

South African Vehicle Sales Figures at the End of March 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MARCH 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 367	7.7%	2 837	8.0%
	FORD Figo	1 181	3.9%	929	2.6%
	TOYOTA Etios	812	2.7%	1 560	4.4%
	KIA Picanto	715	2.3%	187	0.5%
	RENAULT Sandero II	636	2.1%	398	1.1%
ENTRY CARS TOTAL		8 214	26.8%	9 008	25.4%
SUB-SMALL	VW Polo	1 641	5.4%	1 671	4.7%
	FORD Fiesta	676	2.2%	634	1.8%
	HYUNDAI i20	634	2.1%	1 212	3.4%
	KIA Rio	613	2.0%	535	1.5%
	RENAULT Clio IV	519	1.7%	326	0.9%
SUB-SMALL TOTAL		5 558	18.2%	6 394	18.0%
SMALL	TOYOTA Corolla Quest	566	1.8%	846	2.4%
	TOYOTA Corolla	563	1.8%	901	2.5%
	VW Golf 7	382	1.2%	527	1.5%
	FORD Focus	339	1.1%	132	0.4%
	BMW 1-Series	338	1.1%	271	0.8%
SMALL TOTAL		4 941	16.1%	5 940	16.7%
MEDIUM	BMW 3-Series	793	2.6%	901	2.5%
	MERCEDES C-Class	565	1.8%	1 108	3.1%
	AUDI A4	215	0.7%	388	1.1%
	BMW 4-Series	164	0.5%	239	0.7%
	JAGUAR XE	66	0.2%	0	0.0%
MEDIUM TOTAL		2 022	6.6%	2 921	8.2%
LARGE	MERCEDES E-Class	44	0.1%	162	0.5%
	BMW 5-Series	42	0.1%	67	0.2%
	AUDI A5 Sportback	35	0.1%	56	0.2%
	AUDI A6	22	0.1%	40	0.1%
	JAGUAR XF	20	0.1%	53	0.1%
LARGE TOTAL		203	0.7%	495	1.4%
LUXURY	BMW 7-Series	30	0.1%	3	0.0%
	MERCEDES S-Class	22	0.1%	29	0.1%
	MERCEDES CLS	18	0.1%	11	0.0%
	BMW 6-Series	14	0.0%	15	0.0%
	AUDI A8	7	0.0%	4	0.0%
LUXURY TOTAL		111	0.4%	88	0.2%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MARCH 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	326	1.1%	335	0.9%
	HYUNDAI H1	226	0.7%	141	0.4%
	MERCEDES B-Class	141	0.5%	91	0.3%
	MERCEDES V-Class	109	0.4%	0	0.0%
	HONDA Mobilio	104	0.3%	155	0.4%
MPV TOTAL		1 302	4.3%	1 245	3.5%
SUV	TOYOTA RAV	394	1.3%	506	1.4%
	NISSAN X-Trail	382	1.2%	319	0.9%
	MAZDA CX-5	312	1.0%	116	0.3%
	FORD Kuga	267	0.9%	425	1.2%
	RENAULT Duster	261	0.9%	440	1.2%
SUV TOTAL		5 348	17.5%	6 457	18.2%
SPORT AND EXOTICS	MERCEDES SLK	45	0.1%	10	0.0%
	PORSCHE 911	24	0.1%	22	0.1%
	AUDI TT	23	0.1%	51	0.1%
	MAZDA MX-5	18	0.1%	8	0.0%
SPORT AND EXOTICS TOTAL		186	0.6%	195	0.5%
CROSSOVER	FORD EcoSport	902	2.9%	1 036	2.9%
	NISSAN Qashqai	262	0.9%	284	0.8%
	BMW X1	213	0.7%	30	0.1%
	MAZDA CX-3	185	0.6%	0	0.0%
CROSSOVER TOTAL		2 713	8.9%	2 725	7.7%
GRAND TOTAL		30 598		35 468	



The new Toyota Hilux topped the one-tonner chart in its first full month on the local market. Sales totalled 3 273 units, which also made it the most popular vehicle overall on the SA market in March. Toyota was particularly proud of fact that more than 2 000 of the Hiluxes sold in March were double cabs, a category where they have been surpassed by the Ford Ranger in recent months.

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.
 • These figures include aggregated figures for the various categories of certain brands sold by Associated Motor Holdings, including Kia and Hyundai. The split volumes for the various individual models of these brands are estimates based on historical trends and forecasting techniques by Lightstone Auto.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 367	7.7%	2 837	8.0%
	VW Polo	1 641	5.4%	1 671	4.7%
	VW Golf 7	382	1.2%	527	1.5%
	VW Jetta 6	238	0.8%	205	0.6%
	VW Tiguan	235	0.8%	256	0.7%
VOLKSWAGEN GROUP SA TOTAL		6 661	21.8%	7 647	21.6%
AMH	KIA Picanto	715	2.3%	187	0.5%
	HYUNDAI i20	634	2.1%	1 212	3.4%
	KIA Rio	613	2.0%	535	1.5%
	HYUNDAI Grand i10	506	1.7%	795	2.2%
	HYUNDAI i10	493	1.6%	167	0.5%
AMH TOTAL		4 234	13.8%	4 454	12.6%
FMC	FORD Figo	1 181	3.9%	929	2.6%
	FORD EcoSport	902	2.9%	1 036	2.9%
	FORD Fiesta	676	2.2%	634	1.8%
	FORD Focus	339	1.1%	132	0.4%
	FORD Kuga	267	0.9%	425	1.2%
FMC TOTAL		3 671	12.0%	3 568	10.1%
TOYOTA	TOYOTA Etios	812	2.7%	1 560	4.4%
	TOYOTA Corolla Quest	566	1.8%	846	2.4%
	TOYOTA Corolla	563	1.8%	901	2.5%
	TOYOTA RAV	394	1.3%	506	1.4%
	TOYOTA Avanza	326	1.1%	335	0.9%
TOYOTA TOTAL		3 409	11.1%	5 825	16.4%
BMW GROUP	BMW 3-Series	793	2.6%	901	2.5%
	BMW 1-Series	338	1.1%	271	0.8%
	BMW 2-Series	230	0.8%	187	0.5%
	BMW X1	213	0.7%	30	0.1%
	BMW 4-Series	164	0.5%	239	0.7%
BMW GROUP TOTAL		2 409	7.9%	2 416	6.8%
MERCEDES-BENZ SA	MERCEDES C-Class	565	1.8%	1 108	3.1%
	MERCEDES GLA	174	0.6%	116	0.3%
	MERCEDES M-Class	170	0.6%	111	0.3%
	MERCEDES B-Class	141	0.5%	91	0.3%
	MERCEDES CLA	134	0.4%	96	0.3%
MERCEDES-BENZ SA TOTAL		1 827	6.0%	2 151	6.1%
RENAULT	RENAULT Sandero II	636	2.1%	398	1.1%
	RENAULT Clio IV	519	1.7%	326	0.9%
	RENAULT Captur	261	0.9%	440	1.2%
	RENAULT Duster	168	0.5%	0	0.0%
	RENAULT Megane III	3	0.0%	15	0.0%
RENAULT TOTAL		1 587	5.2%	1 192	3.4%
	DATSUN GO	407	1.3%	391	1.1%
	NISSAN X-Trail	382	1.2%	319	0.9%
	NISSAN Qashqai	262	0.9%	284	0.8%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
NISSAN	NISSAN Almera	143	0.5%	249	0.7%
	NISSAN Micra	107	0.3%	41	0.1%
NISSAN TOTAL		1 441	4.7%	1 503	4.2%
GMSA/ISUZU TRUCKS	CHEV Spark	266	0.9%	318	0.9%
	CHEV Cruze	176	0.6%	113	0.3%
	OPEL Corsa	129	0.4%	92	0.3%
	OPEL Mokka	110	0.4%	173	0.5%
	CHEV Captiva	84	0.3%	143	0.4%
GMSA TOTAL		1 046	3.4%	1 463	4.1%
MAZDA SA PCSA	MAZDA CX-5	312	1.0%	116	0.3%
	MAZDA 3	217	0.7%	209	0.6%
	MAZDA CX-3	185	0.6%	0	0.0%
	MAZDA 2	135	0.4%	156	0.4%
	MAZDA MX-5	18	0.1%	8	0.0%
MAZDA SA TOTAL		867	2.8%	529	1.5%
HONDA	HONDA Brio	185	0.6%	325	0.9%
	HONDA CR-V	171	0.6%	205	0.6%
	HONDA Jazz	132	0.4%	338	1.0%
	HONDA Mobilio	104	0.3%	155	0.4%
	HONDA Ballade	93	0.3%	225	0.6%
HONDA TOTAL		839	2.7%	1 341	3.8%
JAGUAR LAND ROVER	L-R Discovery 4	173	0.6%	172	0.5%
	L-R Range Rover Evoque	172	0.6%	143	0.4%
	L-R Range Rover Sport	169	0.6%	135	0.4%
	L-R Discovery Sport	166	0.5%	0	0.0%
	JAGUAR XE	66	0.2%	0	0.0%
JAGUAR LAND ROVER TOTAL		819	2.7%	560	1.6%
SUZUKI	SUZUKI Swift	152	0.5%	203	0.6%
	SUZUKI Jimny	103	0.3%	79	0.2%
	SUZUKI Ciaz	50	0.2%	6	0.0%
	SUZUKI Vitara	49	0.2%	0	0.0%
	SUZUKI Ertiga	36	0.1%	95	0.3%
SUZUKI TOTAL		433	1.4%	571	1.6%
CHRYSLER SA	JEEP Renegade	125	0.4%	0	0.0%
	JEEP Grand Cherokee	79	0.3%	190	0.5%
	JEEP Wrangler	55	0.2%	120	0.3%
	JEEP Cherokee	24	0.1%	74	0.2%
	JEEP Compass	12	0.0%	193	0.5%
CHRYSLER SA TOTAL		305	1.0%	674	1.9%
MITSUBISHI MOTORS	MITSUBISHI ASX	109	0.4%	103	0.3%
	MITSUBISHI Pajero Sport	43	0.1%	59	0.2%
	MITSUBISHI Pajero	41	0.1%	58	0.2%
	MITSUBISHI Mirage	23	0.1%	62	0.2%
	MITSUBISHI Outlander	12	0.0%	8	0.0%
MITSUBISHI MOTORS SA TOTAL		228	0.7%	290	0.8%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLVO CARS	VOLVO XC90	51	0.2%	0	0.0%
	VOLVO XC60	46	0.2%	47	0.1%
	VOLVO V40	35	0.1%	97	0.3%
	VOLVO V40 CC	20	0.1%	33	0.1%
	VOLVO S60	7	0.0%	53	0.1%
VOLVO CARS TOTAL		163	0.5%	239	0.7%
PCSA	CITROEN C4 Cactus	44	0.1%	14	0.0%
	PEUGEOT 308	42	0.1%	32	0.1%
	PEUGEOT 208	34	0.1%	99	0.3%
	CITROEN DS3	12	0.0%	9	0.0%
	CITROEN C1	4	0.0%	29	0.1%
PCSA TOTAL		146	0.5%	268	0.8%
SUBARU	SUBARU Forester	73	0.2%	51	0.1%
	SUBARU XV	51	0.2%	24	0.1%
	SUBARU Outback	9	0.0%	31	0.1%
	SUBARU WRX	3	0.0%	6	0.0%
	SUBARU Legacy	1	0.0%	0	0.0%
SUBARU TOTAL		137	0.4%	112	0.3%
PORSCHE	PORSCHE Cayenne	49	0.2%	58	0.2%
	PORSCHE 911	24	0.1%	22	0.1%
	PORSCHE Boxster	10	0.0%	11	0.0%
	PORSCHE Macan	10	0.0%	30	0.1%
	PORSCHE Cayman	8	0.0%	9	0.0%
PORSCHE TOTAL		103	0.3%	134	0.4%
MAHINDRA	MAHINDRA XUV	76	0.2%	55	0.2%
	MAHINDRA Xylo	5	0.0%	13	0.0%
	MAHINDRA Quanto	2	0.0%	6	0.0%
	SSANGYONG Korando	2	0.0%	26	0.1%
	MAHINDRA Scorpio	0	0.0%	1	0.0%
MAHINDRA TOTAL		85	0.3%	105	0.3%
TATA	TATA Indica Vista	57	0.2%	27	0.1%
	TATA Bolt	21	0.1%	0	0.0%
	TATA B-Line	6	0.0%	31	0.1%
	TATA Manza	1	0.0%	5	0.0%
	TATA Aria	0	0.0%	2	0.0%
TATA TOTAL		85	0.3%	65	0.2%
FIAT GROUP	FIAT 500	26	0.1%	58	0.2%
	ALFA Giulietta	9	0.0%	9	0.0%
	FIAT 500X	7	0.0%	0	0.0%
	ABARTH 500	6	0.0%	2	0.0%
FIAT Doblo	0	0.0%	1	0.0%	
FIAT GROUP TOTAL		48	0.2%	117	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
AAD	CHERY QQ3	10	0.0%	59	0.2%
	CHERY Tiggo	7	0.0%	42	0.1%
	CHERY J2	7	0.0%	43	0.1%
	CHERY J5	0	0.0%	5	0.0%
CHERY J1	0	0.0%	2	0.0%	
AAD TOTAL		24	0.1%	158	0.4%
SCUDERIA SOUTH AFRICA	FERRARI 488 GTB	11	0.0%	0	0.0%
	FERRARI California	2	0.0%	2	0.0%
	FERRARI FF	0	0.0%	0	0.0%
	FERRARI F12	0	0.0%	1	0.0%
FERRARI 458 Spider	0	0.0%	0	0.0%	
FERRARI TOTAL		13	0.0%	8	0.0%
GWMSA	GWM H6	11	0.0%	11	0.0%
	GWM C10	0	0.0%	0	0.0%
	GWM H5	0	0.0%	14	0.0%
	GWM C20R	0	0.0%	20	0.1%
GWM M4	0	0.0%	16	0.0%	
GWMSA TOTAL		11	0.0%	76	0.2%
MASERATI SOUTH AFRICA	MASERATI Ghibli	3	0.0%	0	0.0%
	MASERATI GranTurismo	2	0.0%	0	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
MASERATI TOTAL		6	0.0%	0	0.0%
JMC	LANDWIND X5	1	0.0%	0	0.0%
JMC TOTAL		1	0.0%	0	0.0%
MASERATI	MASERATI GranCabrio	0	0.0%	1	0.0%
	MASERATI Quattroporte	0	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
MASERATI TOTAL		0	0.0%	2	0.0%
GRAND TOTAL		30 598	100.0%	35 468	100.0%

TOP 5 SELLING PASSENGER CARS FOR MARCH 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	2 367	7.7%
VW Polo	1 641	5.4%
FORD Figo	1 181	3.9%
FORD EcoSport	902	2.9%
TOYOTA Etios	812	2.7%
		30 598

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR MARCH 2016		
TYPE	2016	2016 SHARE
TOYOTA Hilux	3 273	22.6%
FORD Ranger	3 000	20.7%
TOYOTA Quantum	1 369	9.4%
NISSAN NP200	1 341	9.2%
ISUZU KB	1 042	7.2%
		14 503

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR MARCH 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	1 341	9.2%	1 956	11.6%
	CHEV Utility	934	6.4%	1 584	9.4%
	CHANGAN Star II	2	0.0%	0	0.0%
	DAIHATSU Gran Max	0	0.0%	7	0.0%
SUB ONE-TON TOTAL		2 277	15.7%	3 547	21.0%
ABOVE ONE-TON DCAB	TOYOTA Hilux	2 122	14.6%	1 400	8.3%
	FORD Ranger	1 781	12.3%	1 726	10.2%
	ISUZU KB	387	2.7%	336	2.0%
	VW Amarok	208	1.4%	360	2.1%
	NISSAN NP300 Hardbody	203	1.4%	34	0.2%
ABOVE ONE-TON DCAB TOTAL		5 144	35.5%	4 553	27.0%
ABOVE ONE-TON SCAB	FORD Ranger	976	6.7%	929	5.5%
	TOYOTA Hilux	934	6.4%	1925	11.4%
	ISUZU KB	530	3.7%	1031	6.1%
	NISSAN NP300 Hardbody	502	3.5%	659	3.9%
	HYUNDAI H100 Bakkie	248	1.7%	350	2.1%
ABOVE ONE-TON SCAB TOTAL		4 155	28.6%	6 035	35.8%
ABOVE ONE-TON XCAB	FORD Ranger	243	1.7%	453	2.7%
	TOYOTA Hilux	217	1.5%	300	1.8%
	ISUZU KB	125	0.9%	305	1.8%
	MAZDA BT-50	19	0.1%	53	0.3%
	NISSAN Navara	14	0.1%	6	0.0%
ABOVE ONE-TON XCAB TOTAL		618	4.3%	1 130	6.7%
MINIBUS	TOYOTA Quantum	1 317	9.1%	587	3.5%
	NISSAN NV350 Taxi	247	1.7%	372	2.2%
	VW Caddy	64	0.4%	53	0.3%
	JINBEI Haise	43	0.3%	47	0.3%
	VW Transporter Cr-Bus	39	0.3%	17	0.1%
MINIBUS TOTAL		1 753	12.1%	1 174	7.0%
PANEL VAN	NISSAN NV200	116	0.8%	16	0.1%
	VW Caddy	103	0.7%	89	0.5%
	FORD Transit Custom	61	0.4%	64	0.4%
	TOYOTA Quantum	52	0.4%	39	0.2%
	CHEV Spark	49	0.3%	32	0.2%
PANEL VAN TOTAL		556	3.8%	427	2.5%
GRAND TOTAL		14 503	100.0%	16 866	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MARCH 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	205	8.5%
	HCV	55	2.3%
	XHV	376	15.6%
	BUS	21	0.9%
MERCEDES-BENZ SA TOTAL		657	27.2%
TOYOTA	MCV	241	10.0%
	HCV	97	4.0%
	XHV	48	2.0%
HINO TOTAL		386	16.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MARCH 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	113	4.7%
	XHV	249	10.3%
	BUS	10	0.4%
VOLVO TRUCKS TOTAL		372	15.4%
GMSA/ISUZU TRUCKS	MCV	129	5.3%
	HCV	113	4.7%
	XHV	22	0.9%
	BUS	7	0.3%
GMSA TOTAL		271	11.2%
MAN	HCV	64	2.7%
	XHV	60	2.5%
	BUS	38	1.6%
MAN TOTAL		162	6.7%
SCANIA	XHV	130	5.4%
	BUS	13	0.5%
SCANIA TOTAL		143	5.9%
IVECO	MCV	47	1.9%
	HCV	5	0.2%
	XHV	59	2.4%
	BUS	11	0.5%
IVECO TOTAL		122	5.1%
TATA	MCV	23	1.0%
	HCV	27	1.1%
	XHV	17	0.7%
	BUS	12	0.5%
TATA TOTAL		79	3.3%
FAW	MCV	0	0.0%
	HCV	53	2.2%
	XHV	19	0.8%
FAW TOTAL		72	3.0%
VOLKSWAGEN GROUP SA	MCV	48	2.0%
VOLKSWAGEN GROUP SA TOTAL		48	2.0%
POWERSTAR	HCV	1	0.0%
	XHV	30	1.2%
POWERSTAR TOTAL		31	1.3%
FMC	MCV	27	1.1%
FMC TOTAL		27	1.1%
AMH	MCV	20	0.8%
AMH TOTAL		20	0.8%
BABCOCK	HCV	0	0.0%
	XHV	12	0.5%
BABCOCK Total		12	0.5%
JMC	MCV	11	0.5%
JMC TOTAL		11	0.5%
PCSA	MCV	1	0.0%
PCSA TOTAL		1	0.0%
FIAT GROUP	MCV	1	0.0%
FIAT GROUP TOTAL		1	0.0%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		2 415	100.0%