS SA TOTAL		129	0.4%	99	0.3%
SUBARU	SUBARU Forester	59	0.2%	30	0.1%
	SUBARU XV	31	0.1%	38	0.1%
	SUBARU Outback	6	0.0%	6	0.0%
	SUBARU Impreza	5	0.0%	25	0.1%
	SUBARU WRX	0	0.0%	6	0.0%
SUBARU TOTAL		101	0.3%	107	0.3%
FCA SOUTH AFRICA / FIAT GROUP	FIAT 500	25	0.1%	32	0.1%
	FIAT Tipo	16	0.0%	16	0.0%
	JEEP Compass	12	0.0%	0	0.0%
	JEEP Grand Cherokee	10	0.0%	42	0.1%
	FIAT Panda	8	0.0%	24	0.1%
FIAT GROUP TOTAL		95	0.3%	213	0.6%
PCSA	PEUGEOT 3008	19	0.1%	22	0.1%
	PEUGEOT 2008	14	0.0%	26	0.1%
	PEUGEOT 208	13	0.0%	21	0.1%
	PEUGEOT 308	2	0.0%	0	0.0%
PCSA TOTAL		48	0.1%	69	0.2%
GWM TOTAL	GWM M4	27	0.1%	51	0.1%
	GWM H5	15	0.0%	6	0.0%
	GWM H6	0	0.0%	14	0.0%
GWM TOTAL		42	0.1%	71	0.2%
BENTLEY	BENTLEY Bentayga	7	0.0%	1	0.0%
	BENTLEY Continental	3	0.0%	2	0.0%
	BENTLEY Mulsanne	0	0.0%	0	0.0%
	BENTLEY Flying Spur	0	0.0%	0	0.0%
BENTLEY TOTAL		10	0.0%	3	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
JMC	LANDWIND X5	9	0.0%	22	0.1%
JMC TOTAL		9	0.0%	22	0.1%
TATA	TATA Bolt	8	0.0%	36	0.1%
	TATA Manza	0	0.0%	4	0.0%
	TATA Indica Vista	0	0.0%	5	0.0%
	TATA B-Line	0	0.0%	0	0.0%
	TATA Indica	0	0.0%	33	0.1%
TATA TOTAL		8	0.0%	78	0.2%
MASERATI SOUTH AFRICA	MASERATI Levante	5	0.0%	9	0.0%
	MASERATI Ghibli	0	0.0%	1	0.0%
	MASERATI Quattroporte	0	0.0%	0	0.0%
	MASERATI GranCabrio	0	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
MASERATI TOTAL		5	0.0%	10	0.0%
SCUDERIA SOUTH AFRICA	FERRARI Portofino	4	0.0%	0	0.0%
	FERRARI 488 Spider	1	0.0%	3	0.0%
	FERRARI California	0	0.0%	1	0.0%
	FERRARI GTC4Lusso	0	0.0%	3	0.0%
	FERRARI 488 GTB	0	0.0%	0	0.0%
SCUDERIA TOTAL		5	0.0%	7	0.0%
GMSA/ISUZU TRUCKS	CHEV Trailblazer	0	0.0%	33	0.1%
	CHEV Spark	0	0.0%	51	0.1%
	CHEV Captiva	0	0.0%	25	0.1%
	CHEV Cruze	0	0.0%	3	0.0%
GMSA TOTAL		0	0.0%	112	0.3%
GRAND TOTAL		35 033	100.0%	35 308	100.0%

TOP 5 SELLING PASSENGER CARS FOR OCTOBER 2018		
TYPE	2018	2018 SHARE
VW Polo Vivo	3 009	8.6%
VW Polo	2 408	6.9%
TOYOTA Corolla Quest	1 879	5.4%
TOYOTA Yaris	1 729	4.9%
TOYOTA Fortuner	1 178	3.4%
		35 033

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR OCTOBER 2018		
TYPE	2018	2018 SHARE
TOYOTA Hilux	3 352	23.7%
FORD Ranger	2 575	18.2%
NISSAN NP200	1 879	13.3%
ISUZU KB	1 636	11.5%
TOYOTA Quantum	1 483	10.5%
		14 171

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR OCTOBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
SUB ONE-TON	NISSAN NP200	1 879	13.3%	1 341	10.0%
	CHANGAN Star III	6	0.0%	8	0.1%
	CHEV Utility	0	0.0%	346	2.6%
SUB ONE-TON TOTAL		1 885	13.3%	1 695	12.7%
ABOVE ONE-TON DCAB	FORD Ranger	1 715	12.1%	1 965	14.7%
	TOYOTA Hilux	1 213	8.6%	1 179	8.8%
	ISUZU KB	631	4.5%	583	4.4%
	NISSAN NP300	363	2.6%	160	1.2%
	VW Amarok	247	1.7%	256	1.9%
ABOVE ONE-TON DCAB TOTAL		4 671	33.0%	4 650	34.8%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 621	11.4%	950	7.1%
	FORD Ranger	860	6.1%	890	6.7%
	ISUZU KB	834	5.9%	700	5.2%
	NISSAN NP300	385	2.7%	698	5.2%
	HYUNDAI H100 Bakkie	384	2.7%	337	2.5%
ABOVE ONE-TON SCAB TOTAL		4 874	34.4%	4 298	32.1%
ABOVE ONE-TON XCAB	TOYOTA Hilux	518	3.7%	354	2.6%
	ISUZU KB	171	1.2%	116	0.9%
	ISUZU D-MAX	2	0.0%	0	0.0%
	TATA Xenon	0	0.0%	0	0.0%
ABOVE ONE-TON XCAB TOTAL		691	4.9%	470	3.5%
MINIBUS	TOYOTA Quantum	1 432	10.1%	1 563	11.7%
	VW Caddy	184	1.3%	139	1.0%
	NISSAN NV350 Taxi	110	0.8%	161	1.2%
	VW Transporter Cr-Bus	49	0.3%	47	0.4%
	FORD Tourneo Custom	29	0.2%	30	0.2%
MINIBUS TOTAL		1 818	12.8%	1 940	14.5%
PANEL VAN	VW Caddy	61	0.4%	49	0.4%
	TOYOTA Quantum	51	0.4%	35	0.3%
	NISSAN NV200	26	0.2%	11	0.1%
	MERCEDES Vito	17	0.1%	16	0.1%
	VW Transporter P-Van	11	0.1%	22	0.2%
PANEL VAN TOTAL		232	1.6%	321	2.4%
GRAND TOTAL		14 171	100.0%	13 374	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR OCTOBER 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
MERCEDES-BENZ SA	MCV	191	7.2%
	HCV	56	2.1%
	XHV	294	11.1%
	BUS	16	0.6%
MERCEDES-BENZ SA TOTAL		557	21.1%
VOLVO GROUP SOUTHERN AFRICA	MCV	1	0.0%
	HCV	108	4.1%
	XHV	364	13.8%
	BUS	26	1.0%
VOLVO TRUCKS TOTAL		499	18.9%
ISUZU MOTORS SA	MCV	261	9.9%
	HCV	153	5.8%
	XHV	30	1.1%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		444	16.8%
TOYOTA HINO	MCV	116	4.4%
	HCV	95	3.6%
	XHV	40	1.5%
HINO TOTAL		251	9.5%
SCANIA	XHV	202	7.6%
	BUS	21	0.8%
SCANIA TOTAL		223	8.4%
MAN	HCV	2	0.1%
	XHV	169	6.4%
	BUS	35	1.3%
MAN TOTAL		206	7.8%
TATA	MCV	46	1.7%
	HCV	59	2.2%
	XHV	21	0.8%
	BUS	4	0.2%
TATA TOTAL		130	4.9%
IVECO	MCV	62	2.3%
	HCV	4	0.2%
	XHV	34	1.3%
	BUS	18	0.7%
IVECO TOTAL		118	4.5%
VOLKSWAGEN GROUP SA	MCV	54	2.0%
VOLKSWAGEN GROUP SA TOTAL		54	2.0%
FAW	MCV	0	0.0%
	HCV	32	1.2%
	XHV	12	0.5%
FAW TOTAL		44	1.7%
POWERSTAR	MCV	4	0.2%
	HCV	3	0.1%
	XHV	35	1.3%
POWERSTAR TOTAL		42	1.6%
HYUNDAI MOTORS SA	MCV	16	0.6%
HYUNDAI TOTAL		16	0.6%
BABCOCK	HCV	0	0.0%
	XHV	15	0.6%
BABCOCK TOTAL		15	0.6%
VECV SOUTH AFRICA	MCV	5	0.2%
	HCV	7	0.3%
	XHV	3	0.1%
VECV TOTAL		15	0.6%
JMC	MCV	11	0.4%
JMC TOTAL		11	0.4%
PCSA	MCV	6	0.2%
PCSA TOTAL		6	0.2%
FMC	MCV	5	0.2%
FMC TOTAL		5	0.2%
FCA SOUTH AFRICA	MCV	5	0.2%
FCA SOUTH AFRICA TOTAL		5	0.2%
GRAND TOTAL		2 641	100.0%