

South African Vehicle Sales Figures at the End of December 2018

TOP 5 PASSENGER CAR MARKET BY TYPE FOR DECEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	1 711	6.4%	1 230	4.6%
	RENAULT Kwid	1 354	5.1%	1 120	4.2%
	HYUNDAI Grand i10	905	3.4%	503	1.9%
	KIA Picanto	508	1.9%	652	2.5%
	TOYOTA Etios	507	1.9%	954	3.6%
ENTRY CARS TOTAL		6 812	25.7%	6 168	23.2%
SUB-SMALL	VW Polo	1 360	5.1%	867	3.3%
	RENAULT Clio IV	775	2.9%	308	1.2%
	VW Polo Sedan	691	2.6%	145	0.5%
	HYUNDAI i20	619	2.3%	415	1.6%
	SUZUKI Swift	419	1.6%	237	0.9%
SUB-SMALL TOTAL		5 438	20.5%	4 197	15.8%
SMALL	TOYOTA Corolla Quest	552	2.1%	438	1.6%
	TOYOTA Corolla	305	1.1%	673	2.5%
	VW Golf 7	296	1.1%	437	1.6%
	BMW 1-Series	265	1.0%	134	0.5%
	MAZDA 3	223	0.8%	263	1.0%
SMALL TOTAL		2 789	10.5%	3 912	14.7%
MEDIUM	MERCEDES C-Class	316	1.2%	466	1.8%
	BMW 3-Series	307	1.2%	334	1.3%
	BMW 4-Series	89	0.3%	79	0.3%
	AUDI A4	76	0.3%	168	0.6%
	VW Arteon	32	0.1%	0	0.0%
MEDIUM TOTAL		878	3.3%	1142	4.3%
LARGE	BMW 5-Series	45	0.2%	78	0.3%
	AUDI A5 Sportback	44	0.2%	32	0.1%
	AUDI A5 Coupe/ Cabriolet	37	0.1%	24	0.1%
	MERCEDES E-Class	16	0.1%	23	0.1%
	AUDI A6	11	0.0%	15	0.1%
LARGE TOTAL		169	0.6%	218	0.8%



The popularity of the Kwid, which sold 1 354 units boosted Renault's passenger car sales to 2 933 units and 11% market share in December. This excellent performance placed Renault third among passenger car brands, behind only Volkswagen and Toyota. By comparison, in December 2017 Renault sold 2 177 units, for an 8.2% share of the passenger market.



The Datsun Go continues to outsell the other passenger cars in the Nissan SA range. In December the Go sold 507 units.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR DECEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
LUXURY	PORSCHE Panamera	10	0.0%	13	0.0%
	BMW 7-Series	7	0.0%	24	0.1%
	AUDI A8	5	0.0%	3	0.0%
	BMW 6-Series	2	0.0%	3	0.0%
	LEXUS LS	2	0.0%	0	0.0%
LUXURY TOTAL		29	0.1%	51	0.2%
MPV	TOYOTA Avanza	416	1.6%	299	1.1%
	VW Kombi	408	1.5%	251	0.9%
	HYUNDAI H1	166	0.6%	51	0.2%
	MERCEDES V-Class	102	0.4%	97	0.4%
	DATSUN GO+	55	0.2%	134	0.5%
MPV TOTAL		1 303	4.9%	984	3.7%
SUV	TOYOTA Fortuner	1027	3.9%	1108	4.2%
	VW Tiguan	485	1.8%	432	1.6%
	TOYOTA RAV	410	1.5%	791	3.0%
	MAZDA CX-5	389	1.5%	290	1.1%
	FORD Everest	385	1.5%	559	2.1%
SUV TOTAL		5 904	22.2%	6 410	24.1%
SPORT AND EXOTICS	FORD Mustang	50	0.2%	44	0.2%
	PORSCHE 911	34	0.1%	74	0.3%
	PORSCHE Boxster	21	0.1%	5	0.0%
	PORSCHE Cayman	17	0.1%	7	0.0%
	AUDI R8	10	0.0%	9	0.0%
SPORT AND EXOTICS TOTAL		178	0.7%	211	0.8%
CROSSOVER	FORD EcoSport	332	1.3%	892	3.4%
	MAZDA CX-3	293	1.1%	312	1.2%
	TOYOTA RUSH	292	1.1%		0.0%
	NISSAN Qashqai	263	1.0%	194	0.7%
	HYUNDAI Creta	254	1.0%	425	1.6%
CROSSOVER TOTAL		3 043	11.5%	3 302	12.4%
GRAND TOTAL		26 543		26 595	

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 DECEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLKSWAGEN SA	VW Polo Vivo	1 711	6.4%	1 230	4.6%
	VW Polo	1 360	5.1%	867	3.3%
	VW Polo Sedan	691	2.6%	145	0.5%
	VW Tiguan	485	1.8%	432	1.6%
	VW Kombi	408	1.5%	251	0.9%
VOLKSWAGEN GROUP SA TOTAL		5 979	22.5%	4 800	18.0%
TOYOTA	TOYOTA Fortuner	1 027	3.9%	1 108	4.2%
	TOYOTA Corolla Quest	552	2.1%	438	1.6%
	TOYOTA Etios	507	1.9%	954	3.6%
	TOYOTA Avanza	416	1.6%	299	1.1%
	TOYOTA RAV	410	1.5%	791	3.0%
TOYOTA TOTAL		4 430	16.7%	4 913	18.5%
RENAULT	RENAULT Kwid	1 354	5.1%	1 120	4.2%
	RENAULT Clio IV	775	2.9%	308	1.2%
	RENAULT Sandero II	449	1.7%	341	1.3%
	RENAULT Duster	242	0.9%	136	0.5%
	RENAULT Captur	86	0.3%	137	0.5%
RENAULT TOTAL		2 933	11.0%	2 177	8.2%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	905	3.4%	503	1.9%
	HYUNDAI i20	619	2.3%	415	1.6%
	HYUNDAI Tucson	294	1.1%	506	1.9%
	HYUNDAI Creta	254	1.0%	425	1.6%
	HYUNDAI H1	166	0.6%	51	0.2%
HYUNDAI TOTAL		2 603	9.8%	2 180	8.2%
BMW GROUP	BMW 3-Series	307	1.2%	334	1.3%
	BMW X3	287	1.1%	166	0.6%
	BMW 1-Series	265	1.0%	134	0.5%
	BMW X1	115	0.4%	120	0.5%
	BMW 4-Series	89	0.3%	79	0.3%
BMW GROUP TOTAL		1 583	6.0%	1 372	5.2%
FMC	FORD Figo	424	1.6%	445	1.7%
	FORD Everest	385	1.5%	559	2.1%
	FORD EcoSport	332	1.3%	892	3.4%
	FORD Fiesta	217	0.8%	522	2.0%
	FORD Kuga	64	0.2%	66	0.2%
FMC TOTAL		1 480	5.6%	2 679	10.1%
NISSAN	DATSUN GO	507	1.9%	264	1.0%
	NISSAN Qashqai	263	1.0%	194	0.7%
	NISSAN X-Trail	216	0.8%	215	0.8%
	NISSAN Micra	110	0.4%	480	1.8%
	NISSAN Almera	108	0.4%	292	1.1%
NISSAN TOTAL		1 434	5.4%	1 673	6.3%
MAZDA SA	MAZDA CX-5	389	1.5%	290	1.1%
	MAZDA CX-3	293	1.1%	312	1.2%
	MAZDA 3	223	0.8%	263	1.0%
	MAZDA 2	197	0.7%	246	0.9%
	MAZDA MX-5	6	0.0%	1	0.0%
MAZDA SA TOTAL		1 108	4.2%	1 112	4.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR DECEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
KIA SA	KIA Picanto	508	1.9%	652	2.5%
	KIA Rio	304	1.1%	508	1.9%
	KIA Sportage	208	0.8%	225	0.8%
	KIA Grand Sedona	31	0.1%	14	0.1%
	KIA Sorento	31	0.1%	16	0.1%
KIA TOTAL		1 091	4.1%	1 481	5.6%
MERCEDES-BENZ SA	MERCEDES C-Class	316	1.2%	487	1.8%
	MERCEDES A-Class	102	0.4%	138	0.5%
	MERCEDES V-Class	102	0.4%	97	0.4%
	MERCEDES CLA	97	0.4%	73	0.3%
	MERCEDES GLC	88	0.3%	135	0.5%
MERCEDES-BENZ SA TOTAL		915	3.4%	1 236	4.6%
SUZUKI	SUZUKI Swift	419	1.6%	237	0.9%
	SUZUKI Ignis	118	0.4%	161	0.6%
	SUZUKI Jimny	113	0.4%	74	0.3%
	SUZUKI Celerio	101	0.4%	74	0.3%
	SUZUKI Baleno	44	0.2%	88	0.3%
SUZUKI TOTAL		883	3.3%	742	2.8%
HONDA	HONDA Ballade	118	0.4%	37	0.1%
	HONDA BR-V	92	0.3%	84	0.3%
	HONDA Jazz	73	0.3%	120	0.5%
	HONDA HR-V	50	0.2%	97	0.4%
	HONDA CR-V	48	0.2%	64	0.2%
HONDA TOTAL		466	1.8%	499	1.9%
JAGUAR LAND ROVER	L-R Range Rover Sport	83	0.3%	93	0.3%
	L-R Range Rover Evoque	73	0.3%	57	0.2%
	L-R Discovery Sport	62	0.2%	87	0.3%
	JAGUAR E-PACE	49	0.2%		0.0%
	L-R Discovery	46	0.2%	94	0.4%
JAGUAR LAND ROVER TOTAL		416	1.6%	506	1.9%
MAHINDRA	MAHINDRA KUV	174	0.7%	44	0.2%
	MAHINDRA XUV	28	0.1%	38	0.1%
	MAHINDRA Scorpio	25	0.1%	18	0.1%
	MAHINDRA TUV	24	0.1%	35	0.1%
	MAHINDRA Thar	9	0.0%	8	0.0%
MAHINDRA TOTAL		260	1.0%	144	0.5%
VOLVO CARS	VOLVO XC60	109	0.4%	15	0.1%
	VOLVO XC40	54	0.2%		0.0%
	VOLVO V40	42	0.2%	51	0.2%
	VOLVO XC90	38	0.1%	34	0.1%
	VOLVO V40 CC	10	0.0%	26	0.1%
VOLVO CARS TOTAL		258	1.0%	139	0.5%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR DECEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
OPEL	OPEL Corsa	80	0.3%	9	0.0%
	OPEL Crossland X	34	0.1%	0	0.0%
	OPEL Grandland X	24	0.1%	0	0.0%
	OPEL Astra Hatch	21	0.1%	69	0.3%
	OPEL MOKKA X	20	0.1%	20	0.1%
OPEL TOTAL		185	0.7%	106	0.4%
PORSCHE	PORSCHE 911	34	0.1%	74	0.3%
	PORSCHE Cayenne	28	0.1%	42	0.2%
	PORSCHE Boxster	21	0.1%	5	0.0%
	PORSCHE Cayman	17	0.1%	7	0.0%
	PORSCHE Panamera	10	0.0%	13	0.0%
PORSCHE TOTAL		112	0.4%	152	0.6%
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	36	0.1%	38	0.1%
	MITSUBISHI ASX	32	0.1%	70	0.3%
	MITSUBISHI Outlander	18	0.1%	4	0.0%
	MITSUBISHI Pajero	14	0.1%	23	0.1%
	MITSUBISHI Mirage	0	0.0%	0	0.0%
MITSUBISHI MOTORS SA TOTAL		100	0.4%	135	0.5%
FCA SOUTH AFRICA FIAT GROUP	FIAT 500	34	0.1%	34	0.1%
	JEEP Grand Cherokee	15	0.1%	61	0.2%
	JEEP Wrangler	14	0.1%	21	0.1%
	FIAT Tipo	10	0.0%	16	0.1%
	JEEP Renegade	6	0.0%	35	0.1%
FIAT GROUP TOTAL		97	0.4%	200	0.8%
SUBARU	SUBARU Forester	34	0.1%	21	0.1%
	SUBARU XV	28	0.1%	38	0.1%
	SUBARU Outback	9	0.0%	0	0.0%
	SUBARU Impreza	5	0.0%	0	0.0%
	SUBARU WRX	4	0.0%	1	0.0%
SUBARU TOTAL		80	0.3%	67	0.3%
PCSA	PEUGEOT 3008	15	0.1%	23	0.1%
	PEUGEOT 208	13	0.0%	58	0.2%
	PEUGEOT 2008	10	0.0%	22	0.1%
	PEUGEOT 308	2	0.0%	0	0.0%
PCSA TOTAL		40	0.2%	103	0.4%
ISUZU MOTORS SA	ISUZU MU-X	37	0.1%	0	0.0%
ISUZU MOTORS SA TOTAL		37	0.1%	0	0.0%
GWM	GWM M4	25	0.1%	48	0.2%
	GWM H5	2	0.0%	11	0.0%
	GWM H6	0	0.0%	8	0.0%
GWM TOTAL		27	0.1%	67	0.3%
BENTLEY	BENTLEY Bentayga	8	0.0%	5	0.0%
	BENTLEY Continental	5	0.0%	3	0.0%
	BENTLEY Mulsanne	0	0.0%	0	0.0%
	BENTLEY Flying Spur	0	0.0%	0	0.0%
BENTLEY TOTAL		13	0.0%	8	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR DECEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
JMC	LANDWIND X5	5	0.0%	13	0.0%
JMC TOTAL		5	0.0%	13	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	3	0.0%	14	0.1%
	MASERATI Quattroporte	1	0.0%	1	0.0%
	MASERATI Ghibli	0	0.0%	3	0.0%
	MASERATI GranCabrio	0	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
MASERATI TOTAL		4	0.0%	18	0.1%
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	2	0.0%	0	0.0%
	FERRARI Portofino	2	0.0%	0	0.0%
	FERRARI GTC4Lusso	0	0.0%	3	0.0%
	FERRARI 488 Spider	0	0.0%	3	0.0%
	FERRARI 488 GTB	0	0.0%	3	0.0%
SCUDERIA TOTAL		4	0.0%	10	0.0%
GMSA/ISUZU TRUCKS	CHEV Captiva	0	0.0%	1	0.0%
	CHEV Trailblazer	0	0.0%	2	0.0%
	CHEV Spark	0	0.0%	2	0.0%
GMSA TOTAL		0	0.0%	5	0.0%
TATA	TATA Indica Vista	0	0.0%	3	0.0%
	TATA B-Line	0	0.0%	0	0.0%
	TATA Manza	0	0.0%	1	0.0%
	TATA Bolt	0	0.0%	50	0.2%
	TATA Indica	0	0.0%	4	0.0%
TATA TOTAL		0	0.0%	58	0.2%
GRAND TOTAL		26 543	100.0%	26 595	100.0%

TOP 5 SELLING PASSENGER CARS FOR DECEMBER 2018		
TYPE	2018	2018 SHARE
VW Polo Vivo	1 711	6.4%
VW Polo	1 360	5.1%
RENAULT Kwid	1 354	5.1%
TOYOTA Fortuner	1 027	3.9%
HYUNDAI Grand i10	905	3.4%
	26 543	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR DECEMBER 2018		
TYPE	2018	2018 SHARE
TOYOTA Hilux	2 907	25.9%
FORD Ranger	1 931	17.2%
NISSAN NP200	1 572	14.0%
TOYOTA Quantum	1 245	11.1%
ISUZU D-MAX	593	5.3%
	11 215	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR DECEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
SUB ONE-TON	NISSAN NP200	1 572	14.0%	1 033	8.6%
	CHANGAN Star III	1	0.0%	2	0.0%
	CHEV Utility	0	0.0%	7	0.1%
SUB ONE-TON TOTAL		1 573	14.0%	1 042	8.6%
ABOVE ONE-TON DCAB	FORD Ranger	1 459	13.0%	1 897	15.7%
	TOYOTA Hilux	1 002	8.9%	1 522	12.6%
	VW Amarok	323	2.9%	315	2.6%
	NISSAN NP300	294	2.6%	307	2.5%
	ISUZU D-MAX	277	2.5%	0	0.0%
ABOVE ONE-TON DCAB TOTAL		4 026	35.9%	5 198	43.1%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 354	12.1%	1 474	12.2%
	FORD Ranger	472	4.2%	784	6.5%
	ISUZU D-MAX	282	2.5%	0	0.0%
	HYUNDAI H100 Bakkie	215	1.9%	148	1.2%
	ISUZU KB	180	1.6%	347	2.9%
ABOVE ONE-TON SCAB TOTAL		3 233	28.8%	3 847	31.9%
ABOVE ONE-TON XCAB	TOYOTA Hilux	551	4.9%	386	3.2%
	ISUZU KB	41	0.4%	31	0.3%
	ISUZU D-MAX	34	0.3%	0	0.0%
	TATA Xenon	0	0.0%	0	0.0%
ABOVE ONE-TON XCAB TOTAL		626	5.6%	417	3.5%
MINIBUS	TOYOTA Quantum	1 126	10.0%	1 117	9.3%
	NISSAN NV350 Taxi	164	1.5%	86	0.7%
	VW Caddy	100	0.9%	80	0.7%
	VW Transporter Cr-Bus	25	0.2%	15	0.1%
	FORD Tourneo Custom	24	0.2%	28	0.2%
MINIBUS TOTAL		1 439	12.8%	1 326	11.0%
PANEL VAN	TOYOTA Quantum	119	1.1%	19	0.2%
	VW Caddy	39	0.3%	69	0.6%
	NISSAN NV200	38	0.3%	10	0.1%
	FORD Transit Custom	22	0.2%	23	0.2%
	VW Transporter P-Van	19	0.2%	6	0.0%
PANEL VAN TOTAL		318	2.8%	237	2.0%
GRAND TOTAL		11 215	100.0%	12 067	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR DECEMBER 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
SCANIA	XHV	411	18.2%
	BUS	43	1.9%
SCANIA TOTAL		454	20.1%
MERCEDES-BENZ SA	MCV	161	7.1%
	HCV	41	1.8%
	XHV	231	10.2%
	BUS	13	0.6%
MERCEDES-BENZ SA TOTAL		446	19.7%
ISUZU MOTORS SA	MCV	164	7.3%
	HCV	121	5.3%
	XHV	34	1.5%
	BUS	1	0.0%
ISUZU MOTORS SA TOTAL		320	14.1%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	77	3.4%
	XHV	201	8.9%
	BUS	1	0.0%
VOLVO TRUCKS TOTAL		279	12.3%
TOYOTA HINO	MCV	71	3.1%
	HCV	68	3.0%
	XHV	34	1.5%
HINO TOTAL		173	7.6%
MAN	HCV	5	0.2%
	XHV	130	5.7%
	BUS	25	1.1%
MAN TOTAL		160	7.1%
IVECO	MCV	58	2.6%
	HCV	6	0.3%
	XHV	79	3.5%
	BUS	9	0.4%
IVECO TOTAL		152	6.7%
VOLKSWAGEN GROUP SA	MCV	87	3.8%
VOLKSWAGEN GROUP SA TOTAL		87	3.8%
TATA	MCV	28	1.2%
	HCV	25	1.1%
	XHV	17	0.8%
	BUS	3	0.1%
TATA TOTAL		73	3.2%
POWERSTAR	MCV	0	0.0%
	HCV	8	0.4%
	XHV	48	2.1%
POWERSTAR TOTAL		56	2.5%
FAW	MCV	0	0.0%
	HCV	5	0.2%
	XHV	16	0.7%
FAW TOTAL		21	0.9%
HYUNDAI MOTORS SA	MCV	14	0.6%
HYUNDAI TOTAL		14	0.6%
BABCOCK	HCV	0	0.0%
	XHV	10	0.4%
BABCOCK TOTAL		10	0.4%
FMC	MCV	7	0.3%
FMC TOTAL		7	0.3%
PCSA	MCV	6	0.3%
PCSA TOTAL		6	0.3%
JMC	MCV	3	0.1%
JMC TOTAL		3	0.1%
FCA SOUTH AFRICA	MCV	1	0.0%
FCA SOUTH AFRICA TOTAL		1	0.0%
VECV SOUTH AFRICA	MCV	0	0.0%
	HCV	0	0.0%
	XHV	0	0.0%
VECV TOTAL		0	0.0%
GRAND TOTAL		2 262	100.0%