

South African Vehicle Sales Figures at the End of January 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	3 287	9.4%	3 002	8.1%
	TOYOTA Etios	1 937	5.5%	1 820	4.9%
	CHEV Spark	993	2.8%	655	1.8%
	FORD Figo	826	2.4%	778	2.1%
	HYUNDAI Grand i10	550	1.6%	465	1.2%
ENTRY CARS TOTAL		10 531	30.1%	10 743	28.9%
SUB-SMALL	VW Polo	2 050	5.9%	1 924	5.2%
	FORD Fiesta	1 206	3.5%	651	1.7%
	HYUNDAI i20	748	2.1%	1 184	3.2%
	RENAULT Clio IV	623	1.8%	398	1.1%
	KIA Rio	465	1.3%	467	1.3%
SUB-SMALL TOTAL		6 632	19.0%	6 714	18.0%
SMALL	TOYOTA Corolla Quest	1 325	3.8%	1 475	4.0%
	TOYOTA Corolla	531	1.5%	879	2.4%
	VW Golf 7	472	1.4%	585	1.6%
	FORD Focus	470	1.3%	153	0.4%
	MAZDA 3	241	0.7%	228	0.6%
SMALL TOTAL		5 323	15.2%	6 421	17.3%
MEDIUM	MERCEDES C-Class	764	2.2%	1 116	3.0%
	BMW 3-Series	403	1.2%	822	2.2%
	AUDI A4	183	0.5%	314	0.8%
	BMW 4-Series	145	0.4%	261	0.7%
	VW Jetta 6	116	0.3%	0	0.0%
MEDIUM TOTAL		1 813	5.2%	2 678	7.2%
LARGE	MERCEDES E-Class	56	0.2%	158	0.4%
	AUDI A5 Sportback	41	0.1%	51	0.1%
	BMW 5-Series	36	0.1%	104	0.3%
	VOLVO S60	29	0.1%	66	0.2%
	AUDI A6	21	0.1%	35	0.1%
LARGE TOTAL		232	0.7%	538	1.4%
LUXURY	BMW 7-Series	114	0.3%	10	0.0%
	MERCEDES S-Class	32	0.1%	45	0.1%
	MERCEDES CLS	26	0.1%	7	0.0%
	BMW 6-Series	21	0.1%	20	0.1%
	AUDI A8	5	0.0%	3	0.0%
LUXURY TOTAL		204	0.6%	101	0.3%



The new Toyota RAV4, which started the move to compact SUVs as an alternative to small sedans and hatchbacks in 1994 is once again leading the way in the local SUV market with the stylish latest model.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	555	1.6%	467	1.3%
	HONDA Mobilio	200	0.6%	108	0.3%
	HYUNDAI H1	185	0.5%	106	0.3%
	MERCEDES B-Class	137	0.4%	143	0.4%
	MERCEDES V-Class	94	0.3%	0	0.0%
MPV TOTAL		1 539	4.4%	1 318	3.5%
SUV	TOYOTA RAV	756	2.2%	546	1.5%
	TOYOTA Fortuner	352	1.0%	721	1.9%
	HYUNDAI ix35	293	0.8%	196	0.5%
	FORD Kuga	281	0.8%	273	0.7%
	NISSAN X-Trail	231	0.7%	278	0.7%
SUV TOTAL		5 294	15.2%	5 701	15.3%
SPORT AND EXOTICS	MERCEDES SLK	42	0.1%	4	0.0%
	PORSCHE Cayman	37	0.1%	24	0.1%
	JAGUAR F-Type	29	0.1%	20	0.1%
	AUDI TT	25	0.1%	19	0.1%
	PORSCHE Boxster	16	0.0%	17	0.0%
SPORT AND EXOTICS TOTAL		210	0.6%	174	0.5%
CROSSOVER	FORD EcoSport	917	2.6%	1 218	3.3%
	MAZDA CX-5	346	1.0%	175	0.5%
	NISSAN Qashqai	263	0.8%	411	1.1%
	MAZDA CX-3	225	0.6%	0	0.0%
	MERCEDES GLA	214	0.6%	124	0.3%
CROSSOVER TOTAL		3 151	9.0%	2 820	7.6%
GRAND TOTAL		34 929		37 208	

PLEASE NOTE: • These retail sales figures were supplied by Lightstone Auto the independent provider of South African new vehicle sales information to the Department of Trade and Industry (dti) and the automotive industry.
• For the time being Mercedes-Benz South Africa (Pty) Ltd will only report aggregated sales data.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	3 287	9.4%	3 002	8.1%
	VW Polo	2 050	5.9%	1 924	5.2%
	VW Golf 7	472	1.4%	585	1.6%
	VW up	292	0.8%	0	0.0%
	VW Jetta 6	228	0.7%	250	0.7%
VOLKSWAGEN GROUP SA TOTAL		8 225	23.5%	7 794	20.9%
TOYOTA	TOYOTA Etios	1 937	5.5%	1 820	4.9%
	TOYOTA Corolla Quest	1 325	3.8%	1 475	4.0%
	TOYOTA RAV	756	2.2%	546	1.5%
	TOYOTA Avanza	555	1.6%	467	1.3%
	TOYOTA Corolla	531	1.5%	879	2.4%
TOYOTA TOTAL		6 543	18.7%	6 741	18.1%
FMC	FORD Fiesta	1 206	3.5%	651	1.7%
	FORD EcoSport	917	2.6%	1 218	3.3%
	FORD Figo	826	2.4%	778	2.1%
	FORD Focus	470	1.3%	153	0.4%
	FORD Kuga	281	0.8%	273	0.7%
FMC TOTAL		4 036	11.6%	3 229	8.7%
AMH	HYUNDAI i20	748	2.1%	1 184	3.2%
	HYUNDAI Grand i10	550	1.6%	465	1.2%
	KIA Picanto	539	1.5%	511	1.4%
	KIA Rio	465	1.3%	467	1.3%
	HYUNDAI iX35	293	0.8%	196	0.5%
AMH TOTAL		3 564	10.2%	4 864	13.1%
MERCEDES-BENZ SA	MERCEDES C-Class	764	2.2%	1 116	3.0%
	MERCEDES M-Class	220	0.6%	152	0.4%
	MERCEDES GLA	214	0.6%	124	0.3%
	MERCEDES CLA	211	0.6%	176	0.5%
	MERCEDES GLC	148	0.4%	0	0.0%
MERCEDES-BENZ SA TOTAL		2 151	6.2%	2 288	6.1%
BMW GROUP	BMW 3-Series	403	1.2%	822	2.2%
	BMW 1-Series	194	0.6%	461	1.2%
	BMW 2-Series	192	0.5%	220	0.6%
	BMW 4-Series	145	0.4%	261	0.7%
	BMW X1	139	0.4%	31	0.1%
BMW GROUP TOTAL		1 756	5.0%	2 531	6.8%
GMSA/ISUZU TRUCKS	CHEV Spark	993	2.8%	655	1.8%
	CHEV Aveo	175	0.5%	357	1.0%
	OPEL Mokka	129	0.4%	0	0.0%
	OPEL Corsa	99	0.3%	165	0.4%
	OPEL Adam	72	0.2%	86	0.2%
GMSA TOTAL		1 681	4.8%	1 827	4.9%
RENAULT	RENAULT Clio IV	623	1.8%	398	1.1%
	RENAULT Sandero II	417	1.2%	502	1.3%
	RENAULT Captur	189	0.5%	0	0.0%
	RENAULT Duster	148	0.4%	351	0.9%
	RENAULT Koleos	7	0.0%	14	0.0%
RENAULT TOTAL		1 386	4.0%	1 314	3.5%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
NISSAN	DATSUN GO	503	1.4%	603	1.6%
	NISSAN Qashqai	263	0.8%	411	1.1%
	NISSAN X-Trail	231	0.7%	278	0.7%
	NISSAN Almera	90	0.3%	232	0.6%
	NISSAN Micra	67	0.2%	207	0.6%
NISSAN TOTAL		1 284	3.7%	1 921	5.2%
MAZDA SA PCSA	MAZDA CX-5	346	1.0%	175	0.5%
	MAZDA 3	241	0.7%	228	0.6%
	MAZDA CX-3	225	0.6%	0	0.0%
	MAZDA 2	203	0.6%	68	0.2%
	MAZDA 6	8	0.0%	42	0.1%
MAZDA SA TOTAL		1 030	2.9%	526	1.4%
HONDA	HONDA Mobilio	200	0.6%	108	0.3%
	HONDA Brio	167	0.5%	587	1.6%
	HONDA Civic	104	0.3%	26	0.1%
	HONDA Ballade	103	0.3%	230	0.6%
	HONDA HR-V	86	0.2%	0	0.0%
HONDA TOTAL		818	2.3%	1 144	3.1%
SUZUKI	SUZUKI Swift	194	0.6%	258	0.7%
	SUZUKI Celerio	107	0.3%	53	0.1%
	SUZUKI Jimny	97	0.3%	77	0.2%
	SUZUKI Vitara	55	0.2%	0	0.0%
	SUZUKI Splash	35	0.1%	28	0.1%
SUZUKI TOTAL		555	1.6%	509	1.4%
JAGUAR LAND ROVER	L-R Discovery Sport	126	0.4%	0	0.0%
	L-R Discovery 4	121	0.3%	160	0.4%
	L-R Range Rover Evoque	105	0.3%	112	0.3%
	L-R Range Rover Sport	102	0.3%	103	0.3%
	L-R Range Rover	30	0.1%	23	0.1%
JAGUAR LAND ROVER TOTAL		542	1.6%	485	1.3%
CHRYSLER SA	JEEP Renegade	112	0.3%	0	0.0%
	JEEP Grand Cherokee	77	0.2%	174	0.5%
	JEEP Wrangler	67	0.2%	124	0.3%
	JEEP Cherokee	27	0.1%	82	0.2%
	JEEP Compass	21	0.1%	182	0.5%
CHRYSLER SA TOTAL		323	0.9%	720	1.9%
MITSUBISHI MOTORS	MITSUBISHI ASX	111	0.3%	88	0.2%
	MITSUBISHI Pajero	42	0.1%	72	0.2%
	MITSUBISHI Pajero Sport	35	0.1%	51	0.1%
	MITSUBISHI Mirage	15	0.0%	87	0.2%
MITSUBISHI Outlander	2	0.0%	3	0.0%	
MITSUBISHI MOTORS SA TOTAL		205	0.6%	301	0.8%

< continued from previous page

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLVO CARS	VOLVO XC90	52	0.1%	2	0.0%
	VOLVO XC60	47	0.1%	53	0.1%
	VOLVO V40	45	0.1%	75	0.2%
	VOLVO S60	29	0.1%	66	0.2%
	VOLVO V40 CC	10	0.0%	17	0.0%
	VOLVO CARS TOTAL		201	0.6%	234
PORSCHE	PORSCHE Cayenne	53	0.2%	62	0.2%
	PORSCHE Macan	41	0.1%	37	0.1%
	PORSCHE Cayman	37	0.1%	24	0.1%
	PORSCHE Boxster	16	0.0%	17	0.0%
	PORSCHE 911	14	0.0%	29	0.1%
PORSCHE TOTAL		164	0.5%	175	0.5%
PCSA	PEUGEOT 208	23	0.1%	57	0.2%
	PEUGEOT 308	21	0.1%	0	0.0%
	CITROEN DS3	16	0.0%	10	0.0%
	CITROEN C4 Cactus	13	0.0%	0	0.0%
	PEUGEOT 2008	10	0.0%	15	0.0%
PCSA TOTAL		98	0.3%	136	0.4%
TATA	TATA Indica Vista	57	0.2%	8	0.0%
	TATA Bolt	35	0.1%	0	0.0%
	TATA B-Line	5	0.0%	35	0.1%
	TATA Manza	0	0.0%	1	0.0%
TATA TOTAL		97	0.3%	44	0.1%
MAHINDRA	MAHINDRA XUV	63	0.2%	60	0.2%
	MAHINDRA Xylo	9	0.0%	12	0.0%
	MAHINDRA Scorpio	6	0.0%	6	0.0%
	SSANGYONG Korando	2	0.0%	14	0.0%
	MAHINDRA Quanto	2	0.0%	4	0.0%
MAHINDRA TOTAL		82	0.2%	96	0.3%
SUBARU	SUBARU Forester	31	0.1%	46	0.1%
	SUBARU XV	22	0.1%	32	0.1%
	SUBARU Outback	5	0.0%	3	0.0%
	SUBARU Legacy	3	0.0%	1	0.0%
	SUBARU WRX	2	0.0%	2	0.0%
	SUBARU TOTAL		63	0.2%	84
GWMSA	GWM H6	25	0.1%	13	0.0%
	GWM C20R	12	0.0%	6	0.0%
	GWM M4	3	0.0%	26	0.1%
	GWM C30	2	0.0%	7	0.0%
	GWM C10	0	0.0%	1	0.0%
GWMSA TOTAL		42	0.1%	67	0.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
FIAT GROUP	FIAT 500X	14	0.0%	0	0.0%
	FIAT 500	12	0.0%	55	0.1%
	ALFA Giulietta	6	0.0%	17	0.0%
	ABARTH 500	1	0.0%	2	0.0%
	ALFA 4C	1	0.0%	0	0.0%
FIAT GROUP TOTAL		36	0.1%	103	0.3%
AAD	CHERY QQ3	22	0.1%	22	0.1%
	CHERY J2	4	0.0%	17	0.0%
	CHERY Tiggo	2	0.0%	19	0.1%
	CHERY J3	0	0.0%	3	0.0%
	CHERY J5	0	0.0%	2	0.0%
AAD TOTAL		28	0.1%	63	0.2%
SCUDERIA SOUTH AFRICA	FERRARI 488 GTB	11	0.0%	0	0.0%
	FERRARI California	0	0.0%	5	0.0%
	FERRARI 458 Speciale	0	0.0%	3	0.0%
	FERRARI F12	0	0.0%	0	0.0%
	FERRARI FF	0	0.0%	0	0.0%
FERRARI TOTAL		11	0.0%	8	0.0%
JMC	LANDWIND X5	4	0.0%	0	0.0%
JMC TOTAL		4	0.0%	0	0.0%
MASERATI SOUTH AFRICA	MASERATI Ghibli	3	0.0%	0	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
MASERATI TOTAL		4	0.0%	0	0.0%
MASERATI	MASERATI GranCabrio	0	0.0%	2	0.0%
	MASERATI Quattroporte	0	0.0%	1	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
MASERATI TOTAL		0	0.0%	4	0.0%
GRAND TOTAL		34 929	100.0%	37 208	100.0%

TOP 5 SELLING PASSENGER CARS FOR JANUARY 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	3 287	9.4%
VW Polo	2 050	5.9%
TOYOTA Etios	1 937	5.5%
TOYOTA Corolla Quest	1 325	3.8%
FORD Fiesta	1 206	3.5%
	34 929	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JANUARY 2016		
TYPE	2016	2016 SHARE
TOYOTA Hilux	2 773	23.1%
FORD Ranger	2 348	19.5%
NISSAN NP200	1 109	9.2%
TOYOTA Quantum	1 010	8.4%
CHEV Utility	978	8.1%
	12 023	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JANUARY 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	1 109	9.2%	1 250	9.5%
	CHEV Utility	978	8.1%	1 162	8.8%
	CHANGAN Star II	9	0.1%	0	0.0%
	DAIHATSU Gran Max	0	0.0%	25	0.2%
SUB ONE-TON TOTAL		2 096	17.4%	2 437	18.5%
ABOVE ONE-TON DCAB	FORD Ranger	1 345	11.2%	1 405	10.7%
	TOYOTA Hilux	1 001	8.3%	920	7.0%
	ISUZU KB	237	2.0%	344	2.6%
	VW Amarok	196	1.6%	201	1.5%
	TOYOTA Landcruiser PU	144	1.2%	116	0.9%
ABOVE ONE-TON DCAB TOTAL		3 391	28.2%	3 436	26.1%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 418	11.8%	1 277	9.7%
	FORD Ranger	723	6.0%	548	4.2%
	NISSAN NP300 Hardbody	450	3.7%	768	5.8%
	ISUZU KB	293	2.4%	614	4.7%
	HYUNDAI H100 Bakkie	245	2.0%	83	0.6%
ABOVE ONE-TON SCAB TOTAL		3 994	33.2%	4 337	32.9%
ABOVE ONE-TON XCAB	TOYOTA Hilux	354	2.9%	408	3.1%
	FORD Ranger	280	2.3%	412	3.1%
	ISUZU KB	68	0.6%	203	1.5%
	MAZDA BT-50	24	0.2%	25	0.2%
ABOVE ONE-TON XCAB TOTAL		733	6.1%	1 110	8.4%
MINIBUS	TOYOTA Quantum	959	8.0%	1137	8.6%
	NISSAN NV350 Taxi	250	2.1%	168	1.3%
	VW Caddy	53	0.4%	44	0.3%
	JINBEI Haise	36	0.3%	20	0.2%
	FORD Tourneo Custom	28	0.2%	34	0.3%
MINIBUS TOTAL		1 338	11.1%	1 452	11.0%
PANEL VAN	VW Caddy	82	0.7%	102	0.8%
	NISSAN NV350	77	0.6%	8	0.1%
	FORD Transit Custom	67	0.6%	29	0.2%
	TOYOTA Quantum	51	0.4%	85	0.6%
	NISSAN NV200	47	0.4%	28	0.2%
PANEL VAN TOTAL		471	3.9%	392	3.0%
GRAND TOTAL		12 023	100.0%	13 164	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JANUARY 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	135	8.4%
	HCV	35	2.2%
	XHV	249	15.5%
	BUS	14	0.9%
MERCEDES-BENZ SA TOTAL		433	27.0%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	46	2.9%
	XHV	194	12.1%
	BUS	2	0.1%
VOLVO TRUCKS TOTAL		242	15.1%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JANUARY 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
TOYOTA	MCV	107	6.7%
	HCV	44	2.7%
	XHV	32	2.0%
TOYOTA TOTAL		183	11.4%
GMSA/ISUZU TRUCKS	MCV	58	3.6%
	HCV	72	4.5%
	XHV	25	1.6%
	BUS	0	0.0%
GMSA TOTAL		155	9.7%
TATA	MCV	47	2.9%
	HCV	57	3.5%
	XHV	6	0.4%
	BUS	5	0.3%
TATA TOTAL		115	7.2%
IVECO	MCV	53	3.3%
	HCV	4	0.2%
	XHV	43	2.7%
	BUS	12	0.7%
IVECO TOTAL		112	7.0%
MAN	HCV	3	0.2%
	XHV	56	3.5%
	BUS	17	1.1%
MAN TOTAL		76	4.7%
SCANIA	XHV	57	3.5%
	BUS	4	0.2%
SCANIA TOTAL		61	3.8%
FAW	MCV	0	0.0%
	HCV	42	2.6%
	XHV	14	0.9%
FAW TOTAL		56	3.5%
VOLKSWAGEN GROUP SA	MCV	55	3.4%
VOLKSWAGEN GROUP SA TOTAL		55	3.4%
POWERSTAR	HCV	0	0.0%
	XHV	29	1.8%
POWERSTAR TOTAL		29	1.8%
FMC	MCV	27	1.7%
FMC TOTAL		27	1.7%
BABCOCK	HCV	0	0.0%
	XHV	20	1.2%
BABCOCK TOTAL		20	1.2%
AMH	MCV	18	1.1%
AMH TOTAL		18	1.1%
JMC	MCV	13	0.8%
JMC TOTAL		13	0.8%
FIAT GROUP	MCV	7	0.4%
FIAT GROUP TOTAL		7	0.4%
PCSA	MCV	4	0.2%
PCSA TOTAL		4	0.2%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		1 606	100.0%