

South African Vehicle Sales Figures at the End of January 2020

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
ENTRY CARS	VW Polo Vivo	2 811	10.0%	2 461	8.6%
	RENAULT Kwid	1 010	3.6%	519	1.8%
	FORD Figo	722	2.6%	668	2.3%
	HYUNDAI Grand i10	697	2.5%	867	3.0%
	TOYOTA Etios	622	2.2%	698	2.4%
ENTRY CARS TOTAL		7 584	27.0%	7 105	24.9%
SUB-SMALL	VW Polo	1 761	6.3%	2 055	7.2%
	SUZUKI Swift	824	2.9%	479	1.7%
	RENAULT Clio IV	506	1.8%	200	0.7%
	VW Polo Sedan	503	1.8%	457	1.6%
	TOYOTA Yaris	439	1.6%	693	2.4%
SUB-SMALL TOTAL		5 984	21.3%	6 276	22.0%
SMALL	TOYOTA Corolla Quest	998	3.6%	1 828	6.4%
	VW Golf 7	265	0.9%	259	0.9%
	NISSAN Almera	155	0.6%	404	1.4%
	AUDI A1 Sportback	146	0.5%	10	0.0%
	AUDI A3 Sedan	104	0.4%	77	0.3%
SMALL TOTAL		2 103	7.5%	3 674	12.9%
MEDIUM	AUDI A4	16	0.1%	81	0.3%
	LEXUS ES	12	0.0%	17	0.1%
	ALFA Giulia	9	0.0%	1	0.0%
	VW Arteon	4	0.0%	21	0.1%
	AUDI A4 Avant	3	0.0%	0	0.0%
MEDIUM TOTAL		51	0.2%	135	0.5%
LARGE	AUDI A5 Sportback	31	0.1%	34	0.1%
	JAGUAR XF	14	0.0%	8	0.0%
	MASERATI Ghibli	5	0.0%	0	0.0%
	AUDI A5 Coupe/ Cabriolet	2	0.0%	21	0.1%
	AUDI A6	1	0.0%	8	0.0%
LARGE TOTAL		53	0.2%	74	0.3%
LUXURY	VOLVO S90	8	0.0%	2	0.0%
	MASERATI Quattroporte	2	0.0%	0	0.0%
	JAGUAR XJ	0	0.0%	1	0.0%
	LUXURY TOTAL		10	0.0%	3

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
MPV	TOYOTA Avanza	355	1.3%	567	2.0%
	SUZUKI Ertiga	159	0.6%	14	0.0%
	DATSUN GO+	70	0.2%	99	0.3%
	HYUNDAI H1	60	0.2%	105	0.4%
	VW Kombi	56	0.2%	72	0.3%
MPV TOTAL		788	2.8%	982	3.4%
SUV	TOYOTA Fortuner	611	2.2%	1 000	3.5%
	VW Tiguan	546	1.9%	448	1.6%
	RENAULT Duster	371	1.3%	220	0.8%
	HYUNDAI Tucson	362	1.3%	225	0.8%
	MAZDA CX-5	353	1.3%	408	1.4%
SUV TOTAL		4 771	17.0%	5 002	17.5%
SPORT AND EXOTICS	FORD Mustang	30	0.1%	39	0.1%
	TOYOTA Supra	15	0.1%	0	0.0%
	AUDI TT	10	0.0%	0	0.0%
	FERRARI 488 Pista	10	0.0%	2	0.0%
	FERRARI Portofino	3	0.0%	1	0.0%
SPORT AND EXOTICS TOTAL		81	0.3%	69	0.2%
CROSSOVER	FORD EcoSport	1 132	4.0%	679	2.4%
	VW T-Cross	764	2.7%	0	0.0%
	HYUNDAI Venue	367	1.3%	0	0.0%
	KIA Seltos	320	1.1%	0	0.0%
	MAZDA CX-3	302	1.1%	363	1.3%
CROSSOVER TOTAL		4 610	16.4%	3 400	11.9%
NON REPORTERS	MERCEDES-BENZ SA	988	3.5%	1 125	3.9%
	HAVAL MOTORS SA	911	3.2%	636	2.2%
	PORSCHE	163	0.6%	97	0.3%
	BENTLEY	9	0.0%	6	0.0%
	LAMBORGHINI SOUTH AFRICA	4	0.0%	5	0.0%
NON REPORTERS TOTAL		2 075	7.4%	1 869	6.5%
GRAND TOTAL		28 110		28 589	



Seeing a beautiful new Ferrari getting front page treatment on AutoLive's sales analysis obviously begs the question "Why?" The reason is that in these tough economic times it was an amazing achievement for the local distributors, Scuderia South Africa, to sell 10 of the latest 488 Pista models in the month of January, considering each of these exclusive models costs more than R10-million. This performance was outstanding in a market that saw only 81 so-called sports and exotic cars sold in January, with Ford Mustang (35) and Toyota Supra (15) the front-runners.

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.
 - This edition of AutoLive's detailed sales figures does not feature any reference to sales by BMW, which is revising its sales reporting system.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 811	10.0%	2 461	8.6%
	VW Polo	1 761	6.3%	2 055	7.2%
	VW T-Cross	764	2.7%	0	0.0%
	VW Tiguan	546	1.9%	448	1.6%
	VW Polo Sedan	503	1.8%	457	1.6%
VOLKSWAGEN GROUP SA TOTAL		7 565	26.9%	6 857	24.0%
TOYOTA	TOYOTA Corolla Quest	998	3.6%	1 828	6.4%
	TOYOTA Etios	622	2.2%	698	2.4%
	TOYOTA Fortuner	611	2.2%	1 000	3.5%
	TOYOTA Yaris	439	1.6%	693	2.4%
	TOYOTA Avanza	355	1.3%	567	2.0%
TOYOTA TOTAL		4 133	14.7%	6 685	23.4%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	697	2.5%	867	3.0%
	HYUNDAI i20	439	1.6%	715	2.5%
	HYUNDAI Venue	367	1.3%	0	0.0%
	HYUNDAI Tucson	362	1.3%	225	0.8%
	HYUNDAI Atos	229	0.8%	0	0.0%
HYUNDAI TOTAL		2 575	9.2%	2 496	8.7%
RENAULT	RENAULT Kwid	1 010	3.6%	519	1.8%
	RENAULT Clio IV	506	1.8%	200	0.7%
	RENAULT Sandero II	479	1.7%	293	1.0%
	RENAULT Duster	371	1.3%	220	0.8%
RENAULT Captur	52	0.2%	122	0.4%	
RENAULT TOTAL		2 478	8.8%	1 435	5.0%
FMC	FORD EcoSport	1 132	4.0%	679	2.4%
	FORD Figo	722	2.6%	668	2.3%
	FORD Everest	247	0.9%	371	1.3%
	FORD Fiesta	145	0.5%	298	1.0%
FORD Kuga	76	0.3%	119	0.4%	
FMC TOTAL		2 353	8.4%	2 181	7.6%
SUZUKI	SUZUKI Swift	824	2.9%	479	1.7%
	SUZUKI Jimny	189	0.7%	116	0.4%
	SUZUKI Ertiga	159	0.6%	14	0.0%
	SUZUKI Ignis	116	0.4%	115	0.4%
SUZUKI Vitara	106	0.4%	16	0.1%	
SUZUKI TOTAL		1 596	5.7%	967	3.4%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
KIA SA	KIA Picanto	370	1.3%	612	2.1%
	KIA Seltos	320	1.1%	0	0.0%
	KIA Rio	285	1.0%	316	1.1%
	KIA Sportage	208	0.7%	165	0.6%
	KIA Grand Sedona	22	0.1%	27	0.1%
KIA TOTAL		1 222	4.3%	1 144	4.0%
NISSAN	DATSUN GO	331	1.2%	560	2.0%
	NISSAN X-Trail	182	0.6%	143	0.5%
	NISSAN Almera	155	0.6%	404	1.4%
	NISSAN Qashqai	132	0.5%	158	0.6%
	NISSAN Micra 5	90	0.3%	105	0.4%
NISSAN TOTAL		1 033	3.7%	1 570	5.5%
MERCEDES BENZ SA TOTAL		988	3.5%	1 125	3.9%
MAZDA SA	MAZDA CX-5	353	1.3%	408	1.4%
	MAZDA CX-3	302	1.1%	363	1.3%
	MAZDA 2	226	0.8%	249	0.9%
	MAZDA 3	88	0.3%	216	0.8%
	MAZDA MX-5	3	0.0%	7	0.0%
MAZDA SA TOTAL		972	3.5%	1 243	4.3%
HAVAL MOTORS SA TOTAL		911	3.2%	636	2.2%
HONDA	HONDA Amaze	156	0.6%	115	0.4%
	HONDA Ballade	128	0.5%	46	0.2%
	HONDA BR-V	81	0.3%	95	0.3%
	HONDA Jazz	80	0.3%	116	0.4%
	HONDA HR-V	46	0.2%	67	0.2%
HONDA TOTAL		534	1.9%	558	2.0%
MAHINDRA	MAHINDRA KUV	166	0.6%	168	0.6%
	MAHINDRA XUV300	73	0.3%	0	0.0%
	MAHINDRA TUV	46	0.2%	32	0.1%
	MAHINDRA XUV500	42	0.1%	62	0.2%
	MAHINDRA Scorpio	17	0.1%	16	0.1%
MAHINDRA TOTAL		355	1.3%	294	1.0%
JAGUAR LAND ROVER	L-R Range Rover Sport	76	0.3%	91	0.3%
	L-R Range Rover Evoque	62	0.2%	27	0.1%
	L-R Discovery Sport	55	0.2%	28	0.1%
	JAGUAR F-PACE	46	0.2%	26	0.1%
	L-R Discovery	36	0.1%	74	0.3%
JAGUAR LAND ROVER TOTAL		349	1.2%	391	1.4%
FCA SOUTH AFRICA	JEEP Wrangler	40	0.1%	5	0.0%
	JEEP Cherokee	30	0.1%	3	0.0%
	FIAT Tipo	27	0.1%	10	0.0%
	ALFA Stelvio	25	0.1%	4	0.0%
FIAT 500	25	0.1%	50	0.2%	
FIAT GROUP TOTAL		206	0.7%	157	0.5%
PCSA	PEUGEOT 108	52	0.2%	0	0.0%
	PEUGEOT 208	47	0.2%	8	0.0%
	PEUGEOT 3008	27	0.1%	6	0.0%
	CITROEN C3	25	0.1%	0	0.0%
	PEUGEOT 5008	15	0.1%	0	0.0%
PCSA TOTAL		191	0.7%	24	0.1%
VOLVO CARS	VOLVO XC60	62	0.2%	66	0.2%
	VOLVO XC40	62	0.2%	11	0.0%
	VOLVO XC90	31	0.1%	50	0.2%
	VOLVO S90	8	0.0%	2	0.0%
	VOLVO V40	1	0.0%	17	0.1%
VOLVO CARS TOTAL		165	0.6%	181	0.6%
PORSCHE TOTAL		163	0.6%	97	0.3%



Photographs of the Volkswagen Polo Vivo are fairly common in these AutoLive sales statistics analyses and deservedly so. This time the Vivo is featured again as being the best-selling vehicle range in South Africa in January, with 2 811 units sold compared to 2 681 Toyota Hiluxes, which are usually top of the overall model range sales list.

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	38	0.1%	37	0.1%
	MITSUBISHI Eclipse Cross	38	0.1%	0	0.0%
	MITSUBISHI Pajero	18	0.1%	14	0.0%
	MITSUBISHI ASX	18	0.1%	41	0.1%
	MITSUBISHI Outlander	1	0.0%	8	0.0%
MITSUBISHI MOTORS SA TOTAL		113	0.4%	100	0.3%
SUBARU	SUBARU Forester	59	0.2%	93	0.3%
	SUBARU XV	13	0.0%	32	0.1%
	SUBARU Outback	2	0.0%	4	0.0%
	SUBARU WRX	0	0.0%	2	0.0%
SUBARU TOTAL		74	0.3%	131	0.5%
OPEL	OPEL Corsa	18	0.1%	71	0.2%
	OPEL Crossland X	16	0.1%	70	0.2%
	OPEL Mokka X	11	0.0%	26	0.1%
	OPEL Astra Hatch	7	0.0%	36	0.1%
	OPEL Grandland X	5	0.0%	37	0.1%
OPEL TOTAL		64	0.2%	248	0.9%
ISUZU	ISUZU MU-X	26	0.1%	38	0.1%
ISUZU MOTORS SOUTH AFRICA TOTAL		26	0.1%	38	0.1%
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	10	0.0%	2	0.0%
	FERRARI Portofino	3	0.0%	1	0.0%
	FERRARI 812	3	0.0%	0	0.0%
	FERRARI GTC4Lusso	1	0.0%	0	0.0%
	FERRARI 488 GTB	0	0.0%	2	0.0%
SCUDERIA TOTAL		17	0.1%	5	0.0%
MASERATI SOUTH AFRICA	MASERATI Ghibli	5	0.0%	0	0.0%
	MASERATI Levante	3	0.0%	3	0.0%
	MASERATI Quattroporte	2	0.0%	0	0.0%
	MASERATI GranTurismo	2	0.0%	0	0.0%
MASERATI TOTAL		12	0.0%	3	0.0%
BENTLEY TOTAL		9	0.0%	6	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		4	0.0%	5	0.0%
JMC	LANDWIND X5	2	0.0%	12	0.0%
JMC TOTAL		2	0.0%	12	0.0%
GRAND TOTAL		28 110	100.0%	28 589	100.0%

TOP 5 SELLING PASSENGER CARS FOR JANUARY		
TYPE	2020	2020 SHARE
VW Polo Vivo	2 811	10.0%
VW Polo	1 761	6.3%
FORD EcoSport	1 132	4.0%
RENAULT Kwid	1 010	3.6%
TOYOTA Corolla Quest	998	3.6%
		28 110

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JANUARY		
TYPE	2020	2020 SHARE
TOYOTA Hilux	2 681	27.4%
FORD Ranger	1 735	17.7%
NISSAN NP200	967	9.9%
TOYOTA Hi-Ace	834	8.5%
ISUZU D-MAX	672	6.9%
		9 776



The Suzuki Swift almost doubled its month-on-month sales in January with 824 units sold compared to 479 a year previously. The Swift is a big reason for the ongoing impressive performances by Suzuki cars in South Africa. Last month's total of 1 596 units put it sixth among passenger car sellers and ahead of many major brands, such as Kia, Nissan, Mercedes-Benz, Mazda, and Honda.



The recently-launched second generation Toyota Corolla Quest seems set to continue the dominance of the C segment by the Corolla and its extended-life Quest stablemate. The new model offers even better value for money in a six-model range and last month Corolla and Corolla Quest sold 998 units to finish well ahead of the Golf 7 which retailed only 265 units.

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JANUARY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
SUB ONE-TON	NISSAN NP200	967	9.9%	1 501	12.8%
	CHANGAN Star III	11	0.1%	5	0.0%
	SUZUKI Gypsy	3	0.0%	0	0.0%
SUB ONE-TON TOTAL		981	10.0%	1 506	12.9%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 377	14.1%	1 244	10.6%
	FORD Ranger	1 351	13.8%	1 535	13.1%
	ISUZU D-MAX	274	2.8%	367	3.1%
	NISSAN NP300	170	1.7%	293	2.5%
	VW Amarok	165	1.7%	231	2.0%
ABOVE ONE-TON DCAB TOTAL		3 759	38.5%	4 136	35.4%
ABOVE ONE-TON SCAB	TOYOTA Hilux	809	8.3%	1 026	8.8%
	NISSAN NP300	429	4.4%	277	2.4%
	ISUZU D-MAX	348	3.6%	404	3.5%
	MAHINDRA Scorpio Pik-Up	250	2.6%	206	1.8%
	HYUNDAI H100 Bakkie	240	2.5%	283	2.4%
ABOVE ONE-TON SCAB TOTAL		2 770	28.3%	3 115	26.6%
ABOVE ONE-TON XCAB	TOYOTA Hilux	495	5.1%	524	4.5%
	FORD Ranger	171	1.7%	387	3.3%
	ISUZU D-MAX	50	0.5%	50	0.4%
	ISUZU KB	0	0.0%	44	0.4%
ABOVE ONE-TON XCAB TOTAL		716	7.3%	1 005	8.6%
MINIBUS	TOYOTA Hi-Ace	834	8.5%	0	0.0%
	VW Caddy	94	1.0%	81	0.7%
	NISSAN NV350 Taxi	80	0.8%	49	0.4%
	FORD Tourneo Custom	39	0.4%	27	0.2%
	TOYOTA Quantum	31	0.3%	1 137	9.7%
MINIBUS TOTAL		1 089	11.1%	1 311	11.2%
PANEL VAN	TOYOTA Quantum	50	0.5%	144	1.2%
	VW Caddy	39	0.4%	53	0.5%
	FIAT Fiorino	21	0.2%	4	0.0%
	TOYOTA Avanza	20	0.2%	11	0.1%
	FORD Transit Custom	18	0.2%	49	0.4%
PANEL VAN TOTAL		209	2.1%	357	3.1%
NON REPORTERS	HAVAL MOTORS SA	172	1.8%	192	1.6%
	MERCEDES-BENZ SA	80	0.8%	78	0.7%
NON REPORTERS TOTAL		252	2.6%	270	2.3%
GRAND TOTAL		9 776	100.0%	11 700	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JANUARY 2020 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	JAN-20	SHARE
MERCEDES-BENZ SA	COMMERCIAL	346	22.1%
MERCEDES-BENZ SA TOTAL		346	22.1%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	73	4.7%
	XHV	206	13.2%
	BUS	3	0.2%
VOLVO TRUCKS TOTAL		282	18.0%
TOYOTA HINO	MCV	127	8.1%
	HCV	36	2.3%
	XHV	10	0.6%
HINO TOTAL		173	11.1%
ISUZU MOTORS SA	MCV	76	4.9%
	HCV	21	1.3%
	XHV	21	1.3%
	BUS	3	0.2%
ISUZU MOTORS SA TOTAL		121	7.7%
SCANIA	XHV	105	6.7%
	BUS	3	0.2%
SCANIA TOTAL		108	6.9%
FAW	MCV	18	1.2%
	HCV	42	2.7%
	XHV	36	2.3%
FAW TOTAL		96	6.1%
MAN	HCV	3	0.2%
	XHV	79	5.1%
	BUS	9	0.6%
MAN TOTAL		91	5.8%
TATA	MCV	27	1.7%
	HCV	42	2.7%
	XHV	9	0.6%
	BUS	2	0.1%
TATA TOTAL		80	5.1%
POWERSTAR	MCV	1	0.1%
	HCV	18	1.2%
	XHV	61	3.9%
POWERSTAR TOTAL		80	5.1%
IVECO	MCV	45	2.9%
	HCV	0	0.0%
	XHV	23	1.5%
	BUS	0	0.0%
IVECO TOTAL		68	4.3%
VOLKSWAGEN GROUP SA	MCV	61	3.9%
VOLKSWAGEN GROUP SA TOTAL		61	3.9%
HYUNDAI MOTORS SA	MCV	24	1.5%
HYUNDAI TOTAL		24	1.5%
BABCOCK	HCV	0	0.0%
	XHV	17	1.1%
BABCOCK TOTAL		17	1.1%
JMC	MCV	9	0.6%
JMC TOTAL		9	0.6%
VECV SOUTH AFRICA	MCV	1	0.1%
	HCV	4	0.3%
	XHV	1	0.1%
VECV TOTAL		6	0.4%
FMC	MCV	2	0.1%
FMC TOTAL		2	0.1%
FCA SOUTH AFRICA	MCV	0	0.0%
FCA SOUTH AFRICA TOTAL		0	0.0%
PCSA	MCV	0	0.0%
PCSA TOTAL		0	0.0%
GRAND TOTAL		1 564	100.0%