

South African Vehicle Sales Figures at the End of December 2015

TOP 5 PASSENGER CAR MARKET BY TYPE FOR 2015					
SEGMENT	TYPE	2015	SHARE	2014	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	31 384	7.6%	34 662	7.9%
	TOYOTA Etios	16 270	3.9%	18 661	4.3%
	FORD Figo	9 892	2.4%	13 937	3.2%
	HYUNDAI Grand i10	8 996	2.2%	5 717	1.3%
	RENAULT Sandero II	7 110	1.7%	4 339	1.0%
ENTRY CARS TOTAL		107 886	26.1%	116 771	26.6%
SUB-SMALL	VW Polo	22 758	5.5%	25 737	5.9%
	HYUNDAI i20	11 700	2.8%	11 045	2.5%
	FORD Fiesta	10 462	2.5%	8 516	1.9%
	KIA Rio	6 479	1.6%	7 703	1.8%
	RENAULT Clio IV	5 280	1.3%	5 993	1.4%
SUB-SMALL TOTAL		78 368	19.0%	83 300	19.0%
SMALL	TOYOTA Corolla Quest	11 975	2.9%	7 976	1.8%
	TOYOTA Corolla	11 567	2.8%	11 220	2.6%
	VW Golf 7	6 883	1.7%	7 576	1.7%
	FORD Focus	3 949	1.0%	2 983	0.7%
	BMW 1-Series	3 098	0.8%	4 447	1.0%
SMALL TOTAL		72 782	17.6%	797 45	18.2%
MEDIUM	MERCEDES C-Class	12 562	3.0%	13 998	3.2%
	BMW 3-Series	8 485	2.1%	10 859	2.5%
	AUDI A4	3 698	0.9%	5 021	1.1%
	BMW 4-Series	1 985	0.5%	1 945	0.4%
	FORD Fusion	403	0.1%	0	0.0%
MEDIUM TOTAL		29 752	7.2%	34 442	7.8%
LARGE	MERCEDES E-Class	1 389	0.3%	2 112	0.5%
	BMW 5-Series	647	0.2%	1 047	0.2%
	AUDI A5 Sportback	539	0.1%	665	0.2%
	VOLVO S60	393	0.1%	578	0.1%
	AUDI A5 Coupe/Cabriolet	366	0.1%	577	0.1%
LARGE TOTAL		4 357	1.1%	6 571	1.5%
LUXURY	MERCEDES S-Class	517	0.1%	510	0.1%
	MERCEDES CLS	228	0.1%	186	0.0%
	BMW 6-Series	163	0.0%	283	0.1%
	PORSCHE Panamera	92	0.0%	124	0.0%
	BMW 7-Series	67	0.0%	141	0.0%
LUXURY TOTAL		1 198	0.3%	1 428	0.3%
MPV	TOYOTA Avanza	4 801	1.2%	5 084	1.2%
	HYUNDAI H1	1 607	0.4%	1 481	0.3%
	MERCEDES B-Class	1 377	0.3%	2 002	0.5%
	HONDA Mobilio	1008	0.2%	307	0.1%
	VW Kombi	894	0.2%	859	0.2%
MPV TOTAL		14 280	3.5%	13 453	3.1%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR 2015					
SEGMENT	TYPE	2015	SHARE	2014	SHARE
SUV	TOYOTA Fortuner	8 385	2.0%	10 088	2.3%
	TOYOTA RAV	5 306	1.3%	5 012	1.1%
	HYUNDAI ix35	4 643	1.1%	5 701	1.3%
	FORD Kuga	4045	1.0%	4 151	0.9%
	RENAULT Duster	3 650	0.9%	4 439	1.0%
SUV TOTAL		66 139	16.0%	73 335	16.7%
SPORT AND EXOTICS	AUDI TT	432	0.1%	127	0.0%
	PORSCHE 911	253	0.1%	124	0.0%
	MERCEDES SLK	244	0.1%	210	0.0%
	TOYOTA 86	187	0.0%	379	0.1%
	JAGUAR F-Type	171	0.0%	264	0.1%
SPORT AND EXOTICS TOTAL		2 044	0.5%	1 630	0.4%
CROSSOVER	FORD EcoSport	11 626	2.8%	7 674	1.7%
	RENAULT Captur	3 278	0.8%	0	0.0%
	NISSAN Qashqai	3 245	0.8%	3 736	0.9%
	MAZDA CX-5	2 403	0.6%	466	0.1%
	MERCEDES GLA	1 678	0.4%	1395	0.3%
CROSSOVER TOTAL		35 864	8.7%	28 267	6.4%
GRAND TOTAL		41 2670		43 8942	



The Toyota Hilux was able to fend off a determined challenge from Ford's Ranger for superiority in the SA one-ton bakkie market in 2015, but managed to do so by a margin of 1 768 units at the end of December. Ranger topped both the double cab and extra cab segments, but Hilux continued its dominance in the single cab sector where it retailed 18 902 units to the 9 547 Ranger single cabs sold. Sales of Hilux, together with Etios, Corolla, Quest and Quantum all played important roles in ensuring Toyota retained overall leadership of the SA vehicle market for the 36th consecutive year.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2015					
MANUFACTURER	TYPE	2015	SHARE	2014	SHARE
VOLKSWAGEN SA	VW Polo Vivo	31 384	7.6%	34 662	7.9%
	VW Polo	22 758	5.5%	25 737	5.9%
	VW Golf 7	6 883	1.7%	7 576	1.7%
	AUDI A4	3 698	0.9%	5 021	1.1%
	VW Jetta 6	2 913	0.7%	3 105	0.7%
VOLKSWAGEN GROUP SA TOTAL		90 657	22.0%	100 468	22.9%
TOYOTA	TOYOTA Etios	16 270	3.9%	18 661	4.3%
	TOYOTA Corolla Quest	11 975	2.9%	7 976	1.8%
	TOYOTA Corolla	11 567	2.8%	11 220	2.6%
	TOYOTA Fortuner	8 385	2.0%	10 088	2.3%
	TOYOTA RAV	5 306	1.3%	5 012	1.1%
TOYOTA TOTAL		67 129	16.3%	67 997	15.5%
AMH	HYUNDAI i20	11 700	2.8%	11 045	2.5%
	HYUNDAI Grand i10	8 996	2.2%	5 717	1.3%
	KIA Rio	6 479	1.6%	7 703	1.8%
	HYUNDAI iX35	4 643	1.1%	5 701	1.3%
	HYUNDAI i10	4 212	1.0%	7 785	1.8%
AMH TOTAL		51 234	12.4%	59 230	13.5%
FMC	FORD EcoSport	11 626	2.8%	7 674	1.7%
	FORD Fiesta	10 462	2.5%	8 516	1.9%
	FORD Figo	9 892	2.4%	13 937	3.2%
	FORD Kuga	4 045	1.0%	4 151	0.9%
	FORD Focus	3 949	1.0%	2 983	0.7%
FMC TOTAL		43 063	10.4%	42 400	9.7%
MERCEDES-BENZ SA	MERCEDES C-Class	12 562	3.0%	13 998	3.2%
	MERCEDES A-Class	2 578	0.6%	3 765	0.9%
	MERCEDES M-Class	1 782	0.4%	1 835	0.4%
	MERCEDES GLA	1 678	0.4%	1 395	0.3%
	MERCEDES CLA	16 25	0.4%	1 783	0.4%
MERCEDES-BENZ SA TOTAL		25 302	6.1%	29 053	6.6%
BMW GROUP	BMW 3-Series	8 485	2.1%	10 859	2.5%
	BMW 1-Series	3 098	0.8%	4 447	1.0%
	BMW 2-Series	2 062	0.5%	926	0.2%
	BMW 4-Series	1 985	0.5%	1 945	0.4%
	BMW X5	1 650	0.4%	1 993	0.5%
BMW GROUP TOTAL		23 658	5.7%	26 647	6.1%
GMSA/ISUZU TRUCKS	CHEV Spark	5 412	1.3%	8 307	1.9%
	CHEV Aveo	3 675	0.9%	4 110	0.9%
	OPEL Corsa	2 667	0.6%	1 916	0.4%
	CHEV Cruze	2 353	0.6%	3 053	0.7%
	OPEL Mokka	1 667	0.4%	0	0.0%
GMSA TOTAL		20 870	5.1%	25 217	5.7%
RENAULT	RENAULT Sandero II	7 110	1.7%	4 339	1.0%
	RENAULT Clio IV	5 280	1.3%	5 993	1.4%
	RENAULT Duster	3 650	0.9%	4 439	1.0%
	RENAULT Captur	3 278	0.8%	0	0.0%
	RENAULT Megane III	490	0.1%	715	0.2%
RENAULT TOTAL		19 952	4.8%	18 566	4.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2015					
MANUFACTURER	TYPE	2015	SHARE	2014	SHARE
NISSAN	DATSUN GO	5 645	1.4%	1 573	0.4%
	NISSAN Qashqai	3 245	0.8%	3 736	0.9%
	NISSAN X-Trail	3 147	0.8%	1 693	0.4%
	NISSAN Almera	1 270	0.3%	2 977	0.7%
	NISSAN Micra	864	0.2%	2 320	0.5%
NISSAN TOTAL		16 276	3.9%	17 725	4.0%
HONDA	HONDA Brio	2 776	0.7%	3 478	0.8%
	HONDA Ballade	2 125	0.5%	1 871	0.4%
	HONDA Jazz	2 117	0.5%	1 373	0.3%
	HONDA CR-V	1 479	0.4%	2 027	0.5%
	HONDA Mobilio	1 008	0.2%	307	0.1%
HONDA TOTAL		11 064	2.7%	10 169	2.3%
MAZDA SA PCSA	MAZDA 3	2 754	0.7%	516	0.1%
	MAZDA CX-5	2 403	0.6%	323	0.1%
	MAZDA 2	1 824	0.4%	100	0.0%
	MAZDA 6	327	0.1%	59	0.0%
	MAZDA CX-3	226	0.1%	0	0.0%
MAZDA SA TOTAL		7 729	1.9%	1 025	0.2%
CHRYSLER SA	JEEP Grand Cherokee	2 125	0.5%	2 453	0.6%
	JEEP Compass	1 148	0.3%	2 338	0.5%
	JEEP Wrangler	1 117	0.3%	1 539	0.4%
	JEEP Renegade	972	0.2%	0	0.0%
	DODGE Journey	900	0.2%	832	0.2%
CHRYSLER SA TOTAL		7 483	1.8%	8 641	2.0%
SUZUKI	SUZUKI Swift	2 372	0.6%	2 604	0.6%
	SUZUKI Jimny	1 149	0.3%	920	0.2%
	SUZUKI Celerio	1 046	0.3%	0	0.0%
	SUZUKI Ertiga	627	0.2%	475	0.1%
	SUZUKI SX4	355	0.1%	634	0.1%
SUZUKI TOTAL		6 354	1.5%	6 402	1.5%
JAGUAR LAND ROVER	L-R Discovery 4	1 620	0.4%	1 999	0.5%
	L-R Range Rover Sport	11 71	0.3%	1 410	0.3%
	L-R Discovery Sport	1 135	0.3%	0	0.0%
	L-R Range Rover Evoque	1 126	0.3%	1 590	0.4%
	JAGUAR XF	308	0.1%	625	0.1%
JAGUAR LAND ROVER TOTAL		6 133	1.5%	6 782	1.5%
MITSUBISHI MOTORS	MITSUBISHI ASX	1 335	0.3%	1 311	0.3%
	MITSUBISHI Pajero	666	0.2%	563	0.1%
	MITSUBISHI Mirage	539	0.1%	726	0.2%
	MITSUBISHI Pajero Sport	495	0.1%	875	0.2%
	MITSUBISHI Outlander	93	0.0%	118	0.0%
MITSUBISHI MOTORS SA TOTAL		3 130	0.8%	3 665	0.8%
VOLVO CARS	VOLVO V40	1 007	0.2%	1 091	0.2%
	VOLVO XC60	582	0.1%	671	0.2%
	VOLVO S60	393	0.1%	578	0.1%
	VOLVO V40 CC	328	0.1%	349	0.1%
	VOLVO XC90	235	0.1%	104	0.0%
VOLVO CARS TOTAL		2 710	0.7%	2 863	0.7%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2015					
MANUFACTURER	TYPE	2015	SHARE	2014	SHARE
PCSA	PEUGEOT 208	754	0.2%	952	0.2%
	PEUGEOT 2008	238	0.1%	259	0.1%
	CITROEN C4 Cactus	212	0.1%	0	0.0%
	CITROEN C1	205	0.0%	245	0.1%
	PEUGEOT 308	158	0.0%	21	0.0%
PCSA TOTAL		2 102	0.5%	2 968	0.7%
FIAT GROUP	FIAT 500	654	0.2%	1072	0.2%
	FIAT 500X	400	0.1%	0	0.0%
	ALFA Giulietta	105	0.0%	217	0.0%
	FIAT 500L	90	0.0%	389	0.1%
	FIAT Panda	81	0.0%	153	0.0%
FIAT GROUP TOTAL		1 519	0.4%	2 484	0.6%
PORSCHE	PORSCHE Cayenne	628	0.2%	410	0.1%
	PORSCHE Macan	275	0.1%	345	0.1%
	PORSCHE 911	253	0.1%	124	0.0%
	PORSCHE Boxster	113	0.0%	82	0.0%
	PORSCHE Cayman	107	0.0%	60	0.0%
PORSCHE TOTAL		1 468	0.4%	1 145	0.3%
GWMSA	GWM C20R	289	0.1%	183	0.0%
	GWM H6	254	0.1%	141	0.0%
	GWM M4	254	0.1%	267	0.1%
	GWM C30	114	0.0%	74	0.0%
	GWM C50	104	0.0%	60	0.0%
GWMSA TOTAL		1 121	0.3%	979	0.2%
SUBARU	SUBARU Forester	528	0.1%	673	0.2%
	SUBARU XV	306	0.1%	298	0.1%
	SUBARU Outback	177	0.0%	147	0.0%
	SUBARU WRX	77	0.0%	137	0.0%
	SUBARU Legacy	13	0.0%	6	0.0%
SUBARU TOTAL		1 101	0.3%	1 263	0.3%
MAHINDRA	MAHINDRA XUV	688	0.2%	728	0.2%
	MAHINDRA Xylo	115	0.0%	137	0.0%
	SSANGYONG Korando	79	0.0%	90	0.0%
	MAHINDRA Scorpio	58	0.0%	38	0.0%
	MAHINDRA Quanto	56	0.0%	125	0.0%
MAHINDRA TOTAL		1 009	0.2%	1 133	0.3%
AAD	CHERY QQ3	393	0.1%	495	0.1%
	CHERY J2	171	0.0%	279	0.1%
	CHERY Tiggo	157	0.0%	259	0.1%
	CHERY J3	11	0.0%	46	0.0%
	CHERY J5	10	0.0%	29	0.0%
AAD TOTAL		746	0.2%	1125	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2015					
MANUFACTURER	TYPE	2015	SHARE	2014	SHARE
TATA	TATA B-Line	287	0.1%	671	0.2%
	TATA Indica Vista	203	0.0%	106	0.0%
	TATA Bolt	163	0.0%	0	0.0%
	TATA Manza	32	0.0%	104	0.0%
	TATA Aria	2	0.0%	3	0.0%
TATA TOTAL		688	0.2%	887	0.2%
SCUDERIA SOUTH AFRICA	FERRARI California	36	0.0%	14	0.0%
	FERRARI 458 Speciale	29	0.0%	21	0.0%
	FERRARI F12	9	0.0%	15	0.0%
	FERRARI 458 Italia	6	0.0%	8	0.0%
	FERRARI 458 Spider	6	0.0%	20	0.0%
FERRARI TOTAL		91	0.0%	82	0.0%
MASERATI	MASERATI Ghibli	24	0.0%	0	0.0%
	MASERATI Quattroporte	14	0.0%	0	0.0%
	MASERATI GranCabrio	10	0.0%	0	0.0%
	MASERATI GranTurismo	4	0.0%	0	0.0%
	MASERATI TOTAL		52	0.0%	0
JMC	LANDWIND X5	17	0.0%	0	0.0%
JMC TOTAL		17	0.0%	0	0.0%
MASERATI	MASERATI GranCabrio	4	0.0%	5	0.0%
	MASERATI Quattroporte	4	0.0%	11	0.0%
	MASERATI GranTurismo	4	0.0%	10	0.0%
MASERATI TOTAL		12	0.0%	26	0.0%
GRAND TOTAL		412 670	100.0%	438 942	100.0%

TOP 5 SELLING PASSENGER CARS FOR 2015		
TYPE	2015	2015 SHARE
VW Polo Vivo Hatch/Sedan	31 384	7.6%
VW Polo	22 758	5.5%
TOYOTA Etios	16 270	3.9%
MERCEDES C-Class	12 562	3.0%
TOYOTA Corolla Quest	11 975	2.9%
	412 670	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR 2015		
TYPE	2015	2015 SHARE
TOYOTA Hilux	35 684	20.4%
FORD Ranger	33 916	19.4%
NISSAN NP200	18 124	10.4%
CHEV Utility	16 341	9.4%
ISUZU KB	16 318	9.3%
	174 544	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR 2015					
NAAMSA STANDARD	TYPE	2015	SHARE	2014	SHARE
SUB ONE-TON	NISSAN NP200	18 124	10.4%	17 412	10.0%
	CHEV Utility	16 341	9.4%	15 933	9.2%
	CHANGAN Star II	124	0.1%	0	0.0%
	DAIHATSU Gran Max	44	0.0%	898	0.5%
SUB ONE-TON TOTAL		34 633	19.8%	34 243	19.7%
ABOVE ONE-TON DCAB	FORD Ranger	19 842	11.4%	15 555	9.0%
	TOYOTA Hilux	12 297	7.0%	13 913	8.0%
	ISUZU KB	5 050	2.9%	5 167	3.0%
	VW Amarok	3 682	2.1%	3 259	1.9%
	NISSAN NP300 Hardbody	1 763	1.0%	1 537	0.9%
ABOVE ONE-TON DCAB TOTAL		48 467	27.8%	46 094	26.5%
ABOVE ONE-TON SCAB	TOYOTA Hilux	18 902	10.8%	19 851	11.4%
	FORD Ranger	9 547	5.5%	8 941	5.1%
	ISUZU KB	9 013	5.2%	8 121	4.7%
	NISSAN NP300 Hardbody	6 456	3.7%	5 461	3.1%
	HYUNDAI H100 Bakkie	3 661	2.1%	4 204	2.4%
ABOVE ONE-TON SCAB TOTAL		59 211	33.9%	58 956	33.9%
ABOVE ONE-TON XCAB	FORD Ranger	4 527	2.6%	4 238	2.4%
	TOYOTA Hilux	4 485	2.6%	3 798	2.2%
	ISUZU KB	2 255	1.3%	2 203	1.3%
	MAZDA BT-50	411	0.2%	909	0.5%
	NISSAN Navara	133	0.1%	223	0.1%
ABOVE ONE-TON XCAB TOTAL		11 874	6.8%	11 460	6.6%
MINIBUS	TOYOTA Quantum	11 164	6.4%	13 697	7.9%
	NISSAN NV350 Taxi	2 504	1.4%	1 333	0.8%
	VW Caddy	703	0.4%	578	0.3%
	JINBEI Haise	439	0.3%	461	0.3%
	FORD Tourneo Custom	428	0.2%	695	0.4%
MINIBUS TOTAL		15 633	9.0%	17 266	9.9%
PANEL VAN	VW Caddy	932	0.5%	1 233	0.7%
	TOYOTA Quantum	730	0.4%	672	0.4%
	FORD Transit Custom	459	0.3%	504	0.3%
	NISSAN NV200	407	0.2%	511	0.3%
	NISSAN NV350	361	0.2%	431	0.2%
PANEL VAN TOTAL		4 726	2.7%	5 740	3.3%
GRAND TOTAL		174 544	100.0%	173 759	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR 2015 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2015	SHARE
MERCEDES-BENZ SA	MCV	2 231	7.3%
	HCV	613	2.0%
	XHV	4 122	13.5%
	BUS	226	0.7%
MERCEDES-BENZ SA TOTAL		7 192	23.6%
GMSA/ISUZU TRUCKS	MCV	24 25	7.9%
	HCV	1 533	5.0%
	XHV	574	1.9%
	BUS	15	0.0%
GMSA TOTAL		4 547	14.9%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR 2015 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2015	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	78	0.3%
	HCV	1 171	3.8%
	XHV	3 212	10.5%
	BUS	64	0.2%
VOLVO TRUCKS TOTAL		4 525	14.8%
TOYOTA	MCV	2 476	8.1%
	HCV	1 165	3.8%
	XHV	453	1.5%
TOYOTA TOTAL		4 094	13.4%
SCANIA	XHV	2 242	7.3%
	BUS	263	0.9%
SCANIA TOTAL		2 505	8.2%
MAN	HCV	72	0.2%
	XHV	1 245	4.1%
	BUS	489	1.6%
MAN TOTAL		1 806	5.9%
TATA	MCV	455	1.5%
	HCV	482	1.6%
	XHV	236	0.8%
	BUS	48	0.2%
TATA TOTAL		1 221	4.0%
IVECO	MCV	693	2.3%
	HCV	45	0.1%
	XHV	352	1.2%
	BUS	8	0.0%
IVECO TOTAL		1 098	3.6%
VOLKSWAGEN GROUP SA	MCV	1 027	3.4%
VOLKSWAGEN GROUP SA TOTAL		1 027	3.4%
FAW	MCV	0	0.0%
	HCV	494	1.6%
	XHV	292	1.0%
FAW TOTAL		786	2.6%
POWERSTAR	HCV	18	0.1%
	XHV	481	1.6%
POWERSTAR TOTAL		499	1.6%
FMC	MCV	319	1.0%
FMC TOTAL		319	1.0%
AMH	MCV	240	0.8%
AMH TOTAL		240	0.8%
JMC	MCV	222	0.7%
JMC TOTAL		222	0.7%
PCSA	MCV	212	0.7%
PCSA TOTAL		212	0.7%
BABCOCK	HCV	0	0.0%
	XHV	156	0.5%
BABCOCK TOTAL		156	0.5%
FIAT GROUP	MCV	79	0.3%
FIAT GROUP TOTAL		79	0.3%
VDL BUS & COACH SA	BUS	6	0.0%
VDL BUS & COACH SA TOTAL		6	0.0%
GRAND TOTAL		30 534	100.0%