

## South African Vehicle Sales Figures at the End of February 2020

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
ENTRY CARS	VW Polo Vivo	2 417	8.8%	2 692	10.7%
	FORD Figo	1 068	3.9%	493	2.0%
	RENAULT Kwid	892	3.3%	1 069	4.2%
	HYUNDAI Grand i10	674	2.5%	901	3.6%
	TOYOTA Etios	644	2.4%	660	2.6%
ENTRY CARS TOTAL		7 538	27.5%	7 607	30.2%
SUB-SMALL	VW Polo	2 120	7.7%	1 605	6.4%
	SUZUKI Swift	761	2.8%	480	1.9%
	HYUNDAI i20	676	2.5%	542	2.2%
	TOYOTA Yaris	561	2.0%	380	1.5%
	VW Polo Sedan	540	2.0%	431	1.7%
SUB-SMALL TOTAL		6 500	23.7%	5 481	21.8%
SMALL	TOYOTA Corolla Quest	884	3.2%	715	2.8%
	NISSAN Almera	426	1.6%	253	1.0%
	VW Golf 7	295	1.1%	321	1.3%
	TOYOTA Corolla HB	140	0.5%	103	0.4%
	AUDI A3 Sportback	123	0.4%	215	0.9%
SMALL TOTAL		2 251	8.2%	2 789	11.1%
MEDIUM	LEXUS ES	11	0.0%	24	0.1%
	AUDI A4 Avant	8	0.0%	5	0.0%
	ALFA Giulia	6	0.0%	0	0.0%
	AUDI A4	6	0.0%	128	0.5%
	LEXUS RC-F	2	0.0%	0	0.0%
MEDIUM TOTAL		36	0.1%	184	0.7%
LARGE	AUDI A5 Sportback	28	0.1%	23	0.1%
	JAGUAR XF	5	0.0%	2	0.0%
	AUDI A7 Sportback	5	0.0%	2	0.0%
	AUDI A6	2	0.0%	3	0.0%
	AUDI A5 Coupe/Cabriolet	2	0.0%	30	0.1%
LARGE TOTAL		44	0.2%	65	0.3%
LUXURY	VOLVO S90	13	0.0%	11	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
	AUDI A8	0	0.0%	1	0.0%
	JAGUAR XJ	0	0.0%	1	0.0%
	LEXUS LS	0	0.0%	1	0.0%
LUXURY TOTAL		14	0.1%	14	0.1%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
MPV	TOYOTA Avanza	269	1.0%	359	1.4%
	SUZUKI Ertiga	192	0.7%	5	0.0%
	DATSUN GO+	99	0.4%	65	0.3%
	VW Kombi	81	0.3%	31	0.1%
	HYUNDAI H1	66	0.2%	88	0.3%
MPV TOTAL		796	2.9%	656	2.6%
SUV	TOYOTA Fortuner	975	3.6%	950	3.8%
	VW Tiguan	529	1.9%	516	2.1%
	TOYOTA RAV	497	1.8%	332	1.3%
	MAZDA CX-5	335	1.2%	401	1.6%
	RENAULT Duster	315	1.2%	186	0.7%
SUV TOTAL		4 714	17.2%	47 56	18.9%
SPORT AND EXOTICS	FORD Mustang	35	0.1%	18	0.1%
	AUDI TT	10	0.0%	0	0.0%
	TOYOTA Supra	5	0.0%	0	0.0%
	MAZDA MX-5	2	0.0%	2	0.0%
SPORT AND EXOTICS TOTAL		54	0.2%	31	0.1%
CROSSOVER	FORD EcoSport	997	3.6%	456	1.8%
	VW T-Cross	462	1.7%	0	0.0%
	HYUNDAI Venue	394	1.4%	0	0.0%
	KIA Seltos	377	1.4%	0	0.0%
CROSSOVER TOTAL		4 388	16.0%	2 848	11.3%
NON-REPORTERS	HAVAL MOTORS SA	916	3.3%	588	2.3%
	PORSCHE	120	0.4%	130	0.5%
	BENTLEY	3	0.0%	8	0.0%
	LAMBORGHINI SOUTH AFRICA	2	0.0%	10	0.0%
NON-REPORTERS TOTAL		1 041	3.8%	736	2.9%
GRAND TOTAL		27 376		25 167	



The Ford Figo had an excellent sales month in February, retailing 1 068 units. This made it the third best seller among passenger cars for the month and second best seller after the Volkswagen Polo Vivo in the Entry Car segment. The total of 1 098 units was more than double the 493 Figo's sold in February last year. Pictured is the Ford Figo Blu special edition model which is aimed at students, first time buyers and older folk wanting to downsize to a smaller car.



The Ford EcoSport sold 997 units in February to dominate the crossover sector, well ahead of the Volkswagen T-Cross which sold only 462 units, after strong sales following its arrival in South Africa last year.

### DISCLAIMER

- PLEASE NOTE
- that Haval, Lamborghini, Bentley and Porsche report only total aggregated sales figures each month.
  - There is no reference in this edition of *AutoLive* to detailed figures for BMW and Merced-Benz because these manufacturers have chosen to only report sales for each quarter and no longer monthly according to the policy of their parent companies.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 417	8.8%	2 692	10.7%
	VW Polo	2 120	7.7%	1 605	6.4%
	VW Polo Sedan	540	2.0%	431	1.7%
	VW Tiguan	529	1.9%	516	2.1%
	VW T-Cross	462	1.7%	0	0.0%
VOLKSWAGEN GROUP SA TOTAL		7 269	26.6%	6 764	26.9%
TOYOTA	TOYOTA Fortuner	975	3.6%	950	3.8%
	TOYOTA Corolla Quest	884	3.2%	715	2.8%
	TOYOTA Etios	644	2.4%	660	2.6%
	TOYOTA Yaris	561	2.0%	380	1.5%
	TOYOTA RAV	497	1.8%	332	1.3%
TOYOTA TOTAL		4 610	16.8%	4 825	19.2%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	676	2.5%	542	2.2%
	HYUNDAI Grand i10	674	2.5%	901	3.6%
	HYUNDAI Venue	394	1.4%	0	0.0%
	HYUNDAI Tucson	228	0.8%	273	1.1%
	HYUNDAI Atos	186	0.7%	0	0.0%
HYUNDAI TOTAL		2 583	9.4%	2 473	9.8%
FMC	FORD Figo	1 068	3.9%	493	2.0%
	FORD EcoSport	997	3.6%	456	1.8%
	FORD Everest	179	0.7%	471	1.9%
	FORD Fiesta	102	0.4%	339	1.3%
	FORD Kuga	57	0.2%	83	0.3%
FMC TOTAL		2 438	8.9%	1 862	7.4%
RENAULT	RENAULT Kwid	892	3.3%	1 069	4.2%
	RENAULT Triber	432	1.6%	0	0.0%
	RENAULT Duster	315	1.2%	186	0.7%
	RENAULT Clio IV	281	1.0%	194	0.8%
	RENAULT Sandero II	216	0.8%	332	1.3%
RENAULT TOTAL		2 228	8.1%	1 984	7.9%
SUZUKI	SUZUKI Swift	761	2.8%	480	1.9%
	SUZUKI Ertiga	192	0.7%	5	0.0%
	SUZUKI Celerio	145	0.5%	133	0.5%
	SUZUKI Ignis	128	0.5%	120	0.5%
	SUZUKI Jimny	112	0.4%	16	0.1%
SUZUKI TOTAL		1 633	6.0%	987	3.9%
NISSAN	NISSAN Almera	426	1.6%	253	1.0%
	DATSUN GO	242	0.9%	527	2.1%
	NISSAN Micra	185	0.7%	178	0.7%
	NISSAN Qashqai	172	0.6%	175	0.7%
	NISSAN X-Trail	158	0.6%	197	0.8%
NISSAN TOTAL		1 384	5.1%	1 621	6.4%



The Swift, with 761 units sold, continued to set the pace for Suzuki as the brand established a new monthly sales record of 1 696 units in a declining market in February. This broke the record of 1 631 units set in January and it is hard to believe that Suzuki Auto only broke the 1 000-unit-a-month barrier in August 2017. It will be interesting to see what happens to this monthly total now that the S-Presso small crossover has joined the expanding product range.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
KIA SA	KIA Seltos	377	1.4%	0	0.0%
	KIA Picanto	373	1.4%	483	1.9%
	KIA Sportage	225	0.8%	111	0.4%
	KIA Rio	217	0.8%	305	1.2%
	KIA Grand Sedona	24	0.1%	26	0.1%
KIA TOTAL		1 232	4.5%	945	3.8%
HAVAL MOTORS SA TOTAL		916	3.3%	588	2.3%
MAZDA SA	MAZDA CX-5	335	1.2%	401	1.6%
	MAZDA CX-3	256	0.9%	309	1.2%
	MAZDA 2	186	0.7%	222	0.9%
	MAZDA 3	92	0.3%	219	0.9%
	MAZDA MX-5	2	0.0%	2	0.0%
MAZDA SA TOTAL		871	3.2%	1 153	4.6%
HONDA	HONDA Amaze	164	0.6%	46	0.2%
	HONDA Jazz	119	0.4%	90	0.4%
	HONDA BR-V	95	0.3%	113	0.4%
	HONDA HR-V	62	0.2%	79	0.3%
	HONDA Ballade	46	0.2%	44	0.2%
HONDA TOTAL		523	1.9%	476	1.9%
MAHINDRA	MAHINDRA KUV	173	0.6%	153	0.6%
	MAHINDRA XUV300	96	0.4%	0	0.0%
	MAHINDRA XUV500	27	0.1%	36	0.1%
	MAHINDRA TUV	21	0.1%	29	0.1%
	MAHINDRA Scorpio	20	0.1%	17	0.1%
MAHINDRA TOTAL		347	1.3%	246	1.0%
JAGUAR LAND ROVER	L-R Range Rover Evoque	85	0.3%	26	0.1%
	L-R Range Rover Sport	65	0.2%	81	0.3%
	L-R Discovery	51	0.2%	46	0.2%
	L-R Discovery Sport	26	0.1%	55	0.2%
	L-R Range Rover Velar	26	0.1%	43	0.2%
JAGUAR LAND ROVER TOTAL		309	1.1%	342	1.4%
PCSA	PEUGEOT 108	81	0.3%	0	0.0%
	PEUGEOT 208	52	0.2%	15	0.1%
	PEUGEOT 2008	30	0.1%	5	0.0%
	PEUGEOT 3008	28	0.1%	33	0.1%
	PEUGEOT 5008	22	0.1%	0	0.0%
PCSA TOTAL		256	0.9%	55	0.2%
VOLVO CARS	VOLVO XC60	81	0.3%	82	0.3%
	VOLVO XC40	62	0.2%	29	0.1%
	VOLVO XC90	15	0.1%	15	0.1%
	VOLVO S90	13	0.0%	11	0.0%
	VOLVO V90 CC	0	0.0%	2	0.0%
VOLVO CARS TOTAL		171	0.6%	181	0.7%
FCA SOUTH AFRICA FIAT GROUP	FIAT 500	35	0.1%	34	0.1%
	JEEP Wrangler	33	0.1%	8	0.0%
	JEEP Cherokee	21	0.1%	2	0.0%
	ALFA Stelvio	14	0.1%	2	0.0%
	JEEP Grand Cherokee	13	0.0%	23	0.1%
FIAT GROUP TOTAL		167	0.6%	96	0.4%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	43	0.2%	54	0.2%
	MITSUBISHI ASX	42	0.2%	8	0.0%
	MITSUBISHI Pajero Sport	33	0.1%	44	0.2%
	MITSUBISHI Pajero	10	0.0%	20	0.1%
	MITSUBISHI Outlander	4	0.0%	5	0.0%
MITSUBISHI MOTORS SA TOTAL		132	0.5%	131	0.5%
PORSCHE TOTAL		120	0.4%	130	0.5%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
SUBARU	SUBARU Forester	57	0.2%	40	0.2%
	SUBARU XV	14	0.1%	24	0.1%
	SUBARU Outback	5	0.0%	7	0.0%
	SUBARU WRX	0	0.0%	20	0.1%
SUBARU TOTAL		76	0.3%	91	0.4%
OPEL	OPEL Corsa	19	0.1%	60	0.2%
	OPEL Crossland X	12	0.0%	32	0.1%
	OPEL Grandland X	9	0.0%	14	0.1%
	OPEL Mokka X	9	0.0%	24	0.1%
	OPEL Astra Hatch	9	0.0%	16	0.1%
OPEL TOTAL		66	0.2%	151	0.6%
ISUZU	ISUZU MU-X	26	0.1%	31	0.1%
ISUZU MOTORS SOUTH AFRICA TOTAL		26	0.1%	31	0.1%
MASERATI SOUTH AFRICA	MASERATI Levante	4	0.0%	5	0.0%
	MASERATI Ghibli	2	0.0%	0	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
MASERATI TOTAL		7	0.0%	5	0.0%
JMC	LANDWIND X5	6	0.0%	12	0.0%
JMC TOTAL		6	0.0%	12	0.0%
BENTLEY TOTAL		3	0.0%	8	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		2	0.0%	10	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	1	0.0%	0	0.0%
	FERRARI Portofino	0	0.0%	0	0.0%
	FERRARI 812	0	0.0%	0	0.0%
	FERRARI GTC4Lusso	0	0.0%	0	0.0%
	FERRARI 488 GTB	0	0.0%	0	0.0%
SCUDERIA TOTAL		1	0.0%	0	0.0%
GRAND TOTAL		27 376	100.0%	25 167	100.0%

TOP 5 SELLING PASSENGER CARS FOR FEBRUARY		
TYPE	2020	2020 SHARE
VW Polo Vivo	2 417	8.8%
VW Polo	2 120	7.7%
FORD Figo	1 068	3.9%
FORD EcoSport	997	3.6%
TOYOTA Fortuner	975	3.6%
	27 376	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR FEBRUARY		
TYPE	2020	2020 SHARE
TOYOTA Hilux	2 895	25.2%
FORD Ranger	1 875	16.3%
ISUZU D-MAX	1 310	11.4%
TOYOTA Hi-Ace	1 198	10.4%
NISSAN NP200	1 167	10.2%
	11 497	



The Almera was the top-selling Nissan model in February, selling 426 units, which was almost double that of the Datsun Go (242), while the Qashqai, which was dominant for several years in the crossover segment, slumped to only 172 sales last month.



The Volkswagen Amarok continues to rake in the accolades as the "Best Bakkie in SA" from a number of local contests, but it has so far failed to make any impression on the local sales charts. Most recent awards have been 2020 Bakkie of the Year from Leisure Wheels and Leisure Bakkie of the Year in the 2020 Cars.co.za Consumer Awards Powered by WesBank. Despite having been on the local market for a decade the Amarok only sold a total of 176 units in February this year. Nowadays the double cab bakkie, made in Argentina, is the only Amarok model still available here. Compare this figure to the sales of the locally made competitors in February: Hilux (2 895), Ranger (1 875), and Isuzu D-Max (1 310). Even among double cabs the Amarok found few buyers (176), compared with the Ranger (1 300) and Hilux (1 263). However, despite the lack of buyer support the Amarok still remains the choice of many local journalists and co-called "influencers" who make up the judging panels. (The next generation Amarok, due in 2022 will be a joint venture with Ford's Ranger and already sneak concept pictures are being touted about).

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR FEBRUARY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
SUB ONE-TON	NISSAN NP200	1 167	10.2%	1 999	14.2%
	CHANGAN Star III	10	0.1%	2	0.0%
	SUZUKI Gypsy	1	0.0%	2	0.0%
SUB ONE-TON TOTAL		1 178	10.2%	2 003	14.3%
ABOVE ONE-TON DCAB	FORD Ranger	1 300	11.3%	1 847	13.2%
	TOYOTA Hilux	1 263	11.0%	1 672	11.9%
	ISUZU D-MAX	549	4.8%	372	2.7%
	NISSAN NP300	309	2.7%	442	3.1%
	VW Amarok	176	1.5%	495	3.5%
ABOVE ONE-TON DCAB TOTAL		4 031	35.1%	5 252	37.4%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 038	9.0%	1 268	9.0%
	ISUZU D-MAX	617	5.4%	536	3.8%
	NISSAN NP300	336	2.9%	437	3.1%
	HYUNDAI H100 Bakkie	300	2.6%	297	2.1%
	FORD Ranger	263	2.3%	300	2.1%
ABOVE ONE-TON SCAB TOTAL		3 376	29.4%	3 670	26.2%
ABOVE ONE-TON XCAB	TOYOTA Hilux	594	5.2%	564	4.0%
	FORD Ranger	312	2.7%	431	3.1%
	ISUZU D-MAX	144	1.3%	83	0.6%
	ISUZU KB	0	0.0%	24	0.2%
ABOVE ONE-TON XCAB TOTAL		1 050	9.1%	1 102	7.9%
MINIBUS	TOYOTA Hi-Ace	1 198	10.4%	0	0.0%
	VW Caddy	96	0.8%	133	0.9%
	NISSAN NV350 Taxi	73	0.6%	24	0.2%
	TOYOTA Quantum	32	0.3%	1435	10.2%
	FORD Tourneo Custom	20	0.2%	14	0.1%
MINIBUS TOTAL		1 434	12.5%	1 622	11.6%
PANEL VAN	FIAT Fiorino	70	0.6%	13	0.1%
	TOYOTA Quantum	47	0.4%	43	0.3%
	VW Caddy	45	0.4%	43	0.3%
	FORD Transit Custom	25	0.2%	26	0.2%
	OPEL Combo	15	0.1%	0	0.0%
PANEL VAN TOTAL		272	2.4%	240	1.7%
NON REPORTERS	HAVAL MOTORS SA	156	1.4%	145	1.0%
NON-REPORTERS TOTAL		156	1.4%	145	1.0%
GRAND TOTAL		11 497	100.0%	14 034	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FEBRUARY 2020 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	JAN-20	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	58	3.5%
	XHV	354	21.1%
	BUS	4	0.2%
VOLVO TRUCKS TOTAL		416	24.8%
TOYOTA HINO	MCV	192	11.5%
	HCV	57	3.4%
	XHV	15	0.9%
HINO TOTAL		264	15.8%
ISUZU MOTORS SA	MCV	100	6.0%
	HCV	73	4.4%
	XHV	7	0.4%
	BUS	5	0.3%
ISUZU MOTORS SA TOTAL		185	11.0%
SCANIA	XHV	144	8.6%
	BUS	17	1.0%
SCANIA TOTAL		161	9.6%
MAN	HCV	2	0.1%
	XHV	120	7.2%
	BUS	22	1.3%
MAN TOTAL		144	8.6%
IVECO	MCV	98	5.8%
	HCV	0	0.0%
	XHV	12	0.7%
	BUS	5	0.3%
IVECO TOTAL		115	6.9%
FAW	MCV	15	0.9%
	HCV	70	4.2%
	XHV	23	1.4%
FAW TOTAL		108	6.4%
TATA	MCV	27	1.6%
	HCV	48	2.9%
	XHV	9	0.5%
	BUS	1	0.1%
TATA TOTAL		85	5.1%
POWERSTAR	MCV	0	0.0%
	HCV	24	1.4%
	XHV	55	3.3%
POWERSTAR TOTAL		79	4.7%
VOLKSWAGEN GROUP SA	MCV	52	3.1%
VOLKSWAGEN GROUP SA TOTAL		52	3.1%
HYUNDAI MOTORS SA	MCV	24	1.4%
HYUNDAI TOTAL		24	1.4%
BABCOCK	HCV	0	0.0%
	XHV	17	1.0%
BABCOCK TOTAL		17	1.0%
FMC	MCV	12	0.7%
FMC TOTAL		12	0.7%
JMC	MCV	10	0.6%
JMC TOTAL		10	0.6%
VECV SOUTH AFRICA	MCV	1	0.1%
	HCV	2	0.1%
	XHV	0	0.0%
VECV TOTAL		3	0.2%
PCSA	MCV	1	0.1%
PCSA TOTAL		1	0.1%
FCA SOUTH AFRICA	MCV	0	0.0%
FCA SOUTH AFRICA TOTAL		0	0.0%
GRAND TOTAL		1 676	100.0%