

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

| TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2020 |                         |       |       |       |       |
|---|-------------------------|-------|-------|-------|-------|
| SEGMENT   | TYPE                    | 2020  | SHARE | 2019  | SHARE |
| ENTRY CARS  | VW Polo Vivo            | 2 259 | 8.5%  | 2 937 | 8.2%  |
|   | TOYOTA Starlet          | 1 102 | 4.1%  | 0     | 0.0%  |
|   | TOYOTA Etios            | 826   | 3.1%  | 957   | 2.7%  |
|   | RENAULT Kwid            | 606   | 2.3%  | 1 056 | 2.9%  |
|   | KIA Picanto             | 580   | 2.2%  | 582   | 1.6%  |
| ENTRY CARS TOTAL                                    |                         | 8 228 | 30.8% | 8 969 | 25.0% |
| SUB-SMALL   | VW Polo                 | 1 589 | 6.0%  | 2 098 | 5.8%  |
|   | SUZUKI Swift            | 731   | 2.7%  | 678   | 1.9%  |
|   | HYUNDAI i20             | 628   | 2.4%  | 654   | 1.8%  |
|   | VW Polo Sedan           | 606   | 2.3%  | 522   | 1.5%  |
|   | KIA Rio                 | 223   | 0.8%  | 391   | 1.1%  |
| SUB-SMALL TOTAL                                     |                         | 4 796 | 18.0% | 7 429 | 20.7% |
| SMALL   | TOYOTA Corolla Quest    | 865   | 3.2%  | 1 313 | 3.7%  |
|   | NISSAN Almera           | 297   | 1.1%  | 544   | 1.5%  |
|   | VW Golf 7               | 138   | 0.5%  | 216   | 0.6%  |
|   | MAZDA 3                 | 121   | 0.5%  | 90    | 0.3%  |
|   | TOYOTA Corolla HB       | 94    | 0.4%  | 98    | 0.3%  |
| SMALL TOTAL   |                         | 1 892 | 7.1%  | 3 592 | 10.0% |
| MEDIUM  | AUDI A4                 | 32    | 0.1%  | 140   | 0.4%  |
|   | LEXUS ES                | 10    | 0.0%  | 16    | 0.0%  |
|   | LEXUS IS                | 5     | 0.0%  | 2     | 0.0%  |
|   | AUDI A4 Avant           | 2     | 0.0%  | 3     | 0.0%  |
|   | JAGUAR XE               | 1     | 0.0%  | 0     | 0.0%  |
| MEDIUM TOTAL  |                         | 51    | 0.2%  | 177   | 0.5%  |
| LARGE   | AUDI A7 Sportback       | 1     | 0.0%  | 1     | 0.0%  |
|   | AUDI A6                 | 1     | 0.0%  | 1     | 0.0%  |
|   | VOLVO V90 CC            | 0     | 0.0%  | 3     | 0.0%  |
|   | MASERATI Ghibli         | 0     | 0.0%  | 1     | 0.0%  |
|   | AUDI A5 Coupe/Cabriolet | 0     | 0.0%  | 6     | 0.0%  |
| LARGE TOTAL   |                         | 2     | 0.0%  | 48    | 0.1%  |
| LUXURY  | LEXUS LS                | 0     | 0.0%  | 0     | 0.0%  |
|   | VOLVO S90               | 0     | 0.0%  | 6     | 0.0%  |
| LUXURY TOTAL  |                         | 0     | 0.0%  | 6     | 0.0%  |

| TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2020 |                          |        |       |        |       |
|---|--------------------------|--------|-------|--------|-------|
| SEGMENT   | TYPE                     | 2020   | SHARE | 2019   | SHARE |
| MPV   | TOYOTA Avanza            | 283    | 1.1%  | 610    | 1.7%  |
|   | SUZUKI Ertiga            | 127    | 0.5%  | 166    | 0.5%  |
|   | HYUNDAI H1               | 56     | 0.2%  | 107    | 0.3%  |
|   | DATSUN GO+               | 36     | 0.1%  | 154    | 0.4%  |
|   | VW Caddy                 | 32     | 0.1%  | 43     | 0.1%  |
| MPV TOTAL   |                          | 608    | 2.3%  | 1 534  | 4.3%  |
| SUV   | TOYOTA Fortuner          | 1 349  | 5.1%  | 1 018  | 2.8%  |
|   | TOYOTA RAV               | 452    | 1.7%  | 558    | 1.6%  |
|   | VW Tiguan                | 354    | 1.3%  | 722    | 2.0%  |
|   | MAZDA CX-5               | 229    | 0.9%  | 340    | 0.9%  |
|   | KIA Sportage             | 202    | 0.8%  | 248    | 0.7%  |
| SUV TOTAL   |                          | 4 547  | 17.0% | 5 339  | 14.9% |
| SPORT AND EXOTICS                                   | FORD Mustang             | 37     | 0.1%  | 27     | 0.1%  |
|   | TOYOTA Supra             | 15     | 0.1%  | 3      | 0.0%  |
|   | FERRARI Portofino        | 1      | 0.0%  | 2      | 0.0%  |
|   | AUDI TT                  | 1      | 0.0%  | 8      | 0.0%  |
|   | NISSAN GT-R              | 0      | 0.0%  | 5      | 0.0%  |
| SPORT AND EXOTICS TOTAL                             |                          | 54     | 0.2%  | 55     | 0.2%  |
| CROSSOVER   | FORD EcoSport            | 665    | 2.5%  | 1 265  | 3.5%  |
|   | HYUNDAI Venue            | 571    | 2.1%  | 0      | 0.0%  |
|   | VW T-Cross               | 447    | 1.7%  | 1 132  | 3.2%  |
|   | KIA Seltos               | 332    | 1.2%  | 0      | 0.0%  |
|   | HYUNDAI Creta            | 204    | 0.8%  | 403    | 1.1%  |
| CROSSOVER TOTAL                                     |                          | 3 764  | 14.1% | 4 993  | 13.9% |
| NON-REPORTERS                                       | BMW                      | 1 100  | 4.1%  | 1 461  | 4.1%  |
|   | MERCEDES                 | 891    | 3.3%  | 1 335  | 3.7%  |
|   | HAVAL MOTORS SA          | 649    | 2.4%  | 837    | 2.3%  |
|   | PORSCHE                  | 106    | 0.4%  | 112    | 0.3%  |
|   | BENTLEY                  | 6      | 0.0%  | 8      | 0.0%  |
|   | LAMBORGHINI SOUTH AFRICA | 2      | 0.0%  | 4      | 0.0%  |
| NON-REPORTERS TOTAL                                 |                          | 2 754  | 10.3% | 3 757  | 10.5% |
| GRAND TOTAL   |                          | 26 696 |       | 35 899 |       |



The Toyota RAV4 had a good sales month in October to end as runner-up to the Fortuner in the keenly contested SUV segment. The RAV4, which has been refreshed and upgraded recently, sold 452 units compared to the Fortuner's 1 349 units.



The Hyundai Venue is proving a popular addition to the Korean manufacturer's range in South Africa with 571 of these models sold in October to put it in the runner-up position in the Crossover category, behind Ford's EcoSport, which sold 665 units.

### DISCLAIMER

- PLEASE NOTE
- Haval, Lamborghini, Bentley, and Porsche report only total aggregated sales figures for each month.
  - There is no reference in this edition of *AutoLive* to detailed figures for BMW and Mercedes-Benz, but only estimates. BMW nowadays reports sales for each quarter and no longer monthly, in line with the policy of its parent company.

| TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2020 |                      |       |       |       |       |
|--|----------------------|-------|-------|-------|-------|
| MANUFACTURER   | TYPE                 | 2020  | SHARE | 2019  | SHARE |
| VOLKSWAGEN SA  | VW Polo Vivo         | 2 259 | 8.5%  | 2 937 | 8.2%  |
|  | VW Polo              | 1 589 | 6.0%  | 2 098 | 5.8%  |
|  | VW Polo Sedan        | 606   | 2.3%  | 522   | 1.5%  |
|  | VW T-Cross           | 447   | 1.7%  | 1 132 | 3.2%  |
|  | VW Tiguan            | 354   | 1.3%  | 722   | 2.0%  |
| VOLKSWAGEN GROUP SA TOTAL                                  |                      | 6 063 | 22.7% | 9 031 | 25.2% |
| TOYOTA   | TOYOTA Fortuner      | 1 349 | 5.1%  | 1 018 | 2.8%  |
|  | TOYOTA Starlet       | 1 102 | 4.1%  | 0     | 0.0%  |
|  | TOYOTA Corolla Quest | 865   | 3.2%  | 1 313 | 3.7%  |
|  | TOYOTA Etios         | 826   | 3.1%  | 957   | 2.7%  |
|  | TOYOTA RAV           | 452   | 1.7%  | 558   | 1.6%  |
| TOYOTA TOTAL   |                      | 5 756 | 21.6% | 6 727 | 18.7% |
| HYUNDAI AUTOMOTIVE SA                                      | HYUNDAI i20          | 628   | 2.4%  | 654   | 1.8%  |
|  | HYUNDAI Venue        | 571   | 2.1%  | 0     | 0.0%  |
|  | HYUNDAI Grand i10    | 379   | 1.4%  | 607   | 1.7%  |
|  | HYUNDAI Atos         | 338   | 1.3%  | 244   | 0.7%  |
|  | HYUNDAI Creta        | 204   | 0.8%  | 403   | 1.1%  |
| HYUNDAI TOTAL  |                      | 2 479 | 9.3%  | 2 860 | 8.0%  |
| SUZUKI   | SUZUKI Swift         | 731   | 2.7%  | 678   | 1.9%  |
|  | SUZUKI S-Presso      | 426   | 1.6%  | 0     | 0.0%  |
|  | SUZUKI Celerio       | 147   | 0.6%  | 112   | 0.3%  |
|  | SUZUKI Ciaz          | 141   | 0.5%  | 98    | 0.3%  |
|  | SUZUKI Ertiga        | 127   | 0.5%  | 166   | 0.5%  |
| SUZUKI TOTAL   |                      | 1 963 | 7.4%  | 1 581 | 4.4%  |
| RENAULT  | RENAULT Kwid         | 606   | 2.3%  | 1056  | 2.9%  |
|  | RENAULT Triber       | 476   | 1.8%  | 0     | 0.0%  |
|  | RENAULT Sandero II   | 332   | 1.2%  | 886   | 2.5%  |
|  | RENAULT Duster       | 174   | 0.7%  | 338   | 0.9%  |
|  | RENAULT Captur       | 43    | 0.2%  | 100   | 0.3%  |
| RENAULT TOTAL  |                      | 1 671 | 6.3%  | 2 982 | 8.3%  |
| FMC  | FORD EcoSport        | 665   | 2.5%  | 1 265 | 3.5%  |
|  | FORD Figo            | 467   | 1.7%  | 963   | 2.7%  |
|  | FORD Everest         | 168   | 0.6%  | 194   | 0.5%  |
|  | FORD Fiesta          | 87    | 0.3%  | 136   | 0.4%  |
|  | FORD Kuga            | 62    | 0.2%  | 101   | 0.3%  |
| FMC TOTAL  |                      | 1 486 | 5.6%  | 2 686 | 7.5%  |



The Nissan Almera may have been around in South Africa for a long time, but it is still a mainstay in the Nissan passenger car range. In October it was the brand's top seller as it sold 297 units out of Nissan's total of 823 vehicles for the month.

| TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2020 |                          |       |       |       |       |
|--|--------------------------|-------|-------|-------|-------|
| MANUFACTURER   | TYPE                     | 2020  | SHARE | 2019  | SHARE |
| KIA SA   | KIA Picanto              | 580   | 2.2%  | 582   | 1.6%  |
|  | KIA Seltos               | 332   | 1.2%  | 0     | 0.0%  |
|  | KIA Rio                  | 223   | 0.8%  | 391   | 1.1%  |
|  | KIA Sportage             | 202   | 0.8%  | 248   | 0.7%  |
|  | KIA Sorento              | 26    | 0.1%  | 33    | 0.1%  |
| KIA TOTAL  |                          | 1 382 | 5.2%  | 1 293 | 3.6%  |
| BMW TOTAL  |                          | 1 100 | 4.1%  | 1 461 | 4.1%  |
| MERCEDES-BENZ SA TOTAL                                     |                          | 891   | 3.3%  | 1 335 | 3.7%  |
| NISSAN   | NISSAN Almera            | 297   | 1.1%  | 544   | 1.5%  |
|  | DATSUN GO                | 168   | 0.6%  | 425   | 1.2%  |
|  | NISSAN X-Trail           | 156   | 0.6%  | 163   | 0.5%  |
|  | NISSAN Qashqai           | 89    | 0.3%  | 202   | 0.6%  |
|  | NISSAN Micra 5           | 53    | 0.2%  | 136   | 0.4%  |
| NISSAN TOTAL   |                          | 823   | 3.1%  | 1 764 | 4.9%  |
| MAZDA SA PCSA  | MAZDA CX-5               | 229   | 0.9%  | 340   | 0.9%  |
|  | MAZDA CX-3               | 193   | 0.7%  | 302   | 0.8%  |
|  | MAZDA 2                  | 145   | 0.5%  | 207   | 0.6%  |
|  | MAZDA 3                  | 121   | 0.5%  | 90    | 0.3%  |
| MAZDA SA TOTAL   |                          | 688   | 2.6%  | 939   | 2.6%  |
| HAVAL MOTORS SA TOTAL                                      |                          | 649   | 2.4%  | 837   | 2.3%  |
| JAGUAR LAND ROVER  | L-R Defender             | 94    | 0.4%  | 0     | 0.0%  |
|  | L-R Range Rover Sport    | 61    | 0.2%  | 77    | 0.2%  |
|  | L-R Range Rover Evoque   | 33    | 0.1%  | 54    | 0.2%  |
|  | JAGUAR F-PACE            | 31    | 0.1%  | 52    | 0.1%  |
|  | L-R Discovery Sport      | 24    | 0.1%  | 33    | 0.1%  |
| JAGUAR LAND ROVER TOTAL                                    |                          | 303   | 1.1%  | 323   | 0.9%  |
| HONDA  | HONDA Amaze              | 150   | 0.6%  | 73    | 0.2%  |
|  | HONDA Ballade            | 46    | 0.2%  | 11    | 0.0%  |
|  | HONDA BR-V               | 32    | 0.1%  | 105   | 0.3%  |
|  | HONDA HR-V               | 23    | 0.1%  | 83    | 0.2%  |
|  | HONDA Jazz               | 21    | 0.1%  | 88    | 0.2%  |
| HONDA TOTAL  |                          | 300   | 1.1%  | 401   | 1.1%  |
| MAHINDRA   | MAHINDRA KUV             | 99    | 0.4%  | 139   | 0.4%  |
|  | MAHINDRA XUV300          | 88    | 0.3%  | 102   | 0.3%  |
|  | MAHINDRA TUV             | 42    | 0.2%  | 21    | 0.1%  |
|  | MAHINDRA Scorpio         | 29    | 0.1%  | 24    | 0.1%  |
|  | MAHINDRA XUV500          | 27    | 0.1%  | 34    | 0.1%  |
| MAHINDRA TOTAL   |                          | 292   | 1.1%  | 327   | 0.9%  |
| MITSUBISHI MOTORS SA                                       | MITSUBISHI Pajero Sport  | 67    | 0.3%  | 40    | 0.1%  |
|  | MITSUBISHI Eclipse Cross | 31    | 0.1%  | 43    | 0.1%  |
|  | MITSUBISHI ASX           | 28    | 0.1%  | 24    | 0.1%  |
|  | MITSUBISHI Pajero        | 20    | 0.1%  | 13    | 0.0%  |
|  | MITSUBISHI Outlander     | 7     | 0.0%  | 2     | 0.0%  |
| MITSUBISHI MOTORS SA TOTAL                                 |                          | 153   | 0.6%  | 122   | 0.3%  |
| VOLVO CARS   | VOLVO XC60               | 63    | 0.2%  | 42    | 0.1%  |
|  | VOLVO XC40               | 58    | 0.2%  | 49    | 0.1%  |
|  | VOLVO XC90               | 20    | 0.1%  | 26    | 0.1%  |
|  | VOLVO V40                | 0     | 0.0%  | 71    | 0.2%  |
|  | VOLVO S90                | 0     | 0.0%  | 6     | 0.0%  |
| VOLVO CARS TOTAL   |                          | 141   | 0.5%  | 221   | 0.6%  |
| FCA SOUTH AFRICA FIAT GROUP                                | JEEP Grand Cherokee      | 25    | 0.1%  | 10    | 0.0%  |
|  | JEEP Cherokee            | 23    | 0.1%  | 15    | 0.0%  |
|  | FIAT 500                 | 23    | 0.1%  | 13    | 0.0%  |
|  | JEEP Wrangler            | 23    | 0.1%  | 15    | 0.0%  |
|  | JEEP Compass             | 17    | 0.1%  | 3     | 0.0%  |
| FIAT GROUP TOTAL   |                          | 133   | 0.5%  | 212   | 0.6%  |



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| TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2020 |                      |        |        |        |        |
|--|----------------------|--------|--------|--------|--------|
| MANUFACTURER   | TYPE                 | 2020   | SHARE  | 2019   | SHARE  |
| PCSA   | PEUGEOT 108          | 56     | 0.2%   | 24     | 0.1%   |
|  | CITROEN C3           | 18     | 0.1%   | 31     | 0.1%   |
|  | PEUGEOT 208          | 12     | 0.0%   | 42     | 0.1%   |
|  | PEUGEOT 5008         | 12     | 0.0%   | 7      | 0.0%   |
|  | PEUGEOT 3008         | 11     | 0.0%   | 17     | 0.0%   |
| PCSA TOTAL   |                      | 124    | 0.5%   | 186    | 0.5%   |
| PORSCHE TOTAL  |                      | 106    | 0.4%   | 112    | 0.3%   |
| SUBARU   | SUBARU Forester      | 51     | 0.2%   | 67     | 0.2%   |
|  | SUBARU XV            | 24     | 0.1%   | 15     | 0.0%   |
|  | SUBARU Outback       | 3      | 0.0%   | 6      | 0.0%   |
|  | SUBARU WRX           | 0      | 0.0%   | 4      | 0.0%   |
| SUBARU TOTAL   |                      | 78     | 0.3%   | 92     | 0.3%   |
| OPEL   | OPEL Corsa           | 20     | 0.1%   | 127    | 0.4%   |
|  | OPEL Grandland X     | 15     | 0.1%   | 22     | 0.1%   |
|  | OPEL Astra Hatch     | 11     | 0.0%   | 21     | 0.1%   |
|  | OPEL Crossland X     | 7      | 0.0%   | 126    | 0.4%   |
|  | OPEL Combo Life      | 4      | 0.0%   | 12     | 0.0%   |
| OPEL TOTAL   |                      | 64     | 0.2%   | 332    | 0.9%   |
| ISUZU  | ISUZU MU-X           | 27     | 0.1%   | 44     | 0.1%   |
| ISUZU MOTORS SOUTH AFRICA TOTAL                            |                      | 27     | 0.1%   | 44     | 0.1%   |
| JMC  | LANDWIND X5          | 13     | 0.0%   | 7      | 0.0%   |
| JMC TOTAL  |                      | 13     | 0.0%   | 7      | 0.0%   |
| BENTLEY TOTAL  |                      | 6      | 0.0%   | 8      | 0.0%   |
| LAMBORGHINI SOUTH AFRICA TOTAL                             |                      | 2      | 0.0%   | 4      | 0.0%   |
| MASERATI SOUTH AFRICA                                      | MASERATI Levante     | 2      | 0.0%   | 4      | 0.0%   |
|  | MASERATI Ghibli      | 0      | 0.0%   | 1      | 0.0%   |
|  | MASERATI GranTurismo | 0      | 0.0%   | 0      | 0.0%   |
| MASERATI TOTAL   |                      | 2      | 0.0%   | 5      | 0.0%   |
| SCUDERIA SOUTH AFRICA                                      | FERRARI Portofino    | 1      | 0.0%   | 2      | 0.0%   |
|  | FERRARI 488 Pista    | 0      | 0.0%   | 4      | 0.0%   |
|  | FERRARI 812          | 0      | 0.0%   | 1      | 0.0%   |
|  | FERRARI 488 Spider   | 0      | 0.0%   | 0      | 0.0%   |
| SCUDERIA TOTAL   |                      | 1      | 0.0%   | 7      | 0.0%   |
| GRAND TOTAL  |                      | 26 696 | 100.0% | 35 899 | 100.0% |



The Ford Ranger made a rare appearance at the top of the list of best-selling commercial vehicles in South Africa in October as Toyota experienced problems with the production start up of its new Hilux models. Ranger sold 2 203 units to Hilux's 1 390. Pictured is the new Thunder variant in the extensive Ranger model line-up.

| TOP 5 SELLING PASSENGER CARS FOR OCTOBER 2020 |        |            |
|---|--------|------------|
| TYPE  | 2020   | 2020 SHARE |
| VW Polo Vivo                                  | 2 259  | 8.5%       |
| VW Polo                                       | 1 589  | 6.0%       |
| TOYOTA Fortuner                               | 1 349  | 5.1%       |
| TOYOTA Starlet                                | 1 102  | 4.1%       |
| TOYOTA Corolla Quest                          | 865    | 3.2%       |
|   | 26 696 |            |

| TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR OCTOBER 2020 |       |            |
|--|-------|------------|
| TYPE   | 2020  | 2020 SHARE |
| FORD Ranger  | 2 203 | 22.8%      |
| TOYOTA Hilux   | 1 390 | 14.4%      |
| TOYOTA Hi-Ace  | 1 265 | 13.1%      |
| NISSAN NP200   | 1 230 | 12.7%      |
| ISUZU D-MAX  | 1 131 | 11.7%      |
|  | 9 653 |            |



The Toyota Starlet made a shining start with its debut on the South African passenger car market, with 1 102 of these models sold in October. This placed it second in the entry car category (behind the Polo Vivo) and fourth in the overall best-selling passenger car list, behind the Polo Vivo, Polo and Fortuner.

| TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR OCTOBER 2020 |                       |       |        |        |        |
|--|-----------------------|-------|--------|--------|--------|
| SEGMENT  | TYPE                  | 2020  | SHARE  | 2019   | SHARE  |
| SUB ONE-TON  | NISSAN NP200          | 1 230 | 12.7%  | 1 051  | 7.9%   |
|  | CHANGAN Star III      | 25    | 0.3%   | 9      | 0.1%   |
|  | SUZUKI Gypsy          | 0     | 0.0%   | 1      | 0.0%   |
| SUB ONE-TON TOTAL  |                       | 1 255 | 13.0%  | 1 061  | 7.9%   |
| ABOVE ONE-TON DCAB   | FORD Ranger           | 1 779 | 18.4%  | 1 392  | 10.4%  |
|  | TOYOTA Hilux          | 553   | 5.7%   | 1 464  | 11.0%  |
|  | ISUZU D-MAX           | 482   | 5.0%   | 619    | 4.6%   |
|  | NISSAN NP300          | 166   | 1.7%   | 143    | 1.1%   |
|  | TOYOTA Landcruiser PU | 119   | 1.2%   | 105    | 0.8%   |
| ABOVE ONE-TON DCAB TOTAL                                       |                       | 3 450 | 35.7%  | 4 272  | 32.0%  |
| ABOVE ONE-TON SCAB   | ISUZU D-MAX           | 556   | 5.8%   | 697    | 5.2%   |
|  | TOYOTA Hilux          | 554   | 5.7%   | 2 371  | 17.7%  |
|  | FORD Ranger           | 237   | 2.5%   | 237    | 1.8%   |
|  | NISSAN NP300          | 229   | 2.4%   | 206    | 1.5%   |
|  | HYUNDAI H100 Bakkie   | 225   | 2.3%   | 237    | 1.8%   |
| ABOVE ONE-TON SCAB TOTAL                                       |                       | 2 406 | 24.9%  | 4 473  | 33.5%  |
| ABOVE ONE-TON XCAB   | TOYOTA Hilux          | 283   | 2.9%   | 542    | 4.1%   |
|  | FORD Ranger           | 187   | 1.9%   | 177    | 1.3%   |
|  | ISUZU D-MAX           | 93    | 1.0%   | 56     | 0.4%   |
|  | ISUZU KB              | 0     | 0.0%   | 2      | 0.0%   |
| ABOVE ONE-TON XCAB TOTAL                                       |                       | 563   | 5.8%   | 777    | 5.8%   |
| MINIBUS  | TOYOTA Hi-Ace         | 1 265 | 13.1%  | 1 726  | 12.9%  |
|  | VW Caddy              | 75    | 0.8%   | 114    | 0.9%   |
|  | NISSAN NV350 Taxi     | 62    | 0.6%   | 116    | 0.9%   |
|  | FORD Tourneo Custom   | 27    | 0.3%   | 20     | 0.1%   |
|  | TOYOTA Quantum        | 6     | 0.1%   | 105    | 0.8%   |
| MINIBUS TOTAL  |                       | 1 437 | 14.9%  | 2 117  | 15.8%  |
| PANEL VAN  | VW Caddy              | 52    | 0.5%   | 54     | 0.4%   |
|  | HYUNDAI Grand i10     | 52    | 0.5%   | 15     | 0.1%   |
|  | TOYOTA Quantum        | 49    | 0.5%   | 86     | 0.6%   |
|  | OPEL Combo            | 44    | 0.5%   | 24     | 0.2%   |
|  | HYUNDAI H1            | 18    | 0.2%   | 13     | 0.1%   |
| PANEL VAN TOTAL  |                       | 273   | 2.8%   | 379    | 2.8%   |
| NON-REPORTERS  | HAVAL MOTORS SA       | 191   | 2.0%   | 179    | 1.3%   |
|  | MERCEDES-BENZ SA      | 78    | 0.8%   | 103    | 0.8%   |
| NON-REPORTERS TOTAL  |                       | 269   | 2.8%   | 282    | 2.1%   |
| GRAND TOTAL  |                       | 9 653 | 100.0% | 13 361 | 100.0% |

| THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR OCTOBER 2020<br>(MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES) |          |        |        |
|---|----------|--------|--------|
| MANUFACTURER  | CATEGORY | OCT-20 | SHARE  |
| MERCEDES-BENZ SA TOTAL  |          | 547    | 23.2%  |
| VOLVO GROUP SOUTHERN AFRICA   | MCV      | 0      | 0.0%   |
|   | HCV      | 91     | 3.9%   |
|   | XHV      | 276    | 11.7%  |
|   | BUS      | 0      | 0.0%   |
| VOLVO TRUCKS TOTAL  |          | 367    | 15.5%  |
| TOYOTA HINO   | MCV      | 169    | 7.2%   |
|   | HCV      | 93     | 3.9%   |
|   | XHV      | 25     | 1.1%   |
| HINO TOTAL  |          | 287    | 12.2%  |
| ISUZU MOTORS SA   | MCV      | 156    | 6.6%   |
|   | HCV      | 83     | 3.5%   |
|   | XHV      | 28     | 1.2%   |
|   | BUS      | 0      | 0.0%   |
| ISUZU MOTORS SA TOTAL   |          | 267    | 11.3%  |
| MAN   | HCV      | 4      | 0.2%   |
|   | XHV      | 198    | 8.4%   |
|   | BUS      | 39     | 1.7%   |
| MAN TOTAL   |          | 241    | 10.2%  |
| FAW   | MCV      | 12     | 0.5%   |
|   | HCV      | 91     | 3.9%   |
|   | XHV      | 77     | 3.3%   |
| FAW TOTAL   |          | 180    | 7.6%   |
| SCANIA  | XHV      | 119    | 5.0%   |
|   | BUS      | 8      | 0.3%   |
| SCANIA TOTAL  |          | 127    | 5.4%   |
| TATA  | MCV      | 28     | 1.2%   |
|   | HCV      | 36     | 1.5%   |
|   | XHV      | 19     | 0.8%   |
|   | BUS      | 0      | 0.0%   |
| TATA TOTAL  |          | 83     | 3.5%   |
| IVECO   | MCV      | 35     | 1.5%   |
|   | HCV      | 2      | 0.1%   |
|   | XHV      | 17     | 0.7%   |
|   | BUS      | 10     | 0.4%   |
| IVECO TOTAL   |          | 64     | 2.7%   |
| VOLKSWAGEN GROUP SA   | MCV      | 63     | 2.7%   |
| VOLKSWAGEN GROUP SA TOTAL   |          | 63     | 2.7%   |
| POWERSTAR   | MCV      | 1      | 0.0%   |
|   | HCV      | 13     | 0.6%   |
|   | XHV      | 37     | 1.6%   |
| POWERSTAR TOTAL   |          | 51     | 2.2%   |
| JMC   | MCV      | 30     | 1.3%   |
| JMC TOTAL   |          | 30     | 1.3%   |
| BABCOCK   | HCV      | 0      | 0.0%   |
|   | XHV      | 23     | 1.0%   |
| BABCOCK TOTAL   |          | 23     | 1.0%   |
| FMC   | MCV      | 13     | 0.6%   |
| FMC TOTAL   |          | 13     | 0.6%   |
| VECV SOUTH AFRICA   | MCV      | 0      | 0.0%   |
|   | HCV      | 6      | 0.3%   |
|   | XHV      | 1      | 0.0%   |
| VECV TOTAL  |          | 7      | 0.3%   |
| HYUNDAI MOTORS SA   | MCV      | 7      | 0.3%   |
| HYUNDAI TOTAL   |          | 7      | 0.3%   |
| PCSA  | MCV      | 4      | 0.2%   |
| PCSA TOTAL  |          | 4      | 0.2%   |
| FCA SOUTH AFRICA  | MCV      | 0      | 0.0%   |
| FCA SOUTH AFRICA TOTAL  |          | 0      | 0.0%   |
| GRAND TOTAL   |          | 2 361  | 100.0% |