

## South African Vehicle Sales Figures at the End of February 2019

| TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2019 |                          |       |       |       |       |
|--|--------------------------|-------|-------|-------|-------|
| SEGMENT  | TYPE                     | 2019  | SHARE | 2018  | SHARE |
| ENTRY CARS   | VW POLO Vivo Hatch/Sedan | 2 692 | 10.0% | 2 044 | 6.6%  |
|  | RENAULT Kwid             | 1 069 | 4.0%  | 582   | 1.9%  |
|  | HYUNDAI Grand i10        | 901   | 3.3%  | 1 008 | 3.2%  |
|  | TOYOTA Etios             | 660   | 2.4%  | 990   | 3.2%  |
|  | DATSUN GO                | 527   | 2.0%  | 583   | 1.9%  |
| ENTRY CARS TOTAL                                     |                          | 7 667 | 28.4% | 7 565 | 24.3% |
| SUB-SMALL  | VW Polo                  | 1 605 | 5.9%  | 2 702 | 8.7%  |
|  | HYUNDAI i20              | 542   | 2.0%  | 493   | 1.6%  |
|  | SUZUKI Swift             | 480   | 1.8%  | 493   | 1.6%  |
|  | VW Polo Sedan            | 431   | 1.6%  | 143   | 0.5%  |
|  | TOYOTA Yaris             | 380   | 1.4%  | 557   | 1.8%  |
| SUB-SMALL TOTAL                                      |                          | 5 421 | 20.1% | 7 079 | 22.7% |
| SMALL  | TOYOTA Corolla Quest     | 715   | 2.6%  | 727   | 2.3%  |
|  | TOYOTA Corolla           | 532   | 2.0%  | 561   | 1.8%  |
|  | VW Golf 7                | 321   | 1.2%  | 451   | 1.4%  |
|  | NISSAN Almera            | 253   | 0.9%  | 344   | 1.1%  |
|  | MERCEDES A-Class         | 219   | 0.8%  | 181   | 0.6%  |
| SMALL TOTAL  |                          | 3 351 | 12.4% | 4 384 | 14.1% |
| MEDIUM   | MERCEDES C-Class         | 372   | 1.4%  | 541   | 1.7%  |
|  | BMW 3-Series             | 297   | 1.1%  | 506   | 1.6%  |
|  | AUDI A4                  | 128   | 0.5%  | 113   | 0.4%  |
|  | BMW 4-Series             | 52    | 0.2%  | 72    | 0.2%  |
|  | MERCEDES AMG C           | 25    | 0.1%  | 25    | 0.1%  |
| MEDIUM TOTAL   |                          | 929   | 3.4%  | 1 301 | 4.2%  |
| LARGE  | BMW 5-Series             | 40    | 0.1%  | 26    | 0.1%  |
|  | MERCEDES E-Class         | 31    | 0.1%  | 53    | 0.2%  |
|  | AUDI A5 Coupe/Cabriolet  | 30    | 0.1%  | 16    | 0.1%  |
|  | AUDI A5 Sportback        | 23    | 0.1%  | 25    | 0.1%  |
|  | MERCEDES AMG E           | 7     | 0.0%  | 5     | 0.0%  |
| LARGE TOTAL  |                          | 144   | 0.5%  | 164   | 0.5%  |

| TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2019 |                     |        |       |        |       |
|--|---------------------|--------|-------|--------|-------|
| SEGMENT  | TYPE                | 2019   | SHARE | 2018   | SHARE |
| LUXURY   | VOLVO S90           | 11     | 0.0%  | 3      | 0.0%  |
|  | BMW 7-Series        | 10     | 0.0%  | 13     | 0.0%  |
|  | PORSCHE Panamera    | 9      | 0.0%  | 8      | 0.0%  |
|  | BMW 8-Series        | 6      | 0.0%  | 0      | 0.0%  |
|  | MERCEDES AMG S      | 4      | 0.0%  | 5      | 0.0%  |
| LUXURY TOTAL   |                     | 51     | 0.2%  | 41     | 0.1%  |
| MPV  | TOYOTA Avanza       | 359    | 1.3%  | 379    | 1.2%  |
|  | HYUNDAI H1          | 88     | 0.3%  | 117    | 0.4%  |
|  | MERCEDES V-Class    | 75     | 0.3%  | 84     | 0.3%  |
|  | DATSUN GO+          | 65     | 0.2%  | 83     | 0.3%  |
|  | VW Caddy            | 40     | 0.1%  | 34     | 0.1%  |
| MPV TOTAL  |                     | 755    | 2.8%  | 917    | 2.9%  |
| SUV  | TOYOTA Fortuner     | 950    | 3.5%  | 1 006  | 3.2%  |
|  | VW Tiguan           | 516    | 1.9%  | 498    | 1.6%  |
|  | FORD Everest        | 471    | 1.7%  | 393    | 1.3%  |
|  | MAZDA CX-5          | 401    | 1.5%  | 363    | 1.2%  |
|  | TOYOTA RAV          | 332    | 1.2%  | 189    | 0.6%  |
| SUV TOTAL  |                     | 5 535  | 20.5% | 5 791  | 18.6% |
| SPORT AND EXOTICS                                    | FORD Mustang        | 18     | 0.1%  | 59     | 0.2%  |
|  | PORSCHE 911         | 17     | 0.1%  | 34     | 0.1%  |
|  | BMW 8-Series        | 16     | 0.1%  | 0      | 0.0%  |
|  | BENTLEY Continental | 6      | 0.0%  | 2      | 0.0%  |
|  | PORSCHE Boxster     | 5      | 0.0%  | 6      | 0.0%  |
| SPORT AND EXOTICS TOTAL                              |                     | 87     | 0.3%  | 213    | 0.7%  |
| CROSSOVER  | FORD EcoSport       | 456    | 1.7%  | 814    | 2.6%  |
|  | MAZDA CX-3          | 309    | 1.1%  | 333    | 1.1%  |
|  | HYUNDAI Creta       | 275    | 1.0%  | 443    | 1.4%  |
|  | TOYOTA RUSH         | 255    | 0.9%  | 0      | 0.0%  |
|  | NISSAN Qashqai      | 175    | 0.6%  | 278    | 0.9%  |
| CROSSOVER TOTAL                                      |                     | 3 050  | 11.3% | 3 684  | 11.8% |
| GRAND TOTAL  |                     | 26 990 |       | 31 139 |       |



The Toyota Avanza continues to dominate the local MPV market with the 359 units sold in February equating to almost half the total for the segment.



The Datsun Go continues to be the most successful model in terms of sales among Nissan passenger cars. In February Go sales amounted to 527 units in Nissan's total of 1 621 units.

### 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.
  - BMW is now reporting its sales in detail while Porsche is reporting disaggregated sales figures.
  - Split volumes are based on historical trends and forecasting techniques.

| TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2019 |                      |       |       |       |       |
|---|----------------------|-------|-------|-------|-------|
| MANUFACTURER  | TYPE                 | 2019  | SHARE | 2018  | SHARE |
| VOLKSWAGEN SA   | VW Polo Vivo         | 2 692 | 10.0% | 2 044 | 6.6%  |
|   | VW Polo              | 1 605 | 5.9%  | 2 702 | 8.7%  |
|   | VW Tiguan            | 516   | 1.9%  | 498   | 1.6%  |
|   | VW Polo Sedan        | 431   | 1.6%  | 143   | 0.5%  |
|   | VW Golf 7            | 321   | 1.2%  | 451   | 1.4%  |
| VOLKSWAGEN GROUP SA TOTAL                                   |                      | 6 764 | 25.1% | 7 004 | 22.5% |
| TOYOTA  | TOYOTA Fortuner      | 950   | 3.5%  | 1 006 | 3.2%  |
|   | TOYOTA Corolla Quest | 715   | 2.6%  | 727   | 2.3%  |
|   | TOYOTA Etios         | 660   | 2.4%  | 990   | 3.2%  |
|   | TOYOTA Corolla       | 532   | 2.0%  | 561   | 1.8%  |
|   | TOYOTA Yaris         | 380   | 1.4%  | 557   | 1.8%  |
| TOYOTA TOTAL  |                      | 4 825 | 17.9% | 4 965 | 15.9% |
| HYUNDAI AUTOMOTIVE SA                                       | HYUNDAI Grand i10    | 901   | 3.3%  | 1008  | 3.2%  |
|   | HYUNDAI i20          | 542   | 2.0%  | 493   | 1.6%  |
|   | HYUNDAI Creta        | 275   | 1.0%  | 443   | 1.4%  |
|   | HYUNDAI Tucson       | 273   | 1.0%  | 450   | 1.4%  |
|   | HYUNDAI Accent       | 201   | 0.7%  | 150   | 0.5%  |
| HYUNDAI TOTAL   |                      | 2 473 | 9.2%  | 2 895 | 9.3%  |
| RENAULT   | RENAULT Kwid         | 1 069 | 4.0%  | 582   | 1.9%  |
|   | RENAULT Sandero II   | 332   | 1.2%  | 243   | 0.8%  |
|   | RENAULT Clio IV      | 194   | 0.7%  | 482   | 1.5%  |
|   | RENAULT Duster       | 186   | 0.7%  | 214   | 0.7%  |
|   | RENAULT Captur       | 118   | 0.4%  | 233   | 0.7%  |
| RENAULT TOTAL   |                      | 1 984 | 7.4%  | 1 756 | 5.6%  |
| FORD MOTOR COMPANY  | FORD Figo            | 493   | 1.8%  | 775   | 2.5%  |
|   | FORD Everest         | 471   | 1.7%  | 393   | 1.3%  |
|   | FORD EcoSport        | 456   | 1.7%  | 814   | 2.6%  |
|   | FORD Fiesta          | 339   | 1.3%  | 572   | 1.8%  |
|   | FORD Kuga            | 83    | 0.3%  | 94    | 0.3%  |
| FMC TOTAL   |                      | 1 862 | 6.9%  | 3 260 | 10.5% |
| NISSAN  | DATSUN GO            | 527   | 2.0%  | 583   | 1.9%  |
|   | NISSAN Almera        | 253   | 0.9%  | 344   | 1.1%  |
|   | NISSAN X-Trail       | 197   | 0.7%  | 284   | 0.9%  |
|   | NISSAN Micra 5       | 182   | 0.7%  | 0     | 0.0%  |
|   | NISSAN Micra         | 178   | 0.7%  | 315   | 1.0%  |
| NISSAN TOTAL  |                      | 1 621 | 6.0%  | 1 952 | 6.3%  |
| MERCEDES-BENZ SA  | MERCEDES C-Class     | 376   | 1.4%  | 562   | 1.8%  |
|   | MERCEDES A-Class     | 219   | 0.8%  | 181   | 0.6%  |
|   | MERCEDES GLC         | 114   | 0.4%  | 257   | 0.8%  |
|   | MERCEDES CLA         | 111   | 0.4%  | 167   | 0.5%  |
|   | MERCEDES GLA         | 110   | 0.4%  | 115   | 0.4%  |
| MERCEDES-BENZ SA TOTAL                                      |                      | 1 207 | 4.5%  | 1 743 | 5.6%  |
| BMW GROUP   | BMW 3-Series         | 297   | 1.1%  | 506   | 1.6%  |
|   | BMW X3               | 156   | 0.6%  | 134   | 0.4%  |
|   | BMW X5               | 130   | 0.5%  | 89    | 0.3%  |
|   | BMW X1               | 79    | 0.3%  | 69    | 0.2%  |
|   | BMW X4               | 72    | 0.3%  | 14    | 0.0%  |
| BMW GROUP TOTAL   |                      | 1 193 | 4.4%  | 1 361 | 4.4%  |
| MAZDA SA  | MAZDA CX-5           | 401   | 1.5%  | 363   | 1.2%  |
|   | MAZDA CX-3           | 309   | 1.1%  | 333   | 1.1%  |
|   | MAZDA 2              | 222   | 0.8%  | 231   | 0.7%  |
|   | MAZDA 3              | 219   | 0.8%  | 243   | 0.8%  |
|   | MAZDA MX-5           | 2     | 0.0%  | 3     | 0.0%  |
| MAZDA SA TOTAL  |                      | 1 153 | 4.3%  | 1 173 | 3.8%  |
| SUZUKI  | SUZUKI Swift         | 480   | 1.8%  | 493   | 1.6%  |
|   | SUZUKI Celerio       | 133   | 0.5%  | 137   | 0.4%  |
|   | SUZUKI Ignis         | 120   | 0.4%  | 213   | 0.7%  |
|   | SUZUKI Dzire         | 93    | 0.3%  | 0     | 0.0%  |
|   | SUZUKI Vitara        | 67    | 0.2%  | 44    | 0.1%  |
| SUZUKI TOTAL  |                      | 987   | 3.7%  | 1 176 | 3.8%  |

| TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2019 |                          |      |       |       |       |
|---|--------------------------|------|-------|-------|-------|
| MANUFACTURER  | TYPE                     | 2019 | SHARE | 2018  | SHARE |
| KIA SA  | KIA Picanto              | 483  | 1.8%  | 686   | 2.2%  |
|   | KIA Rio                  | 305  | 1.1%  | 438   | 1.4%  |
|   | KIA Sportage             | 111  | 0.4%  | 202   | 0.6%  |
|   | KIA Grand Sedona         | 26   | 0.1%  | 9     | 0.0%  |
|   | KIA Sorento              | 19   | 0.1%  | 6     | 0.0%  |
| KIA TOTAL   |                          | 945  | 3.5%  | 1 368 | 4.4%  |
| HONDA   | HONDA BR-V               | 113  | 0.4%  | 124   | 0.4%  |
|   | HONDA Jazz               | 90   | 0.3%  | 160   | 0.5%  |
|   | HONDA HR-V               | 79   | 0.3%  | 112   | 0.4%  |
|   | HONDA CR-V               | 68   | 0.3%  | 110   | 0.4%  |
|   | HONDA Amaze              | 46   | 0.2%  | 0     | 0.0%  |
| HONDA TOTAL   |                          | 476  | 1.8%  | 761   | 2.4%  |
| JAGUAR LAND ROVER   | L-R Range Rover Sport    | 81   | 0.3%  | 35    | 0.1%  |
|   | L-R Discovery Sport      | 55   | 0.2%  | 91    | 0.3%  |
|   | JAGUAR E-PACE            | 50   | 0.2%  | 32    | 0.1%  |
|   | L-R Discovery            | 46   | 0.2%  | 76    | 0.2%  |
|   | L-R Range Rover Velar    | 43   | 0.2%  | 88    | 0.3%  |
| JAGUAR LAND ROVER TOTAL                                     |                          | 342  | 1.3%  | 511   | 1.6%  |
| MAHINDRA  | MAHINDRA KUV             | 153  | 0.6%  | 39    | 0.1%  |
|   | MAHINDRA XUV             | 36   | 0.1%  | 46    | 0.1%  |
|   | MAHINDRA TUV             | 29   | 0.1%  | 44    | 0.1%  |
|   | MAHINDRA Scorpio         | 17   | 0.1%  | 27    | 0.1%  |
|   | MAHINDRA Thar            | 11   | 0.0%  | 14    | 0.0%  |
| MAHINDRA TOTAL  |                          | 246  | 0.9%  | 173   | 0.6%  |
| VOLVO CARS  | VOLVO XC60               | 82   | 0.3%  | 7     | 0.0%  |
|   | VOLVO XC40               | 29   | 0.1%  | 0     | 0.0%  |
|   | VOLVO V40                | 25   | 0.1%  | 25    | 0.1%  |
|   | VOLVO XC90               | 15   | 0.1%  | 44    | 0.1%  |
|   | VOLVO V40 CC             | 14   | 0.1%  | 14    | 0.0%  |
| VOLVO CARS TOTAL  |                          | 181  | 0.7%  | 105   | 0.3%  |
| OPEL  | OPEL Corsa               | 60   | 0.2%  | 70    | 0.2%  |
|   | OPEL Crossland X         | 32   | 0.1%  | 23    | 0.1%  |
|   | OPEL MOKKA X             | 24   | 0.1%  | 41    | 0.1%  |
|   | OPEL Astra Hatch         | 16   | 0.1%  | 28    | 0.1%  |
|   | OPEL Grandland X         | 14   | 0.1%  | 0     | 0.0%  |
| OPEL TOTAL  |                          | 151  | 0.6%  | 172   | 0.6%  |
| MITSUBISHI MOTORS SA  | MITSUBISHI Eclipse Cross | 54   | 0.2%  | 0     | 0.0%  |
|   | MITSUBISHI Pajero Sport  | 44   | 0.2%  | 35    | 0.1%  |
|   | MITSUBISHI Pajero        | 20   | 0.1%  | 31    | 0.1%  |
|   | MITSUBISHI ASX           | 8    | 0.0%  | 48    | 0.2%  |
|   | MITSUBISHI Outlander     | 5    | 0.0%  | 5     | 0.0%  |
| MITSUBISHI MOTORS SA TOTAL                                  |                          | 131  | 0.5%  | 119   | 0.4%  |
| PORSCHE   | PORSCHE Cayenne          | 59   | 0.2%  | 30    | 0.1%  |
|   | PORSCHE Macan            | 39   | 0.1%  | 3     | 0.0%  |
|   | PORSCHE 911              | 17   | 0.1%  | 34    | 0.1%  |
|   | PORSCHE Panamera         | 9    | 0.0%  | 8     | 0.0%  |
|   | PORSCHE Boxster          | 5    | 0.0%  | 6     | 0.0%  |
| PORSCHE TOTAL   |                          | 130  | 0.5%  | 91    | 0.3%  |

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| TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2019 |                       |           |             |            |             |
|---|-----------------------|-----------|-------------|------------|-------------|
| MANUFACTURER  | TYPE                  | 2019      | SHARE       | 2018       | SHARE       |
| <b>FCA SOUTH AFRICA</b>                                     | FIAT 500              | 34        | 0.1%        | 31         | 0.1%        |
|   | JEEP Grand Cherokee   | 23        | 0.1%        | 27         | 0.1%        |
|   | FIAT Tipo             | 10        | 0.0%        | 11         | 0.0%        |
|   | JEEP Wrangler         | 8         | 0.0%        | 18         | 0.1%        |
|   | FIAT 500X             | 5         | 0.0%        | 7          | 0.0%        |
| <b>FIAT GROUP TOTAL</b>                                     |                       | <b>96</b> | <b>0.4%</b> | <b>147</b> | <b>0.5%</b> |
| <b>SUBARU</b>   | SUBARU Forester       | 40        | 0.1%        | 31         | 0.1%        |
|   | SUBARU XV             | 24        | 0.1%        | 37         | 0.1%        |
|   | SUBARU WRX            | 20        | 0.1%        | 4          | 0.0%        |
|   | SUBARU Outback        | 7         | 0.0%        | 27         | 0.1%        |
|   | SUBARU Impreza        | 0         | 0.0%        | 2          | 0.0%        |
| <b>SUBARU TOTAL</b>   |                       | <b>91</b> | <b>0.3%</b> | <b>101</b> | <b>0.3%</b> |
| <b>PCSA</b>   | PEUGEOT 3008          | 33        | 0.1%        | 30         | 0.1%        |
|   | PEUGEOT 208           | 15        | 0.1%        | 74         | 0.2%        |
|   | PEUGEOT 2008          | 5         | 0.0%        | 30         | 0.1%        |
|   | PEUGEOT 308           | 2         | 0.0%        | 0          | 0.0%        |
| <b>PCSA TOTAL</b>   |                       | <b>55</b> | <b>0.2%</b> | <b>134</b> | <b>0.4%</b> |
| <b>ISUZU MOTORS SOUTH AFRICA</b>                            | ISUZU MU-X            | 31        | 0.1%        | 0          | 0.0%        |
| <b>ISUZU MOTORS SA TOTAL</b>                                |                       | <b>31</b> | <b>0.1%</b> | <b>0</b>   | <b>0.0%</b> |
| <b>JMC</b>  | LANDWIND X5           | 12        | 0.0%        | 9          | 0.0%        |
| <b>JMC TOTAL</b>  |                       | <b>12</b> | <b>0.0%</b> | <b>9</b>   | <b>0.0%</b> |
| <b>GWM</b>  | GWM M4                | 11        | 0.0%        | 69         | 0.2%        |
|   | GWM H5                | 0         | 0.0%        | 14         | 0.0%        |
| <b>GWM TOTAL</b>  |                       | <b>11</b> | <b>0.0%</b> | <b>83</b>  | <b>0.3%</b> |
| <b>LAMBORGHINI SOUTH AFRICA</b>                             | LAMBORGHINI Urus      | 8         | 0.0%        | 0          | 0.0%        |
|   | LAMBORGHINI Aventador | 2         | 0.0%        | 0          | 0.0%        |
| <b>LAMBORGHINI SA TOTAL</b>                                 |                       | <b>10</b> | <b>0.0%</b> | <b>0</b>   | <b>0.0%</b> |
| <b>BENTLEY</b>  | BENTLEY Continental   | 6         | 0.0%        | 2          | 0.0%        |
|   | BENTLEY Bentayga      | 2         | 0.0%        | 2          | 0.0%        |
|   | BENTLEY Mulsanne      | 0         | 0.0%        | 1          | 0.0%        |
| <b>BENTLEY TOTAL</b>  |                       | <b>8</b>  | <b>0.0%</b> | <b>5</b>   | <b>0.0%</b> |

| TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2019 |                      |               |               |               |               |
|---|----------------------|---------------|---------------|---------------|---------------|
| MANUFACTURER  | TYPE                 | 2019          | SHARE         | 2018          | SHARE         |
| <b>MASERATI SOUTH AFRICA</b>                                | MASERATI Levante     | 5             | 0.0%          | 6             | 0.0%          |
|   | MASERATI Ghibli      | 0             | 0.0%          | 5             | 0.0%          |
|   | MASERATI GranTurismo | 0             | 0.0%          | 1             | 0.0%          |
| <b>MASERATI TOTAL</b>                                       |                      | <b>5</b>      | <b>0.0%</b>   | <b>12</b>     | <b>0.0%</b>   |
| <b>TATA</b>   | TATA Bolt            | 0             | 0.0%          | 45            | 0.1%          |
|   | TATA Indica Vista    | 0             | 0.0%          | 5             | 0.0%          |
|   | TATA Indica          | 0             | 0.0%          | 2             | 0.0%          |
| <b>TATA TOTAL</b>   |                      | <b>0</b>      | <b>0.0%</b>   | <b>52</b>     | <b>0.2%</b>   |
| <b>SCUDERIA SOUTH AFRICA</b>                                | FERRARI 488 GTB      | 0             | 0.0%          | 1             | 0.0%          |
|   | FERRARI 488 Pista    | 0             | 0.0%          | 0             | 0.0%          |
|   | FERRARI Portofino    | 0             | 0.0%          | 0             | 0.0%          |
|   | FERRARI 812          | 0             | 0.0%          | 7             | 0.0%          |
|   | FERRARI 488 Spider   | 0             | 0.0%          | 3             | 0.0%          |
| <b>SCUDERIA TOTAL</b>                                       |                      | <b>0</b>      | <b>0.0%</b>   | <b>11</b>     | <b>0.0%</b>   |
| <b>GRAND TOTAL</b>  |                      | <b>26 990</b> | <b>100.0%</b> | <b>31 139</b> | <b>100.0%</b> |

| TOP 5 SELLING PASSENGER CARS FOR FEBRUARY 2019 |       |               |
|--|-------|---------------|
| TYPE   | 2019  | 2019 SHARE    |
| VW Polo Vivo                                   | 2 692 | 10.0%         |
| VW Polo  | 1 605 | 5.9%          |
| RENAULT Kwid                                   | 1 069 | 4.0%          |
| TOYOTA Fortuner                                | 950   | 3.5%          |
| HYUNDAI Grand i10                              | 901   | 3.3%          |
|  |       | <b>26 990</b> |

| TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR FEBRUARY 2019 |       |               |
|---|-------|---------------|
| TYPE  | 2019  | 2019 SHARE    |
| TOYOTA Hilux  | 3 504 | 24.8%         |
| FORD Ranger   | 2 578 | 18.3%         |
| NISSAN NP200  | 1 999 | 14.2%         |
| TOYOTA Quantum  | 1 478 | 10.5%         |
| ISUZU D-MAX   | 991   | 7.0%          |
|   |       | <b>14 122</b> |



No, you won't find sales figures for these Haval SUVs on these lists, or even on the Lightstone list of sales by reporting companies. You will obviously have seen quite a few of these Havals from China on the road but the company, which also distributes GWM bakkies and their M4 SUV, declines to report sales figures for Haval although it does so for GWM. A query on Haval non-reporting addressed to Vaughan Swanepoel, responsible for PR and Marketing, received this response : "We look forward to sharing our figures with you when management decides the time is right."

| TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR FEBRUARY 2019 |                       |        |        |        |        |
|---|-----------------------|--------|--------|--------|--------|
| SEGMENT   | TYPE                  | 2019   | SHARE  | 2018   | SHARE  |
| SUB ONE-TON   | NISSAN NP200          | 1 999  | 14.2%  | 1 680  | 12.7%  |
|   | CHANGAN Star III      | 2      | 0.0%   | 6      | 0.0%   |
| SUB ONE-TON TOTAL   |                       | 2 001  | 14.2%  | 1 686  | 12.8%  |
| ABOVE ONE-TON DCAB  | FORD Ranger           | 1 847  | 13.1%  | 1 417  | 10.7%  |
|   | TOYOTA Hilux          | 1 384  | 9.8%   | 1 372  | 10.4%  |
|   | VW Amarok             | 495    | 3.5%   | 162    | 1.2%   |
|   | NISSAN NP300          | 442    | 3.1%   | 271    | 2.1%   |
|   | ISUZU D-MAX           | 372    | 2.6%   | 0      | 0.0%   |
| ABOVE ONE-TON DCAB TOTAL  |                       | 5 063  | 35.9%  | 4 074  | 30.9%  |
| ABOVE ONE-TON SCAB  | TOYOTA Hilux          | 1 556  | 11.0%  | 1 387  | 10.5%  |
|   | FORD Ranger           | 731    | 5.2%   | 836    | 6.3%   |
|   | ISUZU D-MAX           | 536    | 3.8%   | 0      | 0.0%   |
|   | NISSAN NP300          | 437    | 3.1%   | 619    | 4.7%   |
|   | HYUNDAI H100 Bakkie   | 297    | 2.1%   | 256    | 1.9%   |
| ABOVE ONE-TON SCAB TOTAL  |                       | 4 511  | 31.9%  | 4 747  | 36.0%  |
| ABOVE ONE-TON XCAB  | TOYOTA Hilux          | 564    | 4.0%   | 610    | 4.6%   |
|   | ISUZU D-MAX           | 83     | 0.6%   | 0      | 0.0%   |
|   | ISUZU KB              | 24     | 0.2%   | 76     | 0.6%   |
|   | TATA Xenon            | 0      | 0.0%   | 0      | 0.0%   |
| ABOVE ONE-TON XCAB TOTAL  |                       | 671    | 4.8%   | 686    | 5.2%   |
| MINIBUS   | TOYOTA Quantum        | 1 435  | 10.2%  | 1 296  | 9.8%   |
|   | VW Caddy              | 133    | 0.9%   | 137    | 1.0%   |
|   | NISSAN NV350 Taxi     | 24     | 0.2%   | 55     | 0.4%   |
|   | VW Transporter Cr-Bus | 16     | 0.1%   | 26     | 0.2%   |
|   | FORD Tourneo Custom   | 14     | 0.1%   | 22     | 0.2%   |
| MINIBUS TOTAL   |                       | 1 622  | 11.5%  | 1 536  | 11.6%  |
| PANEL VAN   | VW Caddy              | 43     | 0.3%   | 71     | 0.5%   |
|   | TOYOTA Quantum        | 43     | 0.3%   | 65     | 0.5%   |
|   | FORD Transit Custom   | 26     | 0.2%   | 83     | 0.6%   |
|   | NISSAN NV200          | 23     | 0.2%   | 24     | 0.2%   |
|   | HYUNDAI H1            | 18     | 0.1%   | 11     | 0.1%   |
| PANEL VAN TOTAL   |                       | 254    | 1.8%   | 462    | 3.5%   |
| GRAND TOTAL   |                       | 14 122 | 100.0% | 13 191 | 100.0% |

| THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FEBRUARY 2019<br>(MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES) |                           |        |        |
|--|---------------------------|--------|--------|
| MANUFACTURER   | CATEGORY                  | FEB-19 | SHARE  |
| MERCEDES-BENZ SA   | MCV                       | 153    | 7.2%   |
|  | HCV                       | 41     | 1.9%   |
|  | XHV                       | 231    | 10.9%  |
|  | BUS                       | 16     | 0.8%   |
| MERCEDES-BENZ SA TOTAL   |                           | 441    | 20.8%  |
| VOLVO GROUP SOUTHERN AFRICA  | MCV                       | 0      | 0.0%   |
|  | HCV                       | 50     | 2.4%   |
|  | XHV                       | 331    | 15.6%  |
|  | BUS                       | 1      | 0.0%   |
| VOLVO TRUCKS TOTAL   |                           | 382    | 18.1%  |
| ISUZU MOTORS SA  | MCV                       | 169    | 8.0%   |
|  | HCV                       | 84     | 4.0%   |
|  | XHV                       | 18     | 0.9%   |
|  | BUS                       | 0      | 0.0%   |
| ISUZU MOTORS SA TOTAL  |                           | 271    | 12.8%  |
| TOYOTA HINO  | MCV                       | 142    | 6.7%   |
|  | HCV                       | 79     | 3.7%   |
|  | XHV                       | 27     | 1.3%   |
| HINO TOTAL   |                           | 248    | 11.7%  |
| MAN  | HCV                       | 20     | 0.9%   |
|  | XHV                       | 148    | 7.0%   |
|  | BUS                       | 39     | 1.8%   |
| MAN TOTAL  |                           | 207    | 9.8%   |
| SCANIA   | XHV                       | 119    | 5.6%   |
|  | BUS                       | 6      | 0.3%   |
| SCANIA TOTAL   |                           | 125    | 5.9%   |
| IVECO  | MCV                       | 69     | 3.3%   |
|  | HCV                       | 1      | 0.0%   |
|  | XHV                       | 19     | 0.9%   |
|  | BUS                       | 6      | 0.3%   |
| IVECO TOTAL  |                           | 95     | 4.5%   |
| TATA   | MCV                       | 33     | 1.6%   |
|  | HCV                       | 35     | 1.7%   |
|  | XHV                       | 19     | 0.9%   |
|  | BUS                       | 3      | 0.1%   |
| TATA TOTAL   |                           | 90     | 4.3%   |
| FAW  | MCV                       | 0      | 0.0%   |
|  | HCV                       | 56     | 2.6%   |
|  | XHV                       | 18     | 0.9%   |
| FAW TOTAL  |                           | 74     | 3.5%   |
| POWERSTAR  | MCV                       | 1      | 0.0%   |
|  | HCV                       | 14     | 0.7%   |
|  | XHV                       | 35     | 1.7%   |
| POWERSTAR TOTAL  |                           | 50     | 2.4%   |
| VOLKSWAGEN GROUP SA  | MCV                       | 42     | 2.0%   |
|  | VOLKSWAGEN GROUP SA TOTAL |        | 42     |
| BABCOCK  | HCV                       | 0      | 0.0%   |
|  | XHV                       | 37     | 1.7%   |
| BABCOCK TOTAL  |                           | 37     | 1.7%   |
| HYUNDAI MOTORS SA  | MCV                       | 21     | 1.0%   |
|  | HYUNDAI TOTAL             |        | 21     |
| JMC  | MCV                       | 15     | 0.7%   |
|  | JMC TOTAL                 |        | 15     |
| VECV SOUTH AFRICA  | MCV                       | 9      | 0.4%   |
|  | HCV                       | 2      | 0.1%   |
|  | XHV                       | 0      | 0.0%   |
| VECV TOTAL   |                           | 11     | 0.5%   |
| PCSA   | MCV                       | 4      | 0.2%   |
|  | PCSA TOTAL                |        | 4      |
| FMC  | MCV                       | 3      | 0.1%   |
|  | FMC TOTAL                 |        | 3      |
| FCA SOUTH AFRICA   | MCV                       | 0      | 0.0%   |
|  | FCA SOUTH AFRICA TOTAL    |        | 0      |
| GRAND TOTAL  |                           | 2 116  | 100.0% |