

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

TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW Polo Vivo	2 937	8.2%	3 009	8.6%
	RENAULT Kwid	1 056	2.9%	733	2.1%
	FORD Figo	963	2.7%	840	2.4%
	TOYOTA Etios	957	2.7%	885	2.5%
	RENAULT Sandero II	886	2.5%	750	2.1%
ENTRY CARS TOTAL		8 915	24.8%	8 653	24.7%
SUB-SMALL	VW Polo	2 098	5.8%	2 408	6.9%
	TOYOTA Yaris	1 065	3.0%	1 729	4.9%
	SUZUKI Swift	678	1.9%	494	1.4%
	HYUNDAI i20	654	1.8%	655	1.9%
	RENAULT Clio IV	543	1.5%	476	1.4%
SUB-SMALL TOTAL		7 483	20.8%	8 591	24.5%
SMALL	TOYOTA Corolla Quest	1 313	3.7%	1 879	5.4%
	NISSAN Almera	544	1.5%	542	1.5%
	TOYOTA Corolla	499	1.4%	280	0.8%
	AUDI A3 Sportback	230	0.6%	171	0.5%
	VW Golf 7	216	0.6%	304	0.9%
SMALL TOTAL		4 014	11.2%	4 585	13.1%
MEDIUM	BMW 3-Series	274	0.8%	240	0.7%
	AUDI A4	140	0.4%	122	0.3%
	BMW 4-Series	31	0.1%	79	0.2%
	LEXUS ES	16	0.0%	28	0.1%
	VW Arteon	12	0.0%	24	0.1%
MEDIUM TOTAL		482	1.3%	515	1.5%
LARGE	BMW 5-Series	62	0.2%	49	0.1%
	AUDI A5 Sportback	36	0.1%	42	0.1%
	AUDI A5 Coupe/Cabriolet	6	0.0%	27	0.1%
	VOLVO V90 CC	3	0.0%	3	0.0%
	AUDI A6	1	0.0%	11	0.0%
LARGE TOTAL		111	0.3%	148	0.4%
LUXURY	BMW 7-Series	8	0.0%	8	0.0%
	VOLVO S90	6	0.0%	0	0.0%
	BMW 8-Series	5	0.0%	0	0.0%
	BMW 6-Series	0	0.0%	6	0.0%
	LEXUS LS	0	0.0%	0	0.0%
LUXURY TOTAL		19	0.1%	14	0.0%
MPV	TOYOTA Avanza	610	1.7%	615	1.8%
	VW Kombi	311	0.9%	278	0.8%
	SUZUKI Ertiga	166	0.5%	65	0.2%
	DATSUN GO+	154	0.4%	249	0.7%
	HYUNDAI H1	107	0.3%	268	0.8%
MPV TOTAL		1 534	4.3%	1 575	4.5%
SUV	TOYOTA Fortuner	1 018	2.8%	1 178	3.4%
	VW Tiguan	722	2.0%	684	2.0%
	TOYOTA RAV	558	1.6%	363	1.0%
	HYUNDAI Tucson	418	1.2%	264	0.8%
	MAZDA CX-5	340	0.9%	383	1.1%
SUV TOTAL		5 721	15.9%	5 559	15.9%
SPORT AND EXOTICS	FORD Mustang	27	0.1%	72	0.2%
	BMW Z4	10	0.0%	0	0.0%
	AUDI TT	8	0.0%	8	0.0%
	NISSAN GT-R	5	0.0%	0	0.0%
	FERRARI 488 Pista	4	0.0%	0	0.0%
SPORT AND EXOTICS TOTAL		67	0.2%	105	0.3%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
CROSSOVER	FORD EcoSport	1 265	3.5%	561	1.6%
	VW T-Cross	1 132	3.2%	0	0.0%
	HYUNDAI Creta	403	1.1%	324	0.9%
	MAZDA CX-3	302	0.8%	313	0.9%
	BMW X1	226	0.6%	130	0.4%
CROSSOVER TOTAL		5 257	14.6%	3 722	10.6%
NON REPORTERS	MERCEDES-BENZ SA	1 335	3.7%	1 347	3.8%
	HAVAL MOTORS SA	837	2.3%	42	0.1%
	PORSCHE	112	0.3%	178	0.5%
	LAMBORGHINI SOUTH AFRICA	8	0.0%	10	0.0%
	BENTLEY	4	0.0%	0	0.0%
NON REPORTERS TOTAL		2 296	6.4%	1 577	4.5%
GRAND TOTAL		35 899		35 044	



The Ford EcoSport held off a strong challenge to remain at the top of the sales table for crossovers in October. Sales totalled 1 265 units, which was a big leap from the 561 units retailed in the same month last year. The recently-launched Volkswagen T-Cross put up another strong performance in this competitive category, selling 1 132 units.



The Suzuki Ertiga MPV not only scored a class win in the recent WesBank Fuel Economy Tour in partnership with FNB, but also performed strongly in terms of its sales in October, retailing 166 units, compared to only 65 in the same month a year previously. It is nevertheless still far behind the MPV market leader, the Toyota Avanza, which sold 615 units in October.

### DISCLAIMER

- PLEASE NOTE
- Mercedes-Benz (including Smart and Fuso), Haval, Lamborghini, Bentley and Porsche are all displayed as per aggregated total reported.
  - Mercedes-Benz South Africa Commercial Vehicle market splits are estimates.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 937	8.2%	3 009	8.6%
	VW Polo	2 098	5.8%	2 408	6.9%
	VW T-Cross	1 132	3.2%	0	0.0%
	VW Tiguan	722	2.0%	684	2.0%
	VW Polo Sedan	522	1.5%	416	1.2%
VOLKSWAGEN GROUP SA TOTAL		9 031	25.2%	8 360	23.9%
TOYOTA	TOYOTA Corolla Quest	1 313	3.7%	1 879	5.4%
	TOYOTA Yaris	1 065	3.0%	1 729	4.9%
	TOYOTA Fortuner	1 018	2.8%	1 178	3.4%
	TOYOTA Etios	957	2.7%	8 85	2.5%
	TOYOTA Avanza	610	1.7%	615	1.8%
TOYOTA TOTAL		6 727	18.7%	7 992	22.8%
RENAULT	RENAULT KWID	1 056	2.9%	733	2.1%
	RENAULT Sandero II	886	2.5%	750	2.1%
	RENAULT Clio IV	543	1.5%	476	1.4%
	RENAULT Duster	338	0.9%	267	0.8%
	RENAULT Captur	100	0.3%	99	0.3%
RENAULT TOTAL		2 982	8.3%	2 362	6.7%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	654	1.8%	655	1.9%
	HYUNDAI Grand i10	607	1.7%	900	2.6%
	HYUNDAI Tucson	418	1.2%	264	0.8%
	HYUNDAI Creta	403	1.1%	324	0.9%
	HYUNDAI Accent	293	0.8%	102	0.3%
HYUNDAI TOTAL		2 860	8.0%	2 753	7.9%
FMC	FORD EcoSport	1 265	3.5%	561	1.6%
	FORD Figo	963	2.7%	840	2.4%
	FORD Everest	194	0.5%	350	1.0%
	FORD Fiesta	136	0.4%	888	2.5%
	FORD Kuga	101	0.3%	52	0.1%
FMC TOTAL		2 686	7.5%	2 788	8.0%
NISSAN	NISSAN Almera	544	1.5%	542	1.5%
	DATSUN GO	425	1.2%	310	0.9%
	NISSAN Qashqai	202	0.6%	144	0.4%
	NISSAN X-Trail	163	0.5%	197	0.6%
	DATSUN GO+	154	0.4%	249	0.7%
NISSAN TOTAL		1 764	4.9%	1 921	5.5%
SUZUKI	SUZUKI Swift	678	1.9%	494	1.4%
	SUZUKI Ertiga	166	0.5%	65	0.2%
	SUZUKI Jimny	143	0.4%	35	0.1%
	SUZUKI Ignis	141	0.4%	181	0.5%
	SUZUKI Vitara	122	0.3%	37	0.1%
SUZUKI TOTAL		1 581	4.4%	1 103	3.1%
BMW GROUP	BMW 3-Series	274	0.8%	240	0.7%
	BMW X1	226	0.6%	130	0.4%
	BMW 1-Series	213	0.6%	247	0.7%
	BMW X3	193	0.5%	220	0.6%
	BMW X5	128	0.4%	44	0.1%
BMW GROUP TOTAL		1 461	4.1%	1 382	3.9%
MERCEDES BENZ SA TOTAL		1 335	3.7%	1 347	3.8%
KIA SA	KIA Picanto	582	1.6%	781	2.2%
	KIA Rio	391	1.1%	301	0.9%
	KIA Sportage	248	0.7%	125	0.4%
	KIA Grand Sedona	39	0.1%	20	0.1%
	KIA Sorento	33	0.1%	33	0.1%
KIA TOTAL		1 293	3.6%	1 277	3.6%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
MAZDA SA	MAZDA CX-5	340	0.9%	383	1.1%
	MAZDA CX-3	302	0.8%	313	0.9%
	MAZDA 2	207	0.6%	214	0.6%
	MAZDA 3	90	0.3%	268	0.8%
	MAZDA MX-5	0	0.0%	2	0.0%
MAZDA SA TOTAL		939	2.6%	1 180	3.4%
HAVAL MOTORS SA TOTAL		837	2.3%	42	0.1%
HONDA	HONDA BR-V	105	0.3%	144	0.4%
	HONDA Jazz	88	0.2%	96	0.3%
	HONDA HR-V	83	0.2%	60	0.2%
	HONDA Amaze	73	0.2%	47	0.1%
	HONDA CR-V	26	0.1%	66	0.2%
HONDA TOTAL		401	1.1%	503	1.4%
OPEL	OPEL Corsa	127	0.4%	102	0.3%
	OPEL Crossland X	126	0.4%	61	0.2%
	OPEL Grandland X	22	0.1%	82	0.2%
	OPEL Astra Hatch	21	0.1%	57	0.2%
	OPEL Mokka X	17	0.0%	66	0.2%
OPEL TOTAL		332	0.9%	398	1.1%
MAHINDRA	MAHINDRA KUV	139	0.4%	73	0.2%
	MAHINDRA XUV300	102	0.3%	0	0.0%
	MAHINDRA XUV500	34	0.1%	48	0.1%
	MAHINDRA Scorpio	24	0.1%	19	0.1%
	MAHINDRA TUV	21	0.1%	29	0.1%
MAHINDRA TOTAL		327	0.9%	176	0.5%
JAGUAR LAND ROVER	L-R Range Rover Sport	77	0.2%	99	0.3%
	L-R Range Rover Evoque	54	0.2%	34	0.1%
	JAGUAR F-PACE	52	0.1%	30	0.1%
	JAGUAR E-PACE	39	0.1%	73	0.2%
	L-R Discovery Sport	33	0.1%	42	0.1%
JAGUAR LAND ROVER TOTAL		323	0.9%	401	1.1%
VOLVO CARS	VOLVO V40	71	0.2%	18	0.1%
	VOLVO XC40	49	0.1%	85	0.2%
	VOLVO XC60	42	0.1%	67	0.2%
	VOLVO XC90	26	0.1%	24	0.1%
	VOLVO V40 CC	24	0.1%	9	0.0%
VOLVO CARS TOTAL		221	0.6%	212	0.6%
FCA SOUTH AFRICA FIAT GROUP	FIAT Tipo	104	0.3%	16	0.0%
	FIAT Panda	36	0.1%	8	0.0%
	JEEP Cherokee	15	0.0%	2	0.0%
	JEEP Wrangler	15	0.0%	8	0.0%
	FIAT 500	13	0.0%	25	0.1%
FIAT GROUP TOTAL		212	0.6%	95	0.3%
PCSA	PEUGEOT 208	42	0.1%	13	0.0%
	CITROEN C3	31	0.1%	0	0.0%
	PEUGEOT 108	24	0.1%	0	0.0%
	PEUGEOT 2008	24	0.1%	14	0.0%
	CITROEN C3 Aircross	21	0.1%	0	0.0%
PCSA TOTAL		186	0.5%	48	0.1%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	43	0.1%	0	0.0%
	MITSUBISHI Pajero Sport	40	0.1%	51	0.1%
	MITSUBISHI ASX	24	0.1%	42	0.1%
	MITSUBISHI Pajero	13	0.0%	28	0.1%
	MITSUBISHI Outlander	2	0.0%	8	0.0%
MITSUBISHI MOTORS SA TOTAL		122	0.3%	129	0.4%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
PORSCHE TOTAL		112	0.3%	178	0.5%
SUBARU	SUBARU Forester	67	0.2%	59	0.2%
	SUBARU XV	15	0.0%	31	0.1%
	SUBARU Outback	6	0.0%	6	0.0%
	SUBARU WRX	4	0.0%	0	0.0%
	SUBARU Impreza	0	0.0%	5	0.0%
SUBARU TOTAL		92	0.3%	101	0.3%
ISUZU	ISUZU MU-X	44	0.1%	259	0.7%
ISUZU MOTORS SOUTH AFRICA TOTAL		44	0.1%	259	0.7%
BENTLEY TOTAL		8	0.0%	10	0.0%
JMC	LANDWIND X5	7	0.0%	9	0.0%
JMC TOTAL		7	0.0%	9	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	4	0.0%	0	0.0%
	FERRARI Portofino	2	0.0%	4	0.0%
	FERRARI 812	1	0.0%	0	0.0%
	FERRARI 488 Spider	0	0.0%	1	0.0%
	FERRARI 488 GTB	0	0.0%	0	0.0%
SCUDERIA TOTAL		7	0.0%	5	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	4	0.0%	5	0.0%
	MASERATI Ghibli	1	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%	5	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		4	0.0%	0	0.0%
TATA	TATA Bolt	0	0.0%	8	0.0%
	TATA Indica Vista	0	0.0%	0	0.0%
	TATA Indica	0	0.0%	0	0.0%
TATA TOTAL		0	0.0%	8	0.0%
GRAND TOTAL		35 899	100.0%	35 044	100.0%



The Toyota Hilux range put up one its strongest monthly sales performances in October, retailing 4 377 units (32.8% of the LCV market) compared to runner-up Ford Ranger on 1 806 units. The recent addition of the Legend 50 and GR (seen here) derivatives are obviously making a difference.

TOP 5 SELLING PASSENGER CARS FOR OCTOBER		
TYPE	2019	2019 SHARE
VW Polo Vivo	2 937	8.2%
VW Polo	2 098	5.8%
TOYOTA Corolla Quest	1 313	3.7%
FORD EcoSport	1 265	3.5%
VW T-Cross	1 132	3.2%
	35 899	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR OCTOBER		
TYPE	2019	2019 SHARE
TOYOTA Hilux	4 377	32.8%
FORD Ranger	1 806	13.5%
TOYOTA Hi-Ace	1 726	12.9%
ISUZU D-MAX	1 372	10.3%
NISSAN NP200	1 051	7.9%
	13 361	



The extended life, value-for-money Toyota Corolla Quest continues to stay among the top selling passenger cars in South Africa. It sold 1 313 units in October to be the third best selling car for the month.



TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR OCTOBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	1 051	7.9%	1 879	13.2%
	CHANGAN Star III	9	0.1%	6	0.0%
	SUZUKI Gypsy	1	0.0%	0	0.0%
SUB ONE-TON TOTAL		1 061	7.9%	1 885	13.3%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 464	11.0%	1 457	10.3%
	FORD Ranger	1 392	10.4%	1 715	12.1%
	ISUZU D-MAX	619	4.6%	21	0.1%
	VW Amarok	187	1.4%	247	1.7%
	NISSAN Navara	151	1.1%	140	1.0%
ABOVE ONE-TON DCAB TOTAL		4 272	32.0%	4 781	33.7%
ABOVE ONE-TON SCAB	TOYOTA Hilux	2 371	17.7%	1 377	9.7%
	ISUZU D-MAX	697	5.2%	100	0.7%
	FORD Ranger	243	1.8%	540	3.8%
	HYUNDAI H100 Bakkie	237	1.8%	384	2.7%
	MAHINDRA Scorpio Pik-Up	226	1.7%	165	1.2%
ABOVE ONE-TON SCAB TOTAL		4 479	33.5%	4 238	29.8%
ABOVE ONE-TON XCAB	TOYOTA Hilux	542	4.1%	518	3.6%
	FORD Ranger	171	1.3%	320	2.3%
	ISUZU D-MAX	56	0.4%	2	0.0%
	ISUZU KB	2	0.0%	171	1.2%
ABOVE ONE-TON XCAB TOTAL		771	5.8%	1 011	7.1%
MINIBUS	TOYOTA Hi-Ace	1 726	12.9%	0	0.0%
	NISSAN NV350 Taxi	116	0.9%	110	0.8%
	VW Caddy	114	0.9%	184	1.3%
	TOYOTA Quantum	105	0.8%	1 432	10.1%
	VW Transporter Cr-Bus	36	0.3%	49	0.3%
MINIBUS TOTAL		2 117	15.8%	1 818	12.8%
PANEL VAN	FORD Transit Custom	131	1.0%	5	0.0%
	TOYOTA Quantum	86	0.6%	51	0.4%
	VW Caddy	54	0.4%	61	0.4%
	OPEL Combo	24	0.2%	0	0.0%
	HYUNDAI Grand i10	15	0.1%	0	0.0%
PANEL VAN TOTAL		379	2.8%	215	1.5%
NON REPORTERS	HAVAL MOTORS SA	179	1.3%	160	1.1%
	MERCEDES-BENZ SA	103	0.8%	91	0.6%
NON-REPORTERS TOTAL		282	2.1%	251	1.8%
GRAND TOTAL		13 361	100.0%	14 199	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR OCTOBER 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	OCT-19	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	66	2.4%
	XHV	451	16.7%
	BUS	0	0.0%
VOLVO TRUCKS TOTAL		517	19.1%
MERCEDES-BENZ SA	COMMERCIAL	482	17.8%
MERCEDES-BENZ SA TOTAL		482	17.8%
TOYOTA HINO	MCV	220	8.1%
	HCV	85	3.1%
	XHV	22	0.8%
HINO TOTAL		327	12.1%
ISUZU MOTORS SA	MCV	152	5.6%
	HCV	95	3.5%
	XHV	30	1.1%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		277	10.2%
SCANIA	XHV	201	7.4%
	BUS	15	0.6%
SCANIA TOTAL		216	8.0%
MAN	HCV	5	0.2%
	XHV	177	6.5%
	BUS	30	1.1%
MAN TOTAL		212	7.8%
IVECO	MCV	101	3.7%
	HCV	3	0.1%
	XHV	59	2.2%
	BUS	0	0.0%
IVECO TOTAL		163	6.0%
POWERSTAR	MCV	2	0.1%
	HCV	9	0.3%
	XHV	110	4.1%
POWERSTAR TOTAL		121	4.5%
TATA	MCV	64	2.4%
	HCV	26	1.0%
	XHV	26	1.0%
	BUS	3	0.1%
TATA TOTAL		119	4.4%
FAW	MCV	5	0.2%
	HCV	48	1.8%
	XHV	31	1.1%
FAW TOTAL		84	3.1%
VOLKSWAGEN GROUP SA	MCV	77	2.8%
VOLKSWAGEN GROUP SA TOTAL		77	2.8%
BABCOCK	HCV	0	0.0%
	XHV	38	1.4%
BABCOCK TOTAL		38	1.4%
HYUNDAI MOTORS SA	MCV	28	1.0%
HYUNDAI TOTAL		28	1.0%
PCSA	MCV	15	0.6%
PCSA TOTAL		15	0.6%
JMC	MCV	14	0.5%
JMC TOTAL		14	0.5%
VECV SOUTH AFRICA	MCV	3	0.1%
	HCV	8	0.3%
	XHV	1	0.0%
VECV TOTAL		12	0.4%
FMC	MCV	6	0.2%
FMC TOTAL		6	0.2%
FCA SOUTH AFRICA	MCV	0	0.0%
FCA SOUTH AFRICA TOTAL		0	0.0%
GRAND TOTAL		2 708	100.0%