

South African Vehicle Sales Figures at the End of June 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JUNE 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 354	8.1%	2 134	6.5%
	TOYOTA Etios	1 009	3.5%	1 074	3.3%
	KIA Picanto	657	2.3%	230	0.7%
	CHEV Spark	625	2.2%	464	1.4%
	HYUNDAI Grand i10	508	1.7%	634	1.9%
ENTRY CARS TOTAL		7 070	24.3%	7 614	23.1%
SUB-SMALL	VW Polo	1 760	6.1%	1 451	4.4%
	FORD Fiesta	716	2.5%	1 217	3.7%
	HYUNDAI i20	636	2.2%	678	2.1%
	RENAULT Clio IV	589	2.0%	496	1.5%
	KIA Rio	587	2.0%	493	1.5%
SUB-SMALL TOTAL		5 553	19.1%	5 788	17.6%
SMALL	TOYOTA Corolla Quest	653	2.2%	1 004	3.0%
	TOYOTA Corolla	566	1.9%	651	2.0%
	VW Golf 7	339	1.2%	557	1.7%
	FORD Focus	275	0.9%	512	1.6%
	VW Jetta 6	257	0.9%	297	0.9%
SMALL TOTAL		4 941	17.0%	6 048	18.4%
MEDIUM	BMW 3-Series	847	2.9%	846	2.6%
	MERCEDES C-Class	718	2.5%	1 175	3.6%
	AUDI A4	291	1.0%	257	0.8%
	BMW 4-Series	171	0.6%	219	0.7%
	FORD Mustang	77	0.3%	0	0.0%
MEDIUM TOTAL		2 254	7.8%	2 711	8.2%
LARGE	MERCEDES E-Class	61	0.2%	163	0.5%
	BMW 5-Series	52	0.2%	37	0.1%
	AUDI A5 Sportback	25	0.1%	33	0.1%
	AUDI A6	22	0.1%	30	0.1%
	AUDI A5 Coupe/Cabriolet	13	0.0%	24	0.1%
LARGE TOTAL		207	0.7%	354	1.1%
LUXURY	MERCEDES S-Class	33	0.1%	38	0.1%
	MERCEDES CLS	30	0.1%	27	0.1%
	BMW 7-Series	27	0.1%	7	0.0%
	MERCEDES AMG S	18	0.1%	16	0.0%
	BMW 6-Series	14	0.0%	13	0.0%
LUXURY TOTAL		137	0.5%	128	0.4%



Volkswagen's Polo Vivo range may be an extended life model, but it continues to sell up a storm on the local sales chart. Last month it sold 2 354 units for an 8.1% share of the car market, compared to 2 134 units and a 6.5% share in June 2015. The car pictured is the Street special edition. VW has introduced a number of these limited edition models to maintain interest in the range.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JUNE 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	280	1.0%	330	1.0%
	HYUNDAI H1	131	0.5%	92	0.3%
	MERCEDES B-Class	108	0.4%	153	0.5%
	MERCEDES V-Class	83	0.3%	117	0.4%
	VW Kombi	73	0.3%	40	0.1%
MPV TOTAL		983	3.4%	1 082	3.3%
SUV	TOYOTA Fortuner	1405	4.8%	1353	4.1%
	MAZDA CX-5	290	1.0%	240	0.7%
	TOYOTA RAV	284	1.0%	321	1.0%
	NISSAN X-Trail	215	0.7%	307	0.9%
	VW Tiguan	165	0.6%	324	1.0%
SUV TOTAL		5 186	17.8%	6 502	19.8%
SPORT AND EXOTICS	MERCEDES SL	32	0.1%	1	0.0%
	MERCEDES SLC	22	0.1%	0	0.0%
	PORSCHE 911	14	0.0%	26	0.1%
	AUDI TT	13	0.0%	33	0.1%
	PORSCHE Boxster	11	0.0%	6	0.0%
SPORT AND EXOTICS TOTAL		169	0.6%	234	0.7%
CROSSOVER	FORD EcoSport	805	2.8%	740	2.2%
	BMW X1	259	0.9%	35	0.1%
	RENAULT Captur	230	0.8%	302	0.9%
	MAZDA CX-3	190	0.7%	0	0.0%
	NISSAN Qashqai	183	0.6%	226	0.7%
CROSSOVER TOTAL		2 566	8.8%	2 459	7.5%
GRAND TOTAL		29 066		32 920	

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 JUNE 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 354	8.1%	2 134	6.5%
	VW Polo	1 760	6.1%	1 451	4.4%
	VW Golf 7	339	1.2%	557	1.7%
	AUDI A4	291	1.0%	257	0.8%
	VW Jetta 6	257	0.9%	297	0.9%
VOLKSWAGEN GROUP SA TOTAL		6 603	22.7%	6 435	19.5%
TOYOTA	TOYOTA Fortuner	1 405	4.8%	1 353	4.1%
	TOYOTA Etios	1 009	3.5%	1 074	3.3%
	TOYOTA Corolla Quest	653	2.2%	1 004	3.0%
	TOYOTA Corolla	566	1.9%	651	2.0%
	TOYOTA RAV	284	1.0%	321	1.0%
TOYOTA TOTAL		4 763	16.4%	5 327	16.2%
AMH	KIA Picanto	657	2.3%	230	0.7%
	HYUNDAI i20	636	2.2%	678	2.1%
	KIA Rio	587	2.0%	493	1.5%
	HYUNDAI Grand i10	508	1.7%	634	1.9%
	HYUNDAI i10	228	0.8%	152	0.5%
AMH TOTAL		3 238	11.1%	3 331	10.1%
BMW GROUP	BMW 3-Series	847	2.9%	846	2.6%
	BMW X1	259	0.9%	35	0.1%
	BMW 1-Series	219	0.8%	254	0.8%
	BMW 2-Series	191	0.7%	164	0.5%
	BMW 4-Series	171	0.6%	219	0.7%
BMW GROUP TOTAL		2 395	8.2%	2 242	6.8%
FMC	FORD EcoSport	805	2.8%	740	2.2%
	FORD Fiesta	716	2.5%	1 217	3.7%
	FORD Focus	275	0.9%	512	1.6%
	FORD Figo	188	0.6%	772	2.3%
	FORD Kuga	123	0.4%	359	1.1%
FMC TOTAL		2 360	8.1%	3 955	12.0%
MERCEDES-BENZ SA	MERCEDES C-Class	718	2.5%	1 175	3.6%
	MERCEDES CLA	156	0.5%	103	0.3%
	MERCEDES A-Class	148	0.5%	300	0.9%
	MERCEDES GLC	127	0.4%	0	0.0%
	SMART forfour	117	0.4%	0	0.0%
MERCEDES-BENZ SA TOTAL		2 120	7.3%	2 713	8.2%
RENAULT	RENAULT Clio IV	589	2.0%	496	1.5%
	RENAULT Sandero II	490	1.7%	705	2.1%
	RENAULT Captur	230	0.8%	302	0.9%
	RENAULT Duster	135	0.5%	444	1.3%
	RENAULT Kadjar	30	0.1%	0	0.0%
RENAULT TOTAL		1 474	5.1%	1 996	6.1%
GMSA/ISUZU TRUCKS	CHEV Spark	625	2.2%	464	1.4%
	CHEV Cruze	99	0.3%	147	0.4%
	OPEL Mokka	96	0.3%	191	0.6%
	OPEL Astra Hatch	89	0.3%	10	0.0%
	CHEV Captiva	84	0.3%	100	0.3%
GMSA TOTAL		1 246	4.3%	1 707	5.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JUNE 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
NISSAN	DATSUN GO	302	1.0%	300	0.9%
	NISSAN X-Trail	215	0.7%	307	0.9%
	NISSAN Almera	196	0.7%	81	0.2%
	NISSAN Micra	191	0.7%	57	0.2%
	NISSAN Qashqai	183	0.6%	226	0.7%
NISSAN TOTAL		1 171	4.0%	1 138	3.5%
MAZDA SA PCSA	MAZDA CX-5	290	1.0%	240	0.7%
	MAZDA 3	225	0.8%	234	0.7%
	MAZDA CX-3	190	0.7%	0	0.0%
	MAZDA 2	170	0.6%	108	0.3%
	MAZDA MX-5	8	0.0%	0	0.0%
MAZDA SA TOTAL		883	3.0%	636	1.9%
HONDA	HONDA Jazz	187	0.6%	149	0.5%
	HONDA HR-V	127	0.4%	31	0.1%
	HONDA Brio	99	0.3%	101	0.3%
	HONDA CR-V	53	0.2%	63	0.2%
	HONDA Ballade	52	0.2%	120	0.4%
HONDA TOTAL		570	2.0%	527	1.6%
SUZUKI	SUZUKI Swift	172	0.6%	162	0.5%
	SUZUKI Jimny	103	0.4%	118	0.4%
	SUZUKI Celerio	70	0.2%	78	0.2%
	SUZUKI Vitara	50	0.2%	0	0.0%
	SUZUKI Ertiga	39	0.1%	53	0.2%
SUZUKI TOTAL		483	1.7%	513	1.6%
JAGUAR LAND ROVER	L-R Discovery Sport	98	0.3%	103	0.3%
	L-R Discovery 4	72	0.2%	125	0.4%
	L-R Range Rover Sport	70	0.2%	104	0.3%
	L-R Range Rover Evoque	47	0.2%	98	0.3%
	JAGUAR XE	26	0.1%	0	0.0%
JAGUAR LAND ROVER TOTAL		358	1.2%	499	1.5%
MITSUBISHI MOTORS	MITSUBISHI ASX	158	0.5%	80	0.2%
	MITSUBISHI Pajero Sport	61	0.2%	31	0.1%
	MITSUBISHI Pajero	22	0.1%	77	0.2%
	MITSUBISHI Mirage	9	0.0%	31	0.1%
	MITSUBISHI Outlander	2	0.0%	6	0.0%
MITSUBISHI MOTORS SA TOTAL		252	0.9%	225	0.7%
CHRYSLER SA	JEEP Renegade	86	0.3%	137	0.4%
	JEEP Grand Cherokee	64	0.2%	133	0.4%
	JEEP Wrangler	44	0.2%	83	0.3%
	JEEP Cherokee	19	0.1%	53	0.2%
DODGE Journey	5	0.0%	59	0.2%	
CHRYSLER SA TOTAL		218	0.8%	585	1.8%

< continued from previous page

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JUNE 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
PCSA	PEUGEOT 2008	73	0.3%	27	0.1%
	CITROEN C4 Cactus	55	0.2%	43	0.1%
	PEUGEOT 208	52	0.2%	66	0.2%
	CITROEN DS3	17	0.1%	2	0.0%
	CITROEN C4 Picasso	8	0.0%	0	0.0%
PCSA TOTAL		217	0.7%	259	0.8%
VOLVO CARS	VOLVO V40	76	0.3%	50	0.2%
	VOLVO XC90	39	0.1%	50	0.2%
	VOLVO XC60	34	0.1%	53	0.2%
	VOLVO V40 CC	20	0.1%	30	0.1%
	VOLVO S60	11	0.0%	16	0.0%
VOLVO CARS TOTAL		184	0.6%	216	0.7%
MAHINDRA	MAHINDRA KUV100	103	0.4%	0	0.0%
	MAHINDRA XUV	27	0.1%	47	0.1%
	MAHINDRA Thar	5	0.0%	0	0.0%
	MAHINDRA Scorpio	4	0.0%	6	0.0%
	MAHINDRA Quanto	4	0.0%	4	0.0%
MAHINDRA TOTAL		146	0.5%	73	0.2%
FIAT GROUP	FIAT 500	37	0.1%	52	0.2%
	FIAT 500X	26	0.1%	40	0.1%
	ABARTH 500	18	0.1%	2	0.0%
	ALFA Giulietta	14	0.0%	9	0.0%
ALFA 4C	7	0.0%	2	0.0%	
FIAT GROUP TOTAL		102	0.4%	116	0.4%
SUBARU	SUBARU Forester	53	0.2%	56	0.2%
	SUBARU XV	22	0.1%	23	0.1%
	SUBARU Outback	9	0.0%	11	0.0%
	SUBARU WRX	4	0.0%	10	0.0%
	SUBARU Legacy	2	0.0%	1	0.0%
SUBARU TOTAL		90	0.3%	101	0.3%
PORSCHE	PORSCHE Cayenne	31	0.1%	52	0.2%
	PORSCHE Macan	21	0.1%	33	0.1%
	PORSCHE 911	14	0.0%	26	0.1%
	PORSCHE Boxster	11	0.0%	6	0.0%
	PORSCHE Cayman	5	0.0%	4	0.0%
PORSCHE TOTAL		84	0.3%	128	0.4%
TATA	TATA Bolt	51	0.2%	0	0.0%
	TATA Indica Vista	20	0.1%	14	0.0%
	TATA B-Line	11	0.0%	15	0.0%
	TATA Manza	1	0.0%	1	0.0%
TATA TOTAL		83	0.3%	30	0.1%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JUNE 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
MASERATI SOUTH AFRICA	MASERATI Ghibli	3	0.0%	0	0.0%
	MASERATI GranTurismo	2	0.0%	0	0.0%
	MASERATI Quattroporte	2	0.0%	3	0.0%
	MASERATI GranCabrio	1	0.0%	2	0.0%
MASERATI TOTAL		8	0.0%	5	0.0%
GWMSA	GWM M4	3	0.0%	15	0.0%
	GWM H5	2	0.0%	14	0.0%
	GWM C10	0	0.0%	0	0.0%
	GWM C20R	0	0.0%	16	0.0%
GWM H6	0	0.0%	49	0.1%	
GWMSA TOTAL		5	0.0%	123	0.4%
AAD	CHERY QQ3	5	0.0%	25	0.1%
	CHERY Tiggo	0	0.0%	1	0.0%
	CHERY J5	0	0.0%	0	0.0%
	CHERY J2	0	0.0%	5	0.0%
AAD TOTAL		5	0.0%	31	0.1%
BENTLEY	BENTLEY Bentayga	3	0.0%	0	0.0%
	BENTLEY Continental	1	0.0%	0	0.0%
BENTLEY TOTAL		4	0.0%	0	0.0%
JMC	LANDWIND X5	2	0.0%	1	0.0%
JMC TOTAL		2	0.0%	1	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 GTB	1	0.0%	0	0.0%
	FERRARI 488 Spider	1	0.0%	0	0.0%
	FERRARI 458 Speciale	0	0.0%	2	0.0%
	FERRARI FF	0	0.0%	2	0.0%
	FERRARI California	0	0.0%	2	0.0%
FERRARI TOTAL		2	0.0%	8	0.0%
GRAND TOTAL		29 066	100.0%	32 920	100.0%

TOP 5 SELLING PASSENGER CARS FOR JUNE 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	2 354	8.1%
VW Polo	1 760	6.1%
TOYOTA Fortuner	1 405	4.8%
TOYOTA Etios	1 009	3.5%
BMW 3-Series	847	2.9%
		29 066

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JUNE 2016		
TYPE	2016	2016 SHARE
TOYOTA Hilux	3 072	22.9%
FORD Ranger	2 847	21.2%
NISSAN NP200	1 076	8.0%
ISUZU KB	1 043	7.8%
TOYOTA Quantum	991	7.4%
		13 400

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JUNE 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	1 076	8.0%	1 977	13.3%
	CHEV Utility	964	7.2%	1 468	9.9%
	SUZUKI Super Carry	35	0.3%	0	0.0%
	FIAT Fullback	26	0.2%	0	0.0%
	CHANGAN Star II	2	0.0%	18	0.1%
SUB ONE-TON TOTAL		2 103	15.7%	3 463	23.3%
ABOVE ONE-TON DCAB	FORD Ranger	2 022	15.1%	1 446	9.7%
	TOYOTA Hilux	1 380	10.3%	1 057	7.1%
	ISUZU KB	379	2.8%	365	2.5%
	VW Amarok	184	1.4%	259	1.7%
	NISSAN NP300 Hardbody	167	1.2%	58	0.4%
ABOVE ONE-TON DCAB TOTAL		4 519	33.7%	3 718	25.1%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 276	9.5%	1 542	10.4%
	ISUZU KB	553	4.1%	833	5.6%
	NISSAN NP300 Hardbody	497	3.7%	462	3.1%
	FORD Ranger	452	3.4%	1 291	8.7%
	HYUNDAI H100 Bakkie	449	3.4%	370	2.5%
ABOVE ONE-TON SCAB TOTAL		4 122	30.8%	5 408	36.5%
ABOVE ONE-TON XCAB	TOYOTA Hilux	416	3.1%	313	2.1%
	FORD Ranger	373	2.8%	282	1.9%
	ISUZU KB	111	0.8%	178	1.2%
	NISSAN Navara	25	0.2%	7	0.0%
	MAZDA BT-50	14	0.1%	32	0.2%
ABOVE ONE-TON XCAB TOTAL		939	7.0%	816	5.5%
MINIBUS	TOYOTA Quantum	944	7.0%	754	5.1%
	NISSAN NV350 Taxi	160	1.2%	81	0.5%
	VW Caddy	97	0.7%	44	0.3%
	JINBEI Haise	44	0.3%	32	0.2%
	VW Transporter Cr-Bus	29	0.2%	34	0.2%
MINIBUS TOTAL		1 299	9.7%	991	6.7%
PANEL VAN	VW Caddy	104	0.8%	72	0.5%
	TOYOTA Quantum	47	0.4%	54	0.4%
	NISSAN NV200	43	0.3%	55	0.4%
	NISSAN NV350	39	0.3%	33	0.2%
	Vivo	34	0.3%	0	0.0%
PANEL VAN TOTAL		418	3.1%	435	2.9%
GRAND TOTAL		13 400	100.0%	14 831	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JUNE 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	206	8.4%
	HCV	65	2.6%
	XHV	294	11.9%
	BUS	29	1.2%
MERCEDES-BENZ SA TOTAL		594	24.1%
GMSA/ISUZU TRUCKS	MCV	201	8.2%
	HCV	135	5.5%
	XHV	54	2.2%
	BUS	0	0.0%
GMSA TOTAL		390	15.8%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JUNE 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	73	3.0%
	XHV	259	10.5%
	BUS	3	0.1%
VOLVO TRUCKS TOTAL		335	13.6%
TOYOTA	MCV	205	8.3%
	HCV	78	3.2%
	XHV	44	1.8%
HINO TOTAL		327	13.3%
SCANIA	XHV	205	8.3%
	BUS	33	1.3%
SCANIA TOTAL		238	9.7%
MAN	HCV	24	1.0%
	XHV	64	2.6%
	BUS	59	2.4%
MAN TOTAL		147	6.0%
IVECO	MCV	54	2.2%
	HCV	2	0.1%
	XHV	60	2.4%
	BUS	6	0.2%
IVECO TOTAL		122	5.0%
TATA	MCV	15	0.6%
	HCV	48	1.9%
	XHV	14	0.6%
	BUS	3	0.1%
TATA TOTAL		80	3.2%
FAW	MCV	0	0.0%
	HCV	45	1.8%
	XHV	25	1.0%
FAW TOTAL		70	2.8%
POWERSTAR	HCV	0	0.0%
	XHV	56	2.3%
POWERSTAR TOTAL		56	2.3%
VOLKSWAGEN GROUP SA	MCV	55	2.2%
VOLKSWAGEN GROUP SA TOTAL		55	2.2%
AMH	MCV	19	0.8%
AMH TOTAL		19	0.8%
BABCOCK	HCV	0	0.0%
	XHV	9	0.4%
BABCOCK TOTAL		9	0.4%
FMC	MCV	8	0.3%
FMC TOTAL		8	0.3%
JMC	MCV	5	0.2%
JMC TOTAL		5	0.2%
PCSA	MCV	4	0.2%
PCSA TOTAL		4	0.2%
FIAT GROUP	MCV	3	0.1%
FIAT GROUP TOTAL		3	0.1%
VDL BUS & COACH SA	BUS	2	0.1%
VDL BUS & COACH SA TOTAL		2	0.1%
GRAND TOTAL		2 464	100.0%