

South African Vehicle Sales Figures at the End of May 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MAY 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 131	7.9%	1 876	6.0%
	TOYOTA Etios	731	2.7%	971	3.1%
	KIA Picanto	705	2.6%	286	0.9%
	RENAULT Sandero II	632	2.3%	410	1.3%
	HYUNDAI Grand i10	542	2.0%	687	2.2%
ENTRY CARS TOTAL		6571	24.2%	7 678	24.6%
SUB-SMALL	VW Polo	1 455	5.4%	1 655	5.3%
	KIA Rio	657	2.4%	494	1.6%
	HYUNDAI i20	594	2.2%	645	2.1%
	FORD Fiesta	563	2.1%	845	2.7%
	RENAULT Clio IV	379	1.4%	284	0.9%
SUB-SMALL TOTAL		4 917	18.1%	5 325	17.1%
SMALL	TOYOTA Corolla Quest	534	2.0%	766	2.5%
	TOYOTA Corolla	514	1.9%	535	1.7%
	VW Golf 7	417	1.5%	621	2.0%
	FORD Focus	383	1.4%	321	1.0%
	MAZDA 3	269	1.0%	198	0.6%
SMALL TOTAL		4 370	16.1%	5 774	18.5%
MEDIUM	MERCEDES C-Class	520	1.9%	993	3.2%
	BMW 3-Series	476	1.8%	686	2.2%
	AUDI A4	168	0.6%	389	1.2%
	BMW 4-Series	125	0.5%	145	0.5%
	FORD Mustang	95	0.3%	0	0.0%
MEDIUM TOTAL		1 513	5.6%	2 362	7.6%
LARGE	MERCEDES E-Class	46	0.2%	151	0.5%
	AUDI A5 Sportback	31	0.1%	41	0.1%
	BMW 5-Series	26	0.1%	58	0.2%
	AUDI A6	21	0.1%	35	0.1%
	JAGUAR XF	14	0.1%	28	0.1%
LARGE TOTAL		180	0.7%	386	1.2%
LUXURY	BMW 7-Series	35	0.1%	3	0.0%
	MERCEDES S-Class	26	0.1%	46	0.1%
	MERCEDES CLS	16	0.1%	36	0.1%
	MERCEDES AMG S	10	0.0%	27	0.1%
	BMW 6-Series	7	0.0%	11	0.0%
LUXURY TOTAL		104	0.4%	140	0.4%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MAY 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	374	1.4%	333	1.1%
	HYUNDAI H1	195	0.7%	62	0.2%
	MERCEDES B-Class	113	0.4%	133	0.4%
	MERCEDES V-Class	83	0.3%	0	0.0%
	VW Kombi	57	0.2%	34	0.1%
MPV TOTAL		1 134	4.2%	1 078	3.5%
SUV	TOYOTA Fortuner	1 333	4.9%	564	1.8%
	MAZDA CX-5	346	1.3%	192	0.6%
	TOYOTA RAV	323	1.2%	416	1.3%
	RENAULT Duster	227	0.8%	365	1.2%
	FORD Kuga	181	0.7%	259	0.8%
SUV TOTAL		54 18	20.0%	5 306	17.0%
SPORT AND EXOTICS	MERCEDES SLK	29	0.1%	6	0.0%
	PORSCHE 911	27	0.1%	33	0.1%
	AUDI TT	20	0.1%	42	0.1%
	MERCEDES SLC	16	0.1%	0	0.0%
SPORT AND EXOTICS TOTAL		188	0.7%	192	0.6%
CROSSOVER	FORD EcoSport	1 169	4.3%	980	3.1%
	MAZDA CX-3	248	0.9%	0	0.0%
	MERCEDES GLA	197	0.7%	138	0.4%
	BMW X1	185	0.7%	22	0.1%
CROSSOVER TOTAL		2 749	10.1%	2 920	9.4%
GRAND TOTAL		27 144		31 161	



The Renault Duster is proving a strong contender in the small SUV category in SA, having sold more than 10 000 units since launch in September 2013. Sales in May totalled 227 units and year-to-date Duster sales total 1 140 for the first five months of the year.

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 MAY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 131	7.9%	1 876	6.0%
	VW Polo	1 455	5.4%	1 655	5.3%
	VW Golf 7	417	1.5%	621	2.0%
	VW up	208	0.8%	292	0.9%
	VW Polo Sedan	206	0.8%	134	0.4%
VOLKSWAGEN GROUP SA TOTAL		6 038	22.2%	6 967	22.4%
TOYOTA	TOYOTA Fortuner	1 333	4.9%	564	1.8%
	TOYOTA Etios	731	2.7%	971	3.1%
	TOYOTA Corolla Quest	534	2.0%	766	2.5%
	TOYOTA Corolla	514	1.9%	535	1.7%
	TOYOTA Avanza	374	1.4%	333	1.1%
TOYOTA TOTAL		4 508	16.6%	4 152	13.3%
AMH	KIA Picanto	705	2.6%	286	0.9%
	KIA Rio	657	2.4%	494	1.6%
	HYUNDAI i20	594	2.2%	645	2.1%
	HYUNDAI Grand i10	542	2.0%	687	2.2%
	HYUNDAI i10	243	0.9%	222	0.7%
AMH TOTAL		3 554	13.1%	3 542	11.4%
FMC	FORD EcoSport	1 169	4.3%	980	3.1%
	FORD Fiesta	563	2.1%	845	2.7%
	FORD Focus	383	1.4%	321	1.0%
	FORD Figo	223	0.8%	782	2.5%
	FORD Kuga	181	0.7%	259	0.8%
FMC TOTAL		2 848	10.5%	3 528	11.3%
MERCEDES-BENZ SA	MERCEDES C-Class	520	1.9%	993	3.2%
	MERCEDES GLA	197	0.7%	138	0.4%
	MERCEDES M-Class	147	0.5%	135	0.4%
	MERCEDES CLA	115	0.4%	95	0.3%
	MERCEDES GLC	114	0.4%	0	0.0%
MERCEDES-BENZ SA TOTAL		1 788	6.6%	2 198	7.1%
BMW GROUP	BMW 3-Series	476	1.8%	686	2.2%
	BMW 1-Series	204	0.8%	316	1.0%
	BMW X1	185	0.7%	22	0.1%
	BMW X5	146	0.5%	129	0.4%
	BMW 2-Series	138	0.5%	203	0.7%
BMW GROUP TOTAL		1 739	6.4%	2 025	6.5%
RENAULT	RENAULT Sandero II	632	2.3%	410	1.3%
	RENAULT Clio IV	379	1.4%	284	0.9%
	RENAULT Duster	227	0.8%	365	1.2%
	RENAULT Captur	168	0.6%	425	1.4%
	RENAULT Kadjar	35	0.1%	0	0.0%
RENAULT TOTAL		1 442	5.3%	1 507	4.8%
MAZDA SA	MAZDA CX-5	346	1.3%	192	0.6%
	MAZDA 3	269	1.0%	198	0.6%
	MAZDA CX-3	248	0.9%	0	0.0%
	MAZDA 2	183	0.7%	92	0.3%
	MAZDA MX-5	13	0.0%	4	0.0%
MAZDA SA TOTAL		1 059	3.9%	509	1.6%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
GMSA/ISUZU TRUCKS	CHEV Spark	184	0.7%	754	2.4%
	OPEL Corsa	181	0.7%	156	0.5%
	CHEV Cruze	110	0.4%	142	0.5%
	OPEL Astra Hatch	92	0.3%	13	0.0%
	OPEL Mokka	72	0.3%	203	0.7%
GMSA TOTAL		897	3.3%	1798	5.8%
NISSAN	DATSUN GO	310	1.1%	406	1.3%
	NISSAN X-Trail	176	0.6%	227	0.7%
	NISSAN Qashqai	150	0.6%	226	0.7%
	NISSAN Almera	79	0.3%	71	0.2%
	NISSAN Micra	49	0.2%	80	0.3%
NISSAN TOTAL		845	3.1%	1127	3.6%
HONDA	HONDA Brio	141	0.5%	121	0.4%
	HONDA HR-V	96	0.4%	0	0.0%
	HONDA Ballade	89	0.3%	168	0.5%
	HONDA Jazz	40	0.1%	169	0.5%
	HONDA CR-V	32	0.1%	68	0.2%
HONDA TOTAL		502	1.8%	651	2.1%
SUZUKI	SUZUKI Swift	148	0.5%	160	0.5%
	SUZUKI Jimny	87	0.3%	100	0.3%
	SUZUKI Celerio	52	0.2%	73	0.2%
	SUZUKI Vitara	46	0.2%	0	0.0%
	SUZUKI Ertiga	38	0.1%	106	0.3%
SUZUKI TOTAL		386	1.4%	593	1.9%
JAGUAR LAND ROVER	L-R Discovery Sport	104	0.4%	183	0.6%
	L-R Range Rover Sport	74	0.3%	98	0.3%
	L-R Range Rover Evoque	58	0.2%	66	0.2%
	L-R Discovery 4	53	0.2%	89	0.3%
	JAGUAR F-PACE	22	0.1%	0	0.0%
JAGUAR LAND ROVER TOTAL		368	1.4%	516	1.7%
CHRYSLER SA	JEEP Renegade	102	0.4%	210	0.7%
	JEEP Grand Cherokee	59	0.2%	117	0.4%
	JEEP Wrangler	43	0.2%	88	0.3%
	JEEP Cherokee	15	0.1%	67	0.2%
	DODGE Journey	11	0.0%	73	0.2%
CHRYSLER SA TOTAL		233	0.9%	692	2.2%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	59	0.2%	85	0.3%
	MITSUBISHI Pajero	58	0.2%	38	0.1%
	MITSUBISHI Pajero Sport	41	0.2%	38	0.1%
	MITSUBISHI Mirage	12	0.0%	69	0.2%
MITSUBISHI Outlander	1	0.0%	13	0.0%	
MITSUBISHI MOTORS SA TOTAL		172	0.6%	243	0.8%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLVO CARS	VOLVO XC90	48	0.2%	0	0.0%
	VOLVO XC60	44	0.2%	87	0.3%
	VOLVO V40	36	0.1%	114	0.4%
	VOLVO S60	11	0.0%	26	0.1%
	VOLVO V40 CC	9	0.0%	56	0.2%
VOLVO CARS TOTAL		156	0.6%	297	1.0%
PCSA	PEUGEOT 208	46	0.2%	44	0.1%
	CITROEN C4 Cactus	25	0.1%	27	0.1%
	PEUGEOT 308	21	0.1%	6	0.0%
	CITROEN DS3	15	0.1%	6	0.0%
	PEUGEOT 3008	8	0.0%	6	0.0%
PCSA TOTAL		130	0.5%	158	0.5%
PORSCHE	PORSCHE Cayenne	40	0.1%	48	0.2%
	PORSCHE 911	27	0.1%	33	0.1%
	PORSCHE Macan	17	0.1%	32	0.1%
	PORSCHE Boxster	9	0.0%	7	0.0%
	PORSCHE Cayman	7	0.0%	9	0.0%
PORSCHE TOTAL		101	0.4%	135	0.4%
TATA	TATA Indica Vista	44	0.2%	24	0.1%
	TATA Bolt	43	0.2%	0	0.0%
	TATA B-Line	7	0.0%	21	0.1%
	TATA Manza	3	0.0%	8	0.0%
TATA TOTAL		97	0.4%	53	0.2%
MAHINDRA	MAHINDRA XUV	45	0.2%	50	0.2%
	MAHINDRA KUV100	29	0.1%	0	0.0%
	MAHINDRA Xylo	10	0.0%	10	0.0%
	SSANGYONG Rexton	1	0.0%	2	0.0%
	SSANGYONG Korando	1	0.0%	4	0.0%
MAHINDRA TOTAL		88	0.3%	78	0.3%
FIAT GROUP	FIAT 500	37	0.1%	86	0.3%
	FIAT 500X	19	0.1%	0	0.0%
	ALFA Giulietta	11	0.0%	4	0.0%
	ALFA 4C	5	0.0%	10	0.0%
	ABARTH 500	4	0.0%	5	0.0%
FIAT GROUP TOTAL		76	0.3%	133	0.4%
SUBARU	SUBARU Forester	35	0.1%	68	0.2%
	SUBARU XV	17	0.1%	18	0.1%
	SUBARU WRX	9	0.0%	0	0.0%
	SUBARU Outback	8	0.0%	13	0.0%
	SUBARU Legacy	1	0.0%	1	0.0%
SUBARU TOTAL		70	0.3%	100	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
AAD	CHERY QQ3	8	0.0%	24	0.1%
	CHERY Tiggo	5	0.0%	14	0.0%
	CHERY J2	4	0.0%	19	0.1%
	CHERY J5	0	0.0%	1	0.0%
AAD TOTAL		17	0.1%	58	0.2%
MASERATI SOUTH AFRICA	MASERATI Ghibli	4	0.0%	0	0.0%
	MASERATI GranCabrio	3	0.0%	0	0.0%
	MASERATI Quattroporte	2	0.0%	0	0.0%
	MASERATI GranTurismo	1	0.0%	1	0.0%
MASERATI TOTAL		10	0.0%	1	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	5	0.0%	0	0.0%
	FERRARI 488 GTB	3	0.0%	0	0.0%
	FERRARI F12	0	0.0%	1	0.0%
	FERRARI California	0	0.0%	3	0.0%
FERRARI TOTAL		8	0.0%	10	0.0%
GWMSA	GWM H5	3	0.0%	10	0.0%
	GWM M4	3	0.0%	10	0.0%
	GWM H6	0	0.0%	15	0.0%
	GWM C30	0	0.0%	7	0.0%
	GWM C20R	0	0.0%	40	0.1%
GWMSA TOTAL		6	0.0%	90	0.3%
JMC	LANDWIND X5	3	0.0%	0	0.0%
JMC TOTAL		3	0.0%	0	0.0%
BENTLEY	BENTLEY Continental	3	0.0%	0	0.0%
BENTLEY TOTAL		3	0.0%	0	0.0%
GRAND TOTAL		27 144	100.0%	31 161	100.0%

TOP 5 SELLING PASSENGER CARS FOR MAY 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	2 131	7.9%
VW Polo	1 455	5.4%
TOYOTA Fortuner	1 333	4.9%
FORD EcoSport	1 169	4.3%
TOYOTA Etios	731	2.7%
		27 144

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR MAY 2016		
TYPE	2016	2016 SHARE
TOYOTA Hilux	3 185	23.7%
FORD Ranger	2 797	20.8%
TOYOTA Quantum	1 325	9.8%
ISUZU KB	1 029	7.6%
CHEV Utility	988	7.3%
		13 453

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR MAY 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	CHEV Utility	988	7.3%	1228	8.6%
	NISSAN NP200	952	7.1%	1727	12.2%
	SUZUKI Super Carry	21	0.2%	0	0.0%
	CHANGAN Star II	2	0.0%	16	0.1%
SUB ONE-TON TOTAL		1 963	14.6%	2 971	20.9%
ABOVE ONE-TON DCAB	FORD Ranger	1 763	13.1%	1 452	10.2%
	TOYOTA Hilux	1 189	8.8%	874	6.2%
	ISUZU KB	374	2.8%	208	1.5%
	VW Amarok	261	1.9%	319	2.2%
	NISSAN NP300 Hardbody	180	1.3%	349	2.5%
ABOVE ONE-TON DCAB TOTAL		4 180	31.1%	3 668	25.8%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 647	12.2%	1 421	10.0%
	FORD Ranger	587	4.4%	1 306	9.2%
	ISUZU KB	534	4.0%	820	5.8%
	NISSAN NP300 Hardbody	424	3.2%	563	4.0%
	HYUNDAI H100 Bakkie	332	2.5%	359	2.5%
ABOVE ONE-TON SCAB TOTAL		4 319	32.1%	5 387	37.9%
ABOVE ONE-TON XCAB	FORD Ranger	447	3.3%	281	2.0%
	TOYOTA Hilux	349	2.6%	313	2.2%
	ISUZU KB	121	0.9%	227	1.6%
	NISSAN Navara	16	0.1%	8	0.1%
	MAZDA BT-50	13	0.1%	50	0.4%
ABOVE ONE-TON XCAB TOTAL		946	7.0%	889	6.3%
MINIBUS	TOYOTA Quantum	1 235	9.2%	576	4.1%
	NISSAN NV350 Taxi	155	1.2%	111	0.8%
	VW Caddy	122	0.9%	42	0.3%
	JINBEI Haise	49	0.4%	32	0.2%
	VW Transporter Cr-Bus	42	0.3%	19	0.1%
MINIBUS TOTAL		1 620	12.0%	844	5.9%
PANEL VAN	TOYOTA Quantum	90	0.7%	66	0.5%
	VW Caddy	83	0.6%	102	0.7%
	NISSAN NV200	44	0.3%	53	0.4%
	FORD Transit Custom	42	0.3%	34	0.2%
	Polo Vivo	40	0.3%	0	0.0%
PANEL VAN TOTAL		425	3.2%	440	3.1%
GRAND TOTAL		13 453	100.0%	14 199	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MAY 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	178	7.7%
	HCV	47	2.0%
	XHV	329	14.2%
	BUS	18	0.8%
MERCEDES-BENZ SA TOTAL		572	24.7%
GMSA/ISUZU TRUCKS	MCV	180	7.8%
	HCV	142	6.1%
	XHV	26	1.1%
	BUS	1	0.0%
GMSA TOTAL		349	15.1%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MAY 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	73	3.2%
	XHV	261	11.3%
	BUS	3	0.1%
VOLVO TRUCKS TOTAL		337	14.6%
TOYOTA	MCV	178	7.7%
	HCV	79	3.4%
	XHV	40	1.7%
HINO TOTAL		297	12.8%
SCANIA	XHV	161	7.0%
	BUS	21	0.9%
SCANIA TOTAL		182	7.9%
MAN	HCV	21	0.9%
	XHV	61	2.6%
	BUS	54	2.3%
MAN TOTAL		136	5.9%
FAW	MCV	0	0.0%
	HCV	96	4.1%
	XHV	25	1.1%
FAW TOTAL		121	5.2%
IVECO	MCV	48	2.1%
	HCV	15	0.6%
	XHV	40	1.7%
	BUS	12	0.5%
IVECO TOTAL		115	5.0%
TATA	MCV	15	0.6%
	HCV	32	1.4%
	XHV	15	0.6%
	BUS	6	0.3%
TATA TOTAL		68	2.9%
POWERSTAR	HCV	0	0.0%
	XHV	45	1.9%
POWERSTAR TOTAL		45	1.9%
VOLKSWAGEN GROUP SA	MCV	37	1.6%
VOLKSWAGEN GROUP SA TOTAL		37	1.6%
AMH	MCV	22	1.0%
AMH TOTAL		22	1.0%
JMC	MCV	12	0.5%
JMC TOTAL		12	0.5%
FMC	MCV	10	0.4%
FMC TOTAL		10	0.4%
BABCOCK	HCV	0	0.0%
	XHV	6	0.3%
BABCOCK TOTAL		6	0.3%
PCSA	MCV	3	0.1%
PCSA TOTAL		3	0.1%
FIAT GROUP	MCV	2	0.1%
FIAT GROUP TOTAL		2	0.1%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		2 314	100.0%