

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

TOP 5 PASSENGER CAR MARKET BY TYPE FOR DECEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW Polo Vivo	1 779	6.1%	1 711	6.4%
	RENAULT Kwid	1 631	5.6%	1 354	5.1%
	TOYOTA Etios	1 433	4.9%	507	1.9%
	DATSUN GO	530	1.8%	507	1.9%
	FORD Figo	497	1.7%	424	1.6%
ENTRY CARS TOTAL		7 428	25.7%	6 732	25.4%
SUB-SMALL	VW Polo	1 410	4.9%	1 360	5.1%
	TOYOTA Yaris	541	1.9%	272	1.0%
	VW Polo Sedan	532	1.8%	691	2.6%
	HYUNDAI i20	509	1.8%	619	2.3%
	SUZUKI Swift	443	1.5%	419	1.6%
SUB-SMALL TOTAL		4 948	17.1%	5 517	20.8%
SMALL	TOYOTA Corolla Quest	963	3.3%	552	2.1%
	TOYOTA Corolla	302	1.0%	305	1.1%
	VW Golf 7	248	0.9%	296	1.1%
	AUDI A3 Sportback	167	0.6%	132	0.5%
	NISSAN Almera	125	0.4%	108	0.4%
SMALL TOTAL		2 641	9.1%	2 620	9.9%
MEDIUM	BMW 3-Series	114	0.4%	259	1.0%
	AUDI A4	59	0.2%	76	0.3%
	LEXUS ES	24	0.1%	19	0.1%
	VW Arteon	18	0.1%	32	0.1%
	BMW 4-Series	16	0.1%	87	0.3%
MEDIUM TOTAL		244	0.8%	502	1.9%
LARGE	AUDI A5 Sportback	33	0.1%	44	0.2%
	BMW 5-Series	21	0.1%	46	0.2%
	AUDI A5 Coupe/ Cabriolet	8	0.0%	37	0.1%
	VOLVO V90 CC	3	0.0%	0	0.0%
	MASERATI Ghibli	3	0.0%	0	0.0%
LARGE TOTAL		75	0.3%	151	0.6%
LUXURY	BMW 8-Series	14	0.0%	0	0.0%
	VOLVO S90	11	0.0%	1	0.0%
	BMW 7-Series	7	0.0%	6	0.0%
	MASERATI Quattroporte	2	0.0%	1	0.0%
	LEXUS LS	0	0.0%	2	0.0%
LUXURY TOTAL		34	0.1%	16	0.1%



The Corolla Quest has proved an excellent extended life model for Toyota. Sales in December totalled 963 units, compared to 552 in the same month in 2018. This was a strong performance by a model in run-out as Toyota prepares to launch its successor as an affordable C-Category sedan.



The Renault Kwid continues to astound many industry commentators as it sells up a storm in South Africa. In December it sold 1 631 units to place it second in sales for passenger cars for the month, only 148 units behind the long-time best-seller, Volkswagen Polo Vivo, which sold 1 779 units. Third in this entry level category was the Toyota Etios, which also had a stellar sales month, retailing 1 433 units compared to only 507 in the previous December. All the competitors in the entry level segment can expect further competition when the new Suzuki S-Presso arrives soon.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR DECEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
MPV	TOYOTA Avanza	522	1.8%	416	1.6%
	VW Kombi	182	0.6%	408	1.5%
	SUZUKI Ertiga	120	0.4%	24	0.1%
	HYUNDAI H1	69	0.2%	166	0.6%
	DATSUN GO+	55	0.2%	59	0.2%
MPV TOTAL		1 086	3.8%	1 177	4.4%
SUV	TOYOTA Fortuner	974	3.4%	1 027	3.9%
	VW Tiguan	630	2.2%	485	1.8%
	TOYOTA RAV	496	1.7%	410	1.5%
	HYUNDAI Tucson	378	1.3%	294	1.1%
	RENAULT Duster	328	1.1%	242	0.9%
SUV TOTAL		5 262	18.2%	5 568	21.0%
SPORT AND EXOTICS	FORD Mustang	14	0.0%	50	0.2%
	BMW Z4	7	0.0%	0	0.0%
	AUDI TT	5	0.0%	0	0.0%
	BMW i8	5	0.0%	1	0.0%
	TOYOTA Supra	4	0.0%	0	0.0%
SPORT AND EXOTICS TOTAL		45	0.2%	90	0.3%
CROSSOVER	FORD EcoSport	837	2.9%	332	1.3%
	VW T-Cross	685	2.4%	0	0.0%
	KIA Seltos	510	1.8%	0	0.0%
	HYUNDAI Creta	420	1.5%	254	1.0%
	HYUNDAI Venue	307	1.1%	0	0.0%
CROSSOVER TOTAL		4 619	16.0%	3 107	11.7%
NON REPORTERS	MERCEDES-BENZ SA	1 677	5.8%	915	3.4%
	HAVAL MOTORS SA	750	2.6%	27	0.1%
	PORSCHE	142	0.5%	112	0.4%
	BENTLEY	6	0.0%	13	0.0%
	LAMBORGHINI SOUTH AFRICA	2	0.0%	0	0.0%
NON REPORTERS TOTAL		2 577	8.9%	1 067	4.0%
GRAND TOTAL		28 959		26 547	

### 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 DECEMBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	1 779	6.1%	1 711	6.4%
	VW Polo	1 410	4.9%	1 360	5.1%
	VW T-Cross	685	2.4%	0	0.0%
	VW Tiguan	630	2.2%	485	1.8%
	VW Polo Sedan	532	1.8%	691	2.6%
VOLKSWAGEN GROUP SA TOTAL		6 378	22.0%	5 979	22.5%
TOYOTA	TOYOTA Etios	1 433	4.9%	507	1.9%
	TOYOTA Fortuner	974	3.4%	1 027	3.9%
	TOYOTA Corolla Quest	963	3.3%	552	2.1%
	TOYOTA Yaris	541	1.9%	272	1.0%
	TOYOTA Avanza	522	1.8%	416	1.6%
TOYOTA TOTAL		5 963	20.6%	4 430	16.7%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	509	1.8%	619	2.3%
	HYUNDAI Grand i10	432	1.5%	905	3.4%
	HYUNDAI Creta	420	1.5%	254	1.0%
	HYUNDAI Tucson	378	1.3%	294	1.1%
	HYUNDAI Venue	307	1.1%	0	0.0%
HYUNDAI TOTAL		2 754	9.5%	2 603	9.8%
RENAULT	RENAULT Kwid	1 631	5.6%	1 354	5.1%
	RENAULT Duster	328	1.1%	242	0.9%
	RENAULT Sandero II	321	1.1%	449	1.7%
	RENAULT Clio IV	180	0.6%	775	2.9%
	RENAULT Captur	61	0.2%	86	0.3%
RENAULT TOTAL		2 554	8.8%	2 933	11.0%
FMC	FORD EcoSport	837	2.9%	332	1.3%
	FORD Figo	497	1.7%	424	1.6%
	FORD Everest	223	0.8%	385	1.5%
	FORD Fiesta	96	0.3%	217	0.8%
	FORD Kuga	65	0.2%	64	0.2%
FMC TOTAL		1 732	6.0%	1 480	5.6%
MERCEDES BENZ SA TOTAL		1 677	5.8%	915	3.4%
KIA SA	KIA Seltos	510	1.8%	0	0.0%
	KIA Picanto	385	1.3%	508	1.9%
	KIA Rio	270	0.9%	304	1.1%
	KIA Sportage	99	0.3%	208	0.8%
	KIA Grand Sedona	52	0.2%	31	0.1%
KIA TOTAL		1 330	4.6%	1 091	4.1%
NISSAN	DATSUN GO	530	1.8%	507	1.9%
	NISSAN X-Trail	296	1.0%	216	0.8%
	NISSAN Almera	125	0.4%	108	0.4%
	NISSAN Micra 5	87	0.3%	101	0.4%
	NISSAN Qashqai	86	0.3%	263	1.0%
NISSAN TOTAL		1 207	4.2%	1 438	5.4%
SUZUKI	SUZUKI Swift	443	1.5%	419	1.6%
	SUZUKI Ignis	124	0.4%	118	0.4%
	SUZUKI Ertiga	120	0.4%	24	0.1%
	SUZUKI Jimny	105	0.4%	113	0.4%
	SUZUKI Baleno	55	0.2%	44	0.2%
SUZUKI TOTAL		982	3.4%	883	3.3%
BMW GROUP	BMW X3	134	0.5%	241	0.9%
	BMW X5	116	0.4%	98	0.4%
	BMW 3-Series	114	0.4%	259	1.0%
	BMW 1-Series	87	0.3%	201	0.8%
	MINI Countryman	55	0.2%	51	0.2%
BMW GROUP TOTAL		897	3.1%	1 583	6.0%
MAZDA SA	MAZDA CX-5	277	1.0%	389	1.5%
	MAZDA CX-3	275	0.9%	293	1.1%
	MAZDA 2	180	0.6%	197	0.7%
	MAZDA 3	85	0.3%	223	0.8%
	MAZDA MX-5	3	0.0%	6	0.0%
MAZDA SA TOTAL		820	2.8%	1 108	4.2%
HAVAL MOTORS SA TOTAL		750	2.6%	27	0.1%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR DECEMBER 2019						
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE	
HONDA	HONDA Amaze	130	0.4%	40	0.2%	
	HONDA BR-V	109	0.4%	92	0.3%	
	HONDA HR-V	68	0.2%	50	0.2%	
	HONDA Jazz	56	0.2%	73	0.3%	
	HONDA CR-V	28	0.1%	48	0.2%	
HONDA TOTAL		425	1.5%	466	1.8%	
JAGUAR LAND ROVER	L-R Range Rover Evoque	82	0.3%	73	0.3%	
	L-R Range Rover Sport	73	0.3%	83	0.3%	
	L-R Discovery	66	0.2%	46	0.2%	
	JAGUAR F-PACE	42	0.1%	24	0.1%	
	L-R Range Rover Velar	40	0.1%	39	0.1%	
JAGUAR LAND ROVER TOTAL		358	1.2%	416	1.6%	
MAHINDRA	MAHINDRA KUV	104	0.4%	174	0.7%	
	MAHINDRA XUV300	77	0.3%	0	0.0%	
	MAHINDRA XUV500	19	0.1%	28	0.1%	
	MAHINDRA Scorpio	16	0.1%	25	0.1%	
	MAHINDRA TUV	8	0.0%	24	0.1%	
MAHINDRA TOTAL		232	0.8%	260	1.0%	
VOLVO CARS	VOLVO XC60	63	0.2%	109	0.4%	
	VOLVO XC40	53	0.2%	54	0.2%	
	VOLVO V40	32	0.1%	42	0.2%	
	VOLVO XC90	29	0.1%	38	0.1%	
	VOLVO V40 CC	21	0.1%	10	0.0%	
VOLVO CARS TOTAL		212	0.7%	258	1.0%	
PORSCHE TOTAL		142	0.5%	112	0.4%	
OPEL	OPEL Corsa	90	0.3%	80	0.3%	
	OPEL Crossland X	19	0.1%	34	0.1%	
	OPEL Astra Hatch	9	0.0%	21	0.1%	
	OPEL Grandland X	7	0.0%	24	0.1%	
	OPEL Mokka X	4	0.0%	20	0.1%	
OPEL TOTAL		136	0.5%	185	0.7%	
PCSA	PEUGEOT 108	34	0.1%	0	0.0%	
	PEUGEOT 208	29	0.1%	13	0.0%	
	PEUGEOT 2008	15	0.1%	10	0.0%	
	CITROEN C3	12	0.0%	0	0.0%	
	PEUGEOT 5008	10	0.0%	0	0.0%	
PCSA TOTAL		124	0.4%	40	0.2%	
FCA SOUTH AFRICA FIAT GROUP	FIAT Tipo	36	0.1%	10	0.0%	
	JEEP Wrangler	19	0.1%	14	0.1%	
	FIAT 500	14	0.0%	34	0.1%	
	ALFA Stelvio	9	0.0%	1	0.0%	
	JEEP Grand Cherokee	8	0.0%	15	0.1%	
FIAT GROUP TOTAL		116	0.4%	97	0.4%	
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	24	0.1%	36	0.1%	
	MITSUBISHI Eclipse Cross	21	0.1%	0	0.0%	
	MITSUBISHI ASX	10	0.0%	32	0.1%	
	MITSUBISHI Pajero	7	0.0%	14	0.1%	
	MITSUBISHI Outlander	1	0.0%	18	0.1%	
MITSUBISHI MOTORS SA TOTAL		63	0.2%	100	0.4%	
SUBARU	SUBARU XV	27	0.1%	28	0.1%	
	SUBARU Forester	22	0.1%	34	0.1%	
	SUBARU Outback	2	0.0%	9	0.0%	
	SUBARU Impreza	1	0.0%	5	0.0%	
SUBARU TOTAL		53	0.2%	80	0.3%	
ISUZU		ISUZU MU-X	25	0.1%	37	0.1%
ISUZU MOTORS SOUTH AFRICA TOTAL		25	0.1%	37	0.1%	



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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR DECEMBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
<b>MASERATI SOUTH AFRICA</b>	MASERATI Levante	6	0.0%	3	0.0%
	MASERATI Ghibli	3	0.0%	0	0.0%
	MASERATI Quattroporte	2	0.0%	1	0.0%
	MASERATI GranTurismo	1	0.0%	0	0.0%
<b>MASERATI TOTAL</b>		<b>12</b>	<b>0.0%</b>	<b>4</b>	<b>0.0%</b>
<b>BENTLEY TOTAL</b>		<b>6</b>	<b>0.0%</b>	<b>13</b>	<b>0.0%</b>
<b>JMC</b>	LANDWIND X5	6	0.0%	5	0.0%
<b>JMC TOTAL</b>		<b>6</b>	<b>0.0%</b>	<b>5</b>	<b>0.0%</b>
<b>SCUDERIA SOUTH AFRICA</b>	FERRARI 488 Pista	2	0.0%	2	0.0%
	FERRARI Portofino	1	0.0%	2	0.0%
	FERRARI GTC4Lusso	0	0.0%	0	0.0%
	FERRARI 812	0	0.0%	0	0.0%
	FERRARI 488 GTB	0	0.0%	0	0.0%
<b>SCUDERIA TOTAL</b>		<b>3</b>	<b>0.0%</b>	<b>4</b>	<b>0.0%</b>
<b>LAMBORGHINI SOUTH AFRICA TOTAL</b>		<b>2</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>GRAND TOTAL</b>		<b>28 959</b>	<b>100.0%</b>	<b>26 547</b>	<b>100.0%</b>

TOP 5 SELLING PASSENGER CARS FOR DECEMBER		
TYPE	2019	2019 SHARE
VW Polo Vivo	1 779	6.1%
RENAULT Kwid	1 631	5.6%
TOYOTA Etios	1 433	4.9%
VW Polo	1 410	4.9%
TOYOTA Fortuner	974	3.4%
	<b>28 959</b>	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR DECEMBER		
TYPE	2019	2019 SHARE
TOYOTA Hilux	3 080	29.4%
FORD Ranger	1 724	16.5%
ISUZU D-MAX	1 344	12.8%
TOYOTA Hi-Ace	1 083	10.3%
NISSAN NP300	786	7.5%
	<b>10 464</b>	

The impressive Volkswagen South Africa factory in Uitenhage which is where South Africa's top selling passenger car model range, the Polo Vivo, is made.



The Volkswagen Polo Vivo, an extended life model, continues to dominate passenger car sales in South Africa, despite facing an increasing host of challengers. In December the Vivo sold 1 779 units to end the year on a high note.

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR DECEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	498	4.8%	1 572	14.0%
	CHANGAN Star III	4	0.0%	1	0.0%
	SUZUKI Gypsy	0	0.0%	1	0.0%
SUB ONE-TON TOTAL		502	4.8%	1 574	14.0%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 734	16.6%	1 194	10.7%
	FORD Ranger	1 367	13.1%	1 459	13.0%
	ISUZU D-MAX	506	4.8%	277	2.5%
	NISSAN NP300	485	4.6%	294	2.6%
	VW Amarok	209	2.0%	323	2.9%
ABOVE ONE-TON DCAB TOTAL		4 650	44.4%	4 135	36.9%
ABOVE ONE-TON SCAB	TOYOTA Hilux	871	8.3%	1162	10.4%
	ISUZU D-MAX	795	7.6%	282	2.5%
	NISSAN NP300	301	2.9%	178	1.6%
	FORD Ranger	193	1.8%	254	2.3%
	TOYOTA Landcruiser PU	168	1.6%	123	1.1%
ABOVE ONE-TON SCAB TOTAL		2 873	27.5%	2 746	24.5%
ABOVE ONE-TON XCAB	TOYOTA Hilux	475	4.5%	551	4.9%
	FORD Ranger	164	1.6%	218	1.9%
	ISUZU D-MAX	43	0.4%	34	0.3%
	ISUZU KB	0	0.0%	41	0.4%
ABOVE ONE-TON XCAB TOTAL		682	6.5%	844	7.5%
MINIBUS	TOYOTA Hi-Ace	1 083	10.3%	0	0.0%
	VW Transporter Cr-Bus	64	0.6%	25	0.2%
	VW Caddy	47	0.4%	100	0.9%
	NISSAN NV350 Taxi	44	0.4%	164	1.5%
	TOYOTA Quantum	37	0.4%	1126	10.0%
MINIBUS TOTAL		1 287	12.3%	1 439	12.8%
PANEL VAN	TOYOTA Quantum	63	0.6%	119	1.1%
	VW Caddy	55	0.5%	39	0.3%
	NISSAN NV350	32	0.3%	7	0.1%
	HYUNDAI Grand i10	28	0.3%	0	0.0%
	FORD Transit Custom	17	0.2%	22	0.2%
PANEL VAN TOTAL		262	2.5%	296	2.6%
NON REPORTERS	HAVAL MOTORS SA	109	1.0%	96	0.9%
	MERCEDES-BENZ SA	99	0.9%	81	0.7%
NON REPORTERS TOTAL		208	2.0%	177	1.6%
GRAND TOTAL		10 464	100.0%	11 211	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR DECEMBER 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	DEC-19	SHARE
MERCEDES-BENZ SA	COMMERCIAL	434	19.2%
MERCEDES-BENZ SA TOTAL		434	19.2%
ISUZU MOTORS SA	MCV	158	7.0%
	HCV	165	7.3%
	XHV	44	1.9%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		367	16.2%
TOYOTA HINO	MCV	248	11.0%
	HCV	57	2.5%
	XHV	42	1.9%
HINO TOTAL		347	15.4%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	58	2.6%
	XHV	253	11.2%
	BUS	5	0.2%
VOLVO TRUCKS TOTAL		316	14.0%
MAN	HCV	15	0.7%
	XHV	122	5.4%
	BUS	102	4.5%
MAN TOTAL		239	10.6%
SCANIA	XHV	189	8.4%
	BUS	34	1.5%
SCANIA TOTAL		223	9.9%
IVECO	MCV	71	3.1%
	HCV	4	0.2%
	XHV	10	0.4%
	BUS	0	0.0%
IVECO TOTAL		85	3.8%
TATA	MCV	27	1.2%
	HCV	33	1.5%
	XHV	24	1.1%
	BUS	0	0.0%
TATA TOTAL		84	3.7%
FAW	MCV	3	0.1%
	HCV	30	1.3%
	XHV	22	1.0%
FAW TOTAL		55	2.4%
VOLKSWAGEN GROUP SA	MCV	53	2.3%
	VOLKSWAGEN GROUP SA TOTAL		53
POWERSTAR	MCV	0	0.0%
	HCV	10	0.4%
	XHV	30	1.3%
POWERSTAR TOTAL		40	1.8%
JMC	MCV	5	0.2%
JMC TOTAL		5	0.2%
HYUNDAI MOTORS SA	MCV	4	0.2%
HYUNDAI TOTAL		4	0.2%
PCSA	MCV	3	0.1%
PCSA TOTAL		3	0.1%
BABCOCK	HCV	0	0.0%
	XHV	3	0.1%
BABCOCK TOTAL		3	0.1%
FMC	MCV	1	0.0%
FMC TOTAL		1	0.0%
VECV SOUTH AFRICA	MCV	0	0.0%
	HCV	1	0.0%
	XHV	0	0.0%
VECV TOTAL		1	0.0%
FCA SOUTH AFRICA	MCV	0	0.0%
FCA SOUTH AFRICA TOTAL		0	0.0%
GRAND TOTAL		2 260	100.0%