

South African Vehicle Sales Figures at the End of April 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR APRIL 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	1 884	7.2%	1 729	5.8%
	TOYOTA Etios	785	3.0%	1 248	4.2%
	FORD Figo	605	2.3%	835	2.8%
	HYUNDAI Grand i10	535	2.1%	729	2.4%
	KIA Picanto	398	1.5%	173	0.6%
ENTRY CARS TOTAL		6 110	23.4%	7 334	24.4%
SUB-SMALL	VW Polo	1 331	5.1%	1 848	6.2%
	HYUNDAI i20	544	2.1%	691	2.3%
	FORD Fiesta	536	2.1%	922	3.1%
	KIA Rio	533	2.0%	518	1.7%
	RENAULT Clio IV	388	1.5%	354	1.2%
SUB-SMALL TOTAL		4 711	18.1%	5 751	19.2%
SMALL	TOYOTA Corolla Quest	582	2.2%	881	2.9%
	TOYOTA Corolla	406	1.6%	776	2.6%
	VW Golf 7	366	1.4%	647	2.2%
	FORD Focus	325	1.2%	252	0.8%
	MAZDA 3	260	1.0%	197	0.7%
SMALL TOTAL		4 418	16.9%	5 687	18.9%
MEDIUM	MERCEDES C-Class	744	2.9%	1 009	3.4%
	BMW 3-Series	411	1.6%	816	2.7%
	AUDI A4	203	0.8%	398	1.3%
	FORD Mustang	114	0.4%	0	0.0%
	BMW 4-Series	101	0.4%	167	0.6%
MEDIUM TOTAL		1 767	6.8%	2 534	8.4%
LARGE	MERCEDES E-Class	62	0.2%	119	0.4%
	AUDI A5 Sportback	23	0.1%	43	0.1%
	VOLVO S60	20	0.1%	20	0.1%
	AUDI A5 Coupe/Cabriolet	18	0.1%	35	0.1%
	BMW 5-Series	18	0.1%	70	0.2%
LARGE TOTAL		189	0.7%	404	1.3%
LUXURY	BMW 7-Series	33	0.1%	5	0.0%
	MERCEDES S-Class	32	0.1%	23	0.1%
	MERCEDES AMG S	10	0.0%	7	0.0%
	BMW 6-Series	9	0.0%	13	0.0%
	MERCEDES CLS	8	0.0%	7	0.0%
LUXURY TOTAL		104	0.4%	71	0.2%



The new Toyota Fortuner proved an instant sales success in South Africa, even though it was only on sale for the last 14 days of April. A total of 846 Fortuners were sold, obviously including some of the previous run-out models and this took it to the top of the SUV sales chart.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR APRIL 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	321	1.2%	327	1.1%
	HYUNDAI H1	191	0.7%	70	0.2%
	HONDA Mobilio	139	0.5%	88	0.3%
	MERCEDES V-Class	106	0.4%	0	0.0%
	MERCEDES B-Class	93	0.4%	114	0.4%
MPV TOTAL		1 225	4.7%	938	3.1%
SUV	TOYOTA Fortuner	846	3.2%	488	1.6%
	RENAULT Duster	320	1.2%	193	0.6%
	MAZDA CX-5	318	1.2%	143	0.5%
	TOYOTA RAV	291	1.1%	368	1.2%
	NISSAN X-Trail	218	0.8%	266	0.9%
SUV TOTAL		4 958	19.0%	4 999	16.6%
SPORT AND EXOTICS	MERCEDES SLC	40	0.2%	0	0.0%
	PORSCHE 911	30	0.1%	39	0.1%
	MAZDA MX-5	20	0.1%	4	0.0%
	AUDI TT	18	0.1%	32	0.1%
	TOYOTA 86	10	0.0%	16	0.1%
SPORT AND EXOTICS TOTAL		175	0.7%	171	0.6%
CROSSOVER	FORD EcoSport	943	3.6%	837	2.8%
	MAZDA CX-3	274	1.1%	0	0.0%
	RENAULT Captur	161	0.6%	0	0.0%
	MERCEDES GLA	153	0.6%	95	0.3%
	NISSAN Qashqai	149	0.6%	232	0.8%
CROSSOVER TOTAL		2 417	9.3%	2 137	7.1%
GRAND TOTAL		26 074		30 026	

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 APRIL 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	1 884	7.2%	1 729	5.8%
	VW Polo	1 331	5.1%	1 848	6.2%
	VW Golf 7	366	1.4%	647	2.2%
	VW Jetta 6	227	0.9%	265	0.9%
	AUDI A4	203	0.8%	398	1.3%
VOLKSWAGEN GROUP SA TOTAL		5 593	21.5%	6 666	22.2%
TOYOTA	TOYOTA Fortuner	846	3.2%	488	1.6%
	TOYOTA Etios	785	3.0%	1248	4.2%
	TOYOTA Corolla Quest	582	2.2%	881	2.9%
	TOYOTA Corolla	406	1.6%	776	2.6%
	TOYOTA Avanza	321	1.2%	327	1.1%
TOYOTA TOTAL		3 900	15.0%	4 669	15.5%
AMH	HYUNDAI i20	544	2.1%	691	2.3%
	HYUNDAI Grand i10	535	2.1%	729	2.4%
	KIA Rio	533	2.0%	518	1.7%
	KIA Picanto	398	1.5%	173	0.6%
	HYUNDAI Accent	346	1.3%	244	0.8%
AMH TOTAL		3 329	12.8%	3 719	12.4%
FMC	FORD EcoSport	943	3.6%	837	2.8%
	FORD Figo	605	2.3%	835	2.8%
	FORD Fiesta	536	2.1%	922	3.1%
	FORD Focus	325	1.2%	252	0.8%
	FORD Kuga	179	0.7%	291	1.0%
FMC TOTAL		2 970	11.4%	3 290	11.0%
MERCEDES-BENZ SA	MERCEDES C-Class	744	2.9%	1 009	3.4%
	MERCEDES GLA	153	0.6%	95	0.3%
	MERCEDES GLC	108	0.4%	0	0.0%
	MERCEDES V-Class	106	0.4%	0	0.0%
	MERCEDES CLA	101	0.4%	73	0.2%
MERCEDES-BENZ SA TOTAL		1 949	7.5%	1 895	6.3%
BMW GROUP	BMW 3-Series	411	1.6%	816	2.7%
	BMW 1-Series	206	0.8%	147	0.5%
	BMW 2-Series	150	0.6%	175	0.6%
	BMW X1	140	0.5%	25	0.1%
	BMW X5	104	0.4%	129	0.4%
BMW GROUP TOTAL		1 512	5.8%	1 956	6.5%
RENAULT	RENAULT Clio IV	388	1.5%	354	1.2%
	RENAULT Sandero II	350	1.3%	443	1.5%
	RENAULT Duster	320	1.2%	193	0.6%
	RENAULT Captur	161	0.6%	0	0.0%
	RENAULT Kadjar	138	0.5%	0	0.0%
RENAULT TOTAL		1 359	5.2%	1 042	3.5%
MAZDA SA PCSA	MAZDA CX-5	318	1.2%	143	0.5%
	MAZDA CX-3	274	1.1%	0	0.0%
	MAZDA 3	260	1.0%	197	0.7%
	MAZDA 2	176	0.7%	104	0.3%
	MAZDA MX-5	20	0.1%	4	0.0%
MAZDA SA TOTAL		1 048	4.0%	483	1.6%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR APRIL 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
GMSA/ISUZU TRUCKS	CHEV Spark	177	0.7%	234	0.8%
	OPEL Astra Hatch	167	0.6%	7	0.0%
	OPEL Corsa	119	0.5%	331	1.1%
	CHEV Cruze	106	0.4%	246	0.8%
	OPEL Mokka	99	0.4%	113	0.4%
GMSA TOTAL		942	3.6%	1 463	4.9%
NISSAN	DATSUN GO	361	1.4%	517	1.7%
	NISSAN X-Trail	218	0.8%	266	0.9%
	NISSAN Qashqai	149	0.6%	232	0.8%
	NISSAN Almera	102	0.4%	58	0.2%
	NISSAN Juke	38	0.1%	50	0.2%
NISSAN TOTAL		910	3.5%	1 227	4.1%
HONDA	HONDA Jazz	142	0.5%	260	0.9%
	HONDA Mobilio	139	0.5%	88	0.3%
	HONDA Ballade	116	0.4%	240	0.8%
	HONDA Brio	77	0.3%	144	0.5%
	HONDA CR-V	54	0.2%	204	0.7%
HONDA TOTAL		605	2.3%	995	3.3%
SUZUKI	SUZUKI Swift	190	0.7%	135	0.4%
	SUZUKI Jimny	67	0.3%	76	0.3%
	SUZUKI Vitara	62	0.2%	0	0.0%
	SUZUKI Celerio	49	0.2%	68	0.2%
	SUZUKI Ertiga	46	0.2%	35	0.1%
SUZUKI TOTAL		445	1.7%	422	1.4%
JAGUAR LAND ROVER	L-R Discovery Sport	80	0.3%	30	0.1%
	L-R Range Rover Sport	57	0.2%	94	0.3%
	L-R Discovery 4	50	0.2%	131	0.4%
	L-R Range Rover Evoque	49	0.2%	96	0.3%
	L-R Range Rover	22	0.1%	25	0.1%
JAGUAR LAND ROVER TOTAL		300	1.2%	422	1.4%
CHRYSLER SA	JEEP Renegade	121	0.5%	20	0.1%
	JEEP Grand Cherokee	63	0.2%	146	0.5%
	JEEP Wrangler	55	0.2%	94	0.3%
	DODGE Journey	14	0.1%	55	0.2%
CHRYSLER SA TOTAL		292	1.1%	504	1.7%
PCSA	PEUGEOT 308	78	0.3%	18	0.1%
	CITROEN C4 Cactus	39	0.1%	25	0.1%
	PEUGEOT 208	29	0.1%	55	0.2%
	CITROEN DS3	13	0.0%	4	0.0%
PCSA TOTAL		173	0.7%	188	0.6%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR APRIL 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLVO CARS	VOLVO V40	39	0.1%	94	0.3%
	VOLVO XC60	36	0.1%	36	0.1%
	VOLVO XC90	33	0.1%	0	0.0%
	VOLVO S60	20	0.1%	20	0.1%
	VOLVO V40 CC	16	0.1%	33	0.1%
VOLVO CARS TOTAL		154	0.6%	189	0.6%
MITSUBISHI MOTORS	MITSUBISHI Pajero Sport	43	0.2%	40	0.1%
	MITSUBISHI ASX	40	0.2%	117	0.4%
	MITSUBISHI Pajero	37	0.1%	76	0.3%
	MITSUBISHI Mirage	20	0.1%	52	0.2%
	MITSUBISHI Outlander	3	0.0%	2	0.0%
MITSUBISHI MOTORS SA TOTAL		144	0.6%	288	1.0%
PORSCHE	PORSCHE Cayenne	69	0.3%	54	0.2%
	PORSCHE 911	30	0.1%	39	0.1%
	PORSCHE Macan	9	0.0%	40	0.1%
	PORSCHE Boxster	8	0.0%	13	0.0%
	PORSCHE Cayman	6	0.0%	7	0.0%
PORSCHE TOTAL		125	0.5%	160	0.5%
TATA	TATA Indica Vista	43	0.2%	15	0.0%
	TATA B-Line	32	0.1%	23	0.1%
	TATA Bolt	25	0.1%	0	0.0%
	TATA Manza	0	0.0%	5	0.0%
	TATA Aria	0	0.0%	0	0.0%
TATA TOTAL		100	0.4%	43	0.1%
SUBARU	SUBARU Forester	52	0.2%	33	0.1%
	SUBARU XV	8	0.0%	16	0.1%
	SUBARU Outback	8	0.0%	29	0.1%
	SUBARU Legacy	1	0.0%	3	0.0%
	SUBARU WRX	1	0.0%	2	0.0%
SUBARU TOTAL		70	0.3%	83	0.3%
FIAT GROUP	FIAT 500	38	0.1%	23	0.1%
	FIAT 500X	10	0.0%	0	0.0%
	ABARTH 500	6	0.0%	9	0.0%
	ALFA Giulietta	5	0.0%	8	0.0%
	FIAT 500L	4	0.0%	7	0.0%
FIAT GROUP TOTAL		66	0.3%	100	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR APRIL 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
MAHINDRA	MAHINDRA XUV	39	0.1%	54	0.2%
	MAHINDRA Xylo	3	0.0%	5	0.0%
	SSANGYONG Korando	2	0.0%	2	0.0%
	MAHINDRA Quanto	1	0.0%	2	0.0%
	SSANGYONG Rexton	0	0.0%	1	0.0%
MAHINDRA TOTAL		45	0.2%	69	0.2%
AAD	CHERY QQ3	9	0.0%	48	0.2%
	CHERY Tiggo	5	0.0%	1	0.0%
	CHERY J2	5	0.0%	3	0.0%
	CHERY J1	0	0.0%	1	0.0%
AAD TOTAL		19	0.1%	53	0.2%
GWMSA	GWM H6	7	0.0%	15	0.0%
	GWM M4	2	0.0%	16	0.1%
	GWM C20R	0	0.0%	34	0.1%
	GWM H5	0	0.0%	6	0.0%
	GWM C10	0	0.0%	1	0.0%
GWMSA TOTAL		9	0.0%	90	0.3%
MASERATI SOUTH AFRICA	MASERATI Ghibli	5	0.0%	0	0.0%
	MASERATI Quattroporte	2	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
MASERATI TOTAL		7	0.0%	0	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 GTB	6	0.0%	0	0.0%
	FERRARI F12	1	0.0%	1	0.0%
	FERRARI California	0	0.0%	1	0.0%
	FERRARI 458 Speciale	0	0.0%	6	0.0%
	FERRARI 458 Italia	0	0.0%	1	0.0%
FERRARI TOTAL		7	0.0%	10	0.0%
JMC	LANDWIND X5	1	0.0%	0	0.0%
JMC TOTAL		1	0.0%	0	0.0%
GRAND TOTAL		26 074	100.0%	30 026	100.0%

TOP 5 SELLING PASSENGER CARS FOR APRIL 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	1 884	7.2%
VW Polo	1 331	5.1%
FORD EcoSport	943	3.6%
TOYOTA Fortuner	846	3.2%
TOYOTA Etios	785	3.0%
		26 074

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR APRIL 2016		
TYPE	2016	2016 SHARE
TOYOTA Hilux	3 221	26.4%
FORD Ranger	2 412	19.8%
TOYOTA Quantum	1 148	9.4%
ISUZU KB	1 004	8.2%
CHEV Utility	930	7.6%
		12 186

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR APRIL 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	930	7.6%	1 352	11.1%
	CHEV Utility	449	3.7%	1 034	8.5%
	CHANGAN Star II	1	0.0%	19	0.2%
	DAIHATSU Gran Max	0	0.0%	5	0.0%
SUB ONE-TON TOTAL		1 380	11.3%	2 410	19.7%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 458	12.0%	793	6.5%
	FORD Ranger	1 344	11.0%	1 323	10.8%
	ISUZU KB	321	2.6%	214	1.8%
	VW Amarok	236	1.9%	154	1.3%
	NISSAN NP300 Hardbody	131	1.1%	197	1.6%
ABOVE ONE-TON DCAB TOTAL		3 780	31.0%	3 171	26.0%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1450	11.9%	1104	9.0%
	FORD Ranger	743	6.1%	1410	11.5%
	ISUZU KB	553	4.5%	647	5.3%
	NISSAN NP300 Hardbody	348	2.9%	301	2.5%
	HYUNDAI H100 Bakkie	339	2.8%	280	2.3%
ABOVE ONE-TON SCAB TOTAL		4 182	34.3%	4 677	38.3%
ABOVE ONE-TON XCAB	FORD Ranger	325	2.7%	362	3.0%
	TOYOTA Hilux	313	2.6%	208	1.7%
	ISUZU KB	130	1.1%	127	1.0%
	MAZDA BT-50	17	0.1%	40	0.3%
	NISSAN Navara	10	0.1%	3	0.0%
ABOVE ONE-TON XCAB TOTAL		795	6.5%	751	6.1%
MINIBUS	TOYOTA Quantum	1 116	9.2%	410	3.4%
	NISSAN NV350 Taxi	244	2.0%	229	1.9%
	VW Caddy	118	1.0%	55	0.5%
	JINBEI Haise	42	0.3%	43	0.4%
	VW Transporter Cr-Bus	41	0.3%	24	0.2%
MINIBUS TOTAL		1 594	13.1%	796	6.5%
PANEL VAN	VW Caddy	101	0.8%	116	0.9%
	VW Polo Vivo	49	0.4%	0	0.0%
	NISSAN NV350	42	0.3%	34	0.3%
	CHEV Spark	37	0.3%	16	0.1%
	NISSAN NV200	36	0.3%	20	0.2%
PANEL VAN TOTAL		455	3.7%	411	3.4%
GRAND TOTAL		12 186	100.0%	12 216	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR APRIL 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	157	7.4%
	HCV	42	2.0%
	XHV	289	13.7%
	BUS	16	0.8%
MERCEDES-BENZ SA TOTAL		504	23.9%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR APRIL 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	100	4.7%
	XHV	314	14.9%
	BUS	1	0.0%
VOLVO TRUCKS TOTAL		415	19.7%
GMSA/ISUZU TRUCKS	MCV	125	5.9%
	HCV	95	4.5%
	XHV	48	2.3%
	BUS	0	0.0%
GMSA TOTAL		268	12.7%
TOYOTA	MCV	149	7.1%
	HCV	82	3.9%
	XHV	33	1.6%
HINO TOTAL		264	12.5%
SCANIA	XHV	125	5.9%
	BUS	40	1.9%
SCANIA TOTAL		165	7.8%
IVECO	MCV	36	1.7%
	HCV	8	0.4%
	XHV	72	3.4%
	BUS	13	0.6%
IVECO TOTAL		129	6.1%
FAW	MCV	0	0.0%
	HCV	66	3.1%
	XHV	20	0.9%
FAW TOTAL		86	4.1%
MAN	HCV	0	0.0%
	XHV	71	3.4%
	BUS	13	0.6%
MAN TOTAL		84	4.0%
VOLKSWAGEN GROUP SA	MCV	70	3.3%
VOLKSWAGEN GROUP SA TOTAL		70	3.3%
TATA	MCV	17	0.8%
	HCV	27	1.3%
	XHV	15	0.7%
	BUS	4	0.2%
TATA TOTAL		63	3.0%
POWERSTAR	HCV	0	0.0%
	XHV	30	1.4%
POWERSTAR TOTAL		30	1.4%
AMH	MCV	11	0.5%
AMH TOTAL		11	0.5%
JMC	MCV	10	0.5%
JMC TOTAL		10	0.5%
BABCOCK	HCV	0	0.0%
	XHV	7	0.3%
BABCOCK TOTAL		7	0.3%
FIAT GROUP	MCV	2	0.1%
FIAT GROUP TOTAL		2	0.1%
FMC	MCV	1	0.0%
FMC TOTAL		1	0.0%
PCSA	MCV	1	0.0%
PCSA TOTAL		1	0.0%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		21 10	100.0%