

## South African Vehicle Sales Figures at the End of November 2018

TOP 5 PASSENGER CAR MARKET BY TYPE FOR NOVEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 427	7.8%	1 900	5.8%
	FORD Figo	1 195	3.8%	515	1.6%
	RENAULT Kwid	847	2.7%	757	2.3%
	TOYOTA Etios	731	2.4%	1 541	4.7%
	HYUNDAI Grand i10	725	2.3%	355	1.1%
ENTRY CARS TOTAL		7 991	25.7%	7 781	23.7%
SUB-SMALL	VW Polo	2 529	8.1%	1 663	5.1%
	FORD Fiesta	980	3.2%	1 063	3.2%
	TOYOTA Yaris	746	2.4%	70	0.2%
	HYUNDAI i2	721	2.3%	819	2.5%
	VW Polo Sedan	563	1.8%	161	0.5%
SUB-SMALL TOTAL		7 630	24.6%	5 966	18.2%
SMALL	TOYOTA Corolla Quest	880	2.8%	1 061	3.2%
	TOYOTA Corolla	544	1.8%	621	1.9%
	NISSAN Almera	520	1.7%	305	0.9%
	VW Golf 7	297	1.0%	702	2.1%
	MAZDA 3	283	0.9%	265	0.8%
SMALL TOTAL		3 821	12.3%	5 490	16.7%
MEDIUM	MERCEDES C-Class	412	1.3%	572	1.7%
	BMW 3-Series	404	1.3%	313	1.0%
	AUDI A4	188	0.6%	248	0.8%
	BMW 4-Series	70	0.2%	59	0.2%
	LEXUS ES	26	0.1%	7	0.0%
MEDIUM TOTAL		1 148	3.7%	1 276	3.9%
LARGE	BMW 5-Series	66	0.2%	42	0.1%
	AUDI A5 Sportback	54	0.2%	37	0.1%
	MERCEDES E-Class	22	0.1%	42	0.1%
	AUDI A5 Coupe/Cabriolet	19	0.1%	24	0.1%
	AUDI A6	18	0.1%	17	0.1%
LARGE TOTAL		207	0.7%	198	0.6%



The Tiguan is playing a major role in strengthening Volkswagen's role in the local SUV market space. Last month this model sold 612 units in South Africa, putting it into second place behind the Toyota Fortuner (886 sold) in the SUV segment. Seen here is the Allspace model, with three rows of seating for up to seven occupants, which was introduced earlier this year and further increased the Tiguan appeal.



The Renault Kwid continues to sell up a storm. Last month it outsold the Toyota Etios and Hyundai Grand i10 in the competitive entry level category. Kwid sales of 847 units in November played a major role in building the Renault passenger car total to 2 152 units, which surpassed its Alliance partner, Nissan (2 110 sales) and was just behind Hyundai (2 180 units old).

TOP 5 PASSENGER CAR MARKET BY TYPE FOR NOVEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
LUXURY	BMW 7-Series	14	0.0%	13	0.0%
	VOLVO S90	13	0.0%	3	0.0%
	PORSCHE Panamera	9	0.0%	13	0.0%
	BMW 6-Series	4	0.0%	0	0.0%
	MERCEDES S-Class	2	0.0%	5	0.0%
	LUXURY TOTAL		44	0.1%	45
MPV	TOYOTA Avanza	503	1.6%	454	1.4%
	VW Kombi	173	0.6%	147	0.4%
	DATSUN GO+	173	0.6%	178	0.5%
	HYUNDAI H1	64	0.2%	166	0.5%
	SUZUKI Ertiga	51	0.2%	98	0.3%
MPV TOTAL		1 185	3.8%	1 298	4.0%
SUV	TOYOTA Fortuner	886	2.9%	1 080	3.3%
	VW Tiguan	612	2.0%	488	1.5%
	MAZDA CX-5	428	1.4%	295	0.9%
	KIA Sportage	427	1.4%	225	0.7%
	FORD Everest	405	1.3%	669	2.0%
SUV TOTAL		5 702	18.4%	6 597	20.1%
SPORT AND EXOTICS	FORD Mustang	47	0.2%	58	0.2%
	PORSCHE 911	37	0.1%	24	0.1%
	JAGUAR F-Type	13	0.0%	10	0.0%
	PORSCHE Cayman	10	0.0%	6	0.0%
	MERCEDES C-Class	8	0.0%	8	0.0%
SPORT AND EXOTICS TOTAL		152	0.5%	158	0.5%
CROSSOVER	FORD EcoSport	421	1.4%	1 324	4.0%
	TOYOTA RUSH	350	1.1%	0	0.0%
	MAZDA CX-3	305	1.0%	325	1.0%
	HYUNDAI Creta	259	0.8%	359	1.1%
TOYOTA C-HR	200	0.6%	98	0.3%	
CROSSOVER TOTAL		3 172	10.2%	4 009	12.2%
GRAND TOTAL		31 052		32 818	

### 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 NOVEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLKSWAGEN SA	VW Polo	2 529	8.1%	1 663	5.1%
	VW Polo Vivo	2 427	7.8%	1 900	5.8%
	VW Tiguan	612	2.0%	488	1.5%
	VW Polo Sedan	563	1.8%	161	0.5%
	VW Golf 7	297	1.0%	702	2.1%
VOLKSWAGEN GROUP SA TOTAL		7 832	25.2%	6 828	20.8%
TOYOTA	TOYOTA Fortuner	886	2.9%	1 080	3.3%
	TOYOTA Corolla Quest	880	2.8%	1061	3.2%
	TOYOTA Yaris	746	2.4%	70	0.2%
	TOYOTA Etios	731	2.4%	1541	4.7%
	TOYOTA Corolla	544	1.8%	621	1.9%
TOYOTA TOTAL		5 509	17.7%	6 099	18.6%
FMC	FORD Figo	1195	3.8%	515	1.6%
	FORD Fiesta	980	3.2%	1 063	3.2%
	FORD EcoSport	421	1.4%	1324	4.0%
	FORD Everest	405	1.3%	669	2.0%
	FORD Kuga	79	0.3%	69	0.2%
FMC TOTAL		3 165	10.2%	4 138	12.6%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	725	2.3%	355	1.1%
	HYUNDAI i20	721	2.3%	819	2.5%
	HYUNDAI Creta	259	0.8%	359	1.1%
	HYUNDAI Tucson	213	0.7%	494	1.5%
	HYUNDAI Kona	95	0.3%	0	0.0%
HYUNDAI TOTAL		2 180	7.0%	2 971	9.1%
RENAULT	RENAULT Kwid	847	2.7%	757	2.3%
	RENAULT Sandero II	554	1.8%	263	0.8%
	RENAULT Clio IV	310	1.0%	200	0.6%
	RENAULT Duster	295	1.0%	153	0.5%
	RENAULT Captur	106	0.3%	132	0.4%
RENAULT TOTAL		2 152	6.9%	1 820	5.5%
NISSAN	DATSUN GO	528	1.7%	365	1.1%
	NISSAN Almera	520	1.7%	305	0.9%
	NISSAN Micra	348	1.1%	212	0.6%
	NISSAN X-Trail	200	0.6%	226	0.7%
	DATSUN GO+	173	0.6%	178	0.5%
NISSAN TOTAL		2 110	6.8%	1 592	4.9%
KIA SA	KIA Picanto	567	1.8%	903	2.8%
	KIA Sportage	427	1.4%	225	0.7%
	KIA Rio	297	1.0%	555	1.7%
	KIA Soul	33	0.1%	12	0.0%
	KIA Sorento	29	0.1%	10	0.0%
KIA TOTAL		1 384	4.5%	1 732	5.3%
BMW GROUP	BMW 3-Series	404	1.3%	313	1.0%
	BMW 1-Series	137	0.4%	96	0.3%
	BMW X1	106	0.3%	118	0.4%
	BMW X3	94	0.3%	93	0.3%
	BMW 2-Series	90	0.3%	84	0.3%
BMW GROUP TOTAL		1 305	4.2%	1 095	3.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR NOVEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
MAZDA SA PCSA	MAZDA CX-5	428	1.4%	295	0.9%
	MAZDA CX-3	305	1.0%	325	1.0%
	MAZDA 3	283	0.9%	265	0.8%
	MAZDA 2	200	0.6%	206	0.6%
	MAZDA MX-5	1	0.0%	1	0.0%
MAZDA SA TOTAL		1 217	3.9%	1 092	3.3%
MERCEDES-BENZ SA	MERCEDES C-Class	420	1.4%	580	1.8%
	MERCEDES GLC	97	0.3%	203	0.6%
	MERCEDES CLA	86	0.3%	83	0.3%
	MERCEDES A-Class	72	0.2%	164	0.5%
	MERCEDES GLA	71	0.2%	106	0.3%
MERCEDES-BENZ SA TOTAL		962	3.1%	1 528	4.7%
SUZUKI	SUZUKI Swift	307	1.0%	339	1.0%
	SUZUKI Jimny	174	0.6%	85	0.3%
	SUZUKI Ignis	128	0.4%	142	0.4%
	SUZUKI Baleno	70	0.2%	83	0.3%
	SUZUKI Celerio	58	0.2%	186	0.6%
SUZUKI TOTAL		925	3.0%	1 041	3.2%
HONDA	HONDA Jazz	142	0.5%	121	0.4%
	HONDA BR-V	135	0.4%	200	0.6%
	HONDA HR-V	84	0.3%	113	0.3%
	HONDA CR-V	73	0.2%	70	0.2%
	HONDA Amaze	62	0.2%	0	0.0%
HONDA TOTAL		586	1.9%	631	1.9%
JAGUAR LAND ROVER	L-R Range Rover Sport	73	0.2%	76	0.2%
	L-R Discovery Sport	58	0.2%	71	0.2%
	L-R Discovery	47	0.2%	65	0.2%
	JAGUAR E-PACE	43	0.1%	0	0.0%
	L-R Range Rover Velar	38	0.1%	80	0.2%
JAGUAR LAND ROVER TOTAL		356	1.1%	430	1.3%
VOLVO CARS	VOLVO XC60	116	0.4%	61	0.2%
	VOLVO XC40	71	0.2%	0	0.0%
	VOLVO V40	46	0.1%	78	0.2%
	VOLVO XC90	22	0.1%	27	0.1%
	VOLVO S90	13	0.0%	3	0.0%
VOLVO CARS TOTAL		280	0.9%	214	0.7%
MAHINDRA	MAHINDRA KUV	154	0.5%	54	0.2%
	MAHINDRA XUV	41	0.1%	25	0.1%
	MAHINDRA TUV	39	0.1%	35	0.1%
	MAHINDRA Scorpio	22	0.1%	30	0.1%
MAHINDRA TOTAL		268	0.9%	162	0.5%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR NOVEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
OPEL	OPEL Corsa	70	0.2%	164	0.5%
	OPEL MOKKA X	47	0.2%	181	0.6%
	OPEL Crossland X	46	0.1%	15	0.0%
	OPEL Astra Hatch	25	0.1%	139	0.4%
	OPEL Grandland X	18	0.1%	0	0.0%
	<b>OPEL TOTAL</b>		<b>217</b>	<b>0.7%</b>	<b>516</b>
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	54	0.2%	34	0.1%
	MITSUBISHI ASX	30	0.1%	18	0.1%
	MITSUBISHI Outlander	23	0.1%	2	0.0%
	MITSUBISHI Pajero	15	0.0%	19	0.1%
	MITSUBISHI Mirage	0	0.0%	1	0.0%
<b>MITSUBISHI MOTORS SA TOTAL</b>		<b>122</b>	<b>0.4%</b>	<b>74</b>	<b>0.2%</b>
PORSCHE	PORSCHE Cayenne	44	0.1%	38	0.1%
	PORSCHE 911	37	0.1%	24	0.1%
	PORSCHE Cayman	10	0.0%	6	0.0%
	PORSCHE Panamera	9	0.0%	13	0.0%
	PORSCHE Macan	8	0.0%	12	0.0%
<b>PORSCHE TOTAL</b>		<b>115</b>	<b>0.4%</b>	<b>100</b>	<b>0.3%</b>
FCA SOUTH AFRICA FIAT GROUP	FIAT 500	32	0.1%	39	0.1%
	FIAT Tipo	18	0.1%	21	0.1%
	JEEP Grand Cherokee	17	0.1%	50	0.2%
	JEEP Wrangler	9	0.0%	33	0.1%
	JEEP Compass	5	0.0%	0	0.0%
	<b>FIAT GROUP TOTAL</b>		<b>102</b>	<b>0.3%</b>	<b>256</b>
SUBARU	SUBARU Forester	44	0.1%	15	0.0%
	SUBARU XV	41	0.1%	29	0.1%
	SUBARU Impreza	8	0.0%	0	0.0%
	SUBARU Outback	5	0.0%	28	0.1%
	SUBARU WRX	3	0.0%	4	0.0%
<b>SUBARU TOTAL</b>		<b>101</b>	<b>0.3%</b>	<b>76</b>	<b>0.2%</b>
PCSA	PEUGEOT 3008	25	0.1%	43	0.1%
	PEUGEOT 2008	14	0.0%	31	0.1%
	PEUGEOT 208	13	0.0%	19	0.1%
	PEUGEOT 308	5	0.0%	0	0.0%
<b>PCSA TOTAL</b>		<b>57</b>	<b>0.2%</b>	<b>93</b>	<b>0.3%</b>
ISUZU	ISUZU MU-X	39	0.1%	0	0.0%
<b>ISUZU MOTORS SA TOTAL</b>		<b>39</b>	<b>0.1%</b>	<b>0</b>	<b>0.0%</b>
GWM TOTAL	GWM M4	30	0.1%	79	0.2%
	GWM H5	9	0.0%	7	0.0%
	GWM H6	0	0.0%	13	0.0%
<b>GWM TOTAL</b>		<b>39</b>	<b>0.1%</b>	<b>99</b>	<b>0.3%</b>
SCUDERIA SOUTH AFRICA	FERRARI Portofino	5	0.0%	0	0.0%
	FERRARI GTC4Lusso	2	0.0%	0	0.0%
	FERRARI 488 Spider	2	0.0%	1	0.0%
	FERRARI 488 GTB	1	0.0%	1	0.0%
	FERRARI 812	1	0.0%	0	0.0%
<b>SCUDERIA TOTAL</b>		<b>11</b>	<b>0.0%</b>	<b>3</b>	<b>0.0%</b>

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR NOVEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
JMC	LANDWIND X5	9	0.0%	16	0.0%
<b>JMC TOTAL</b>		<b>9</b>	<b>0.0%</b>	<b>16</b>	<b>0.0%</b>
MASERATI SOUTH AFRICA	MASERATI Levante	4	0.0%	10	0.0%
	MASERATI Ghibli	1	0.0%	4	0.0%
	MASERATI Quattroporte	0	0.0%	1	0.0%
	MASERATI GranCabrio	0	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
<b>MASERATI TOTAL</b>		<b>5</b>	<b>0.0%</b>	<b>15</b>	<b>0.0%</b>
BENTLEY	BENTLEY Bentayga	3	0.0%	1	0.0%
	BENTLEY Continental	1	0.0%	4	0.0%
	BENTLEY Mulsanne	0	0.0%	1	0.0%
	BENTLEY Flying Spur	0	0.0%	0	0.0%
<b>BENTLEY TOTAL</b>		<b>4</b>	<b>0.0%</b>	<b>6</b>	<b>0.0%</b>
GMSA/ISUZU TRUCKS	CHEV Trailblazer	0	0.0%	56	0.2%
	CHEV Spark	0	0.0%	34	0.1%
	CHEV Captiva	0	0.0%	46	0.1%
	CHEV Cruze	0	0.0%	1	0.0%
<b>GMSA TOTAL</b>		<b>0</b>	<b>0.0%</b>	<b>137</b>	<b>0.4%</b>
TATA	TATA Indica Vista	0	0.0%	13	0.0%
	TATA B-Line	0	0.0%	0	0.0%
	TATA Manza	0	0.0%	3	0.0%
	TATA Bolt	0	0.0%	32	0.1%
TATA Indica	0	0.0%	6	0.0%	
<b>TATA TOTAL</b>		<b>0</b>	<b>0.0%</b>	<b>54</b>	<b>0.2%</b>
<b>GRAND TOTAL</b>		<b>31 052</b>	<b>100.0%</b>	<b>32 818</b>	<b>100.0%</b>

TOP 5 SELLING PASSENGER CARS FOR NOVEMBER 2018		
TYPE	2018	2018 SHARE
VW Polo	2 529	8.1%
VW Polo Vivo	2 427	7.8%
FORD Figo	1 195	3.8%
FORD Fiesta	980	3.2%
TOYOTA Fortuner	886	2.9%
	<b>31 052</b>	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR NOVEMBER 2018		
TYPE	2018	2018 SHARE
TOYOTA Hilux	3 235	23.6%
FORD Ranger	2 506	18.3%
NISSAN NP200	1 698	12.4%
TOYOTA Quantum	1 694	12.4%
NISSAN NP300	819	6.0%
	<b>13 703</b>	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR NOVEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
SUB ONE-TON	NISSAN NP200	1 698	12.4%	975	6.7%
	CHANGAN Star III	9	0.1%	11	0.1%
	CHEV Utility	0	0.0%	198	1.4%
SUB ONE-TON TOTAL		1 707	12.5%	1 184	8.1%
ABOVE ONE-TON DCAB	FORD Ranger	1 829	13.3%	2 133	14.6%
	TOYOTA Hilux	1 244	9.1%	1 515	10.4%
	NISSAN NP300	486	3.5%	654	4.5%
	ISUZU KB	379	2.8%	713	4.9%
	VW Amarok	273	2.0%	254	1.7%
ABOVE ONE-TON DCAB TOTAL		5 035	36.7%	5 810	39.8%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 437	10.5%	1 349	9.2%
	FORD Ranger	677	4.9%	925	6.3%
	ISUZU D-MAX	346	2.5%	0	0.0%
	NISSAN NP300	333	2.4%	811	5.6%
	ISUZU KB	329	2.4%	618	4.2%
ABOVE ONE-TON SCAB TOTAL		4 098	29.9%	4 661	32.0%
ABOVE ONE-TON XCAB	TOYOTA Hilux	554	4.0%	379	2.6%
	ISUZU KB	107	0.8%	168	1.2%
	ISUZU D-MAX	26	0.2%	0	0.0%
	TATA Xenon	0	0.0%	0	0.0%
ABOVE ONE-TON XCAB TOTAL		687	5.0%	547	3.8%
MINIBUS	TOYOTA Quantum	1 546	11.3%	1 495	10.2%
	VW Caddy	138	1.0%	129	0.9%
	NISSAN NV350 Taxi	75	0.5%	393	2.7%
	VW Transporter Cr-Bus	56	0.4%	37	0.3%
	FORD Tourneo Custom	26	0.2%	16	0.1%
MINIBUS TOTAL		1 842	13.4%	2 070	14.2%
PANEL VAN	TOYOTA Quantum	148	1.1%	25	0.2%
	VW Caddy	56	0.4%	58	0.4%
	MERCEDES Vito	26	0.2%	16	0.1%
	NISSAN NV200	20	0.1%	8	0.1%
	HYUNDAI H1	14	0.1%	10	0.1%
PANEL VAN TOTAL		334	2.4%	314	2.2%
GRAND TOTAL		13 703	100.0%	14 586	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR NOVEMBER 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
MERCEDES-BENZ SA	MCV	206	7.6%
	HCV	56	2.1%
	XHV	308	11.3%
	BUS	16	0.6%
MERCEDES-BENZ SA TOTAL		586	21.5%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	114	4.2%
	XHV	383	14.1%
	BUS	11	0.4%
VOLVO TRUCKS TOTAL		508	18.7%
ISUZU MOTORS SA	MCV	197	7.2%
	HCV	116	4.3%
	XHV	35	1.3%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		348	12.8%
MAN	HCV	4	0.1%
	XHV	207	7.6%
	BUS	33	1.2%
MAN TOTAL		244	9.0%
TOYOTA HINO	MCV	137	5.0%
	HCV	69	2.5%
	XHV	32	1.2%
HINO TOTAL		238	8.7%
SCANIA	XHV	196	7.2%
	BUS	8	0.3%
SCANIA TOTAL		204	7.5%
VOLKSWAGEN GROUP SA	MCV	127	4.7%
VOLKSWAGEN GROUP SA TOTAL		127	4.7%
TATA	MCV	36	1.3%
	HCV	45	1.7%
	XHV	30	1.1%
	BUS	1	0.0%
TATA TOTAL		112	4.1%
IVECO	MCV	49	1.8%
	HCV	1	0.0%
	XHV	53	1.9%
	BUS	9	0.3%
IVECO TOTAL		112	4.1%
FAW	MCV	0	0.0%
	HCV	65	2.4%
	XHV	46	1.7%
FAW TOTAL		111	4.1%
POWERSTAR	MCV	3	0.1%
	HCV	12	0.4%
	XHV	38	1.4%
POWERSTAR TOTAL		53	1.9%
BABCOCK	HCV	0	0.0%
	XHV	32	1.2%
BABCOCK TOTAL		32	1.2%
HYUNDAI MOTORS SA	MCV	16	0.6%
HYUNDAI TOTAL		16	0.6%
FMC	MCV	13	0.5%
FMC TOTAL		13	0.5%
JMC	MCV	12	0.4%
JMC TOTAL		12	0.4%
VECV SOUTH AFRICA	MCV	2	0.1%
	HCV	1	0.0%
	XHV	0	0.0%
VECV TOTAL		3	0.1%
PCSA	MCV	3	0.1%
PCSA TOTAL		3	0.1%
FCA SOUTH AFRICA	MCV	1	0.0%
FCA SOUTH AFRICA TOTAL		1	0.0%
GRAND TOTAL		2 723	100.0%