

South African Vehicle Sales Figures at the End of August 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR AUGUST 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 702	8.9%	2 711	7.8%
	TOYOTA Etios	1 188	3.9%	1 417	4.1%
	KIA Picanto	719	2.4%	665	1.9%
	RENAULT Sandero II	607	2.0%	570	1.6%
	HYUNDAI Grand i10	507	1.7%	368	1.1%
ENTRY CARS TOTAL		7 592	25.0%	9 499	27.3%
SUB-SMALL	VW Polo	1 852	6.1%	2 043	5.9%
	HYUNDAI i20	1 115	3.7%	583	1.7%
	FORD Fiesta	1 069	3.5%	1 230	3.5%
	KIA Rio	713	2.3%	477	1.4%
	RENAULT Clio IV	466	1.5%	407	1.2%
SUB-SMALL TOTAL		6 595	21.7%	6 830	19.7%
SMALL	TOYOTA Corolla Quest	780	2.6%	882	2.5%
	TOYOTA Corolla	475	1.6%	1 204	3.5%
	VW Golf 7	363	1.2%	529	1.5%
	FORD Focus	325	1.1%	331	1.0%
	VW Jetta 6	221	0.7%	192	0.6%
SMALL TOTAL		4 137	13.6%	6 082	17.5%
MEDIUM	MERCEDES C-Class	924	3.0%	1077	3.1%
	BMW 3-Series	509	1.7%	665	1.9%
	AUDI A4	273	0.9%	317	0.9%
	BMW 4-Series	157	0.5%	119	0.3%
	FORD Mustang	70	0.2%	0	0.0%
MEDIUM TOTAL		2 057	6.8%	2 408	6.9%
LARGE	MERCEDES E-Class	67	0.2%	73	0.2%
	BMW 5-Series	64	0.2%	46	0.1%
	AUDI A5 Sportback	21	0.1%	36	0.1%
	VOLVO S60	20	0.1%	56	0.2%
	AUDI A6	18	0.1%	31	0.1%
LARGE TOTAL		221	0.7%	313	0.9%
LUXURY	MERCEDES S-Class	36	0.1%	30	0.1%
	BMW 7-Series	31	0.1%	11	0.0%
	MERCEDES AMG S	10	0.0%	18	0.1%
	MERCEDES CLS	8	0.0%	22	0.1%
	BMW 6-Series	4	0.0%	11	0.0%
LUXURY TOTAL		92	0.3%	109	0.3%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR AUGUST 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	401	1.3%	445	1.3%
	HYUNDAI H1	188	0.6%	127	0.4%
	VW Kombi	144	0.5%	47	0.1%
	MERCEDES V-Class	92	0.3%	52	0.1%
	MERCEDES B-Class	91	0.3%	117	0.3%
MPV TOTAL		1 293	4.3%	1 253	3.6%
SUV	TOYOTA Fortuner	1 235	4.1%	785	2.3%
	TOYOTA RAV	475	1.6%	328	0.9%
	MAZDA CX-5	344	1.1%	203	0.6%
	NISSAN X-Trail	323	1.1%	229	0.7%
	FORD Kuga	206	0.7%	324	0.9%
SUV TOTAL		5 377	17.7%	5 087	14.6%
SPORT AND EXOTICS	MERCEDES C-Class	46	0.2%	0	0.0%
	MERCEDES SLC	31	0.1%	0	0.0%
	PORSCHE 911	25	0.1%	24	0.1%
	PORSCHE Boxster	19	0.1%	7	0.0%
	MERCEDES SL	18	0.1%	2	0.0%
SPORT AND EXOTICS TOTAL		236	0.8%	165	0.5%
CROSSOVER	FORD EcoSport	1 033	3.4%	1 027	3.0%
	NISSAN Qashqai	239	0.8%	245	0.7%
	RENAULT Captur	203	0.7%	262	0.8%
	MAZDA CX-3	195	0.6%	0	0.0%
	BMW X1	162	0.5%	16	0.0%
CROSSOVER TOTAL		2 750	9.1%	2 995	8.6%
GRAND TOTAL		30 350		34 741	



The Hyundai i20 had a very successful sales month in August, breaking the 1 000 units barrier by retailing 1 115 units. This was an improvement of 91% over the 583 units sold in August 2015.

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 AUGUST 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 702	8.9%	2 711	7.8%
	VW Polo	1 852	6.1%	2 043	5.9%
	VW Golf 7	363	1.2%	529	1.5%
	AUDI A4	273	0.9%	317	0.9%
	VW Polo Sedan	235	0.8%	200	0.6%
VOLKSWAGEN GROUP SA TOTAL		6 799	22.4%	7 848	22.6%
TOYOTA	TOYOTA Fortuner	1 235	4.1%	785	2.3%
	TOYOTA Etios	1 188	3.9%	1 417	4.1%
	TOYOTA Corolla Quest	780	2.6%	882	2.5%
	TOYOTA RAV	475	1.6%	328	0.9%
	TOYOTA Corolla	475	1.6%	1 204	3.5%
TOYOTA TOTAL		5 357	17.7%	5 679	16.3%
AMH	HYUNDAI i20	1 115	3.7%	583	1.7%
	KIA Picanto	719	2.4%	665	1.9%
	KIA Rio	713	2.3%	477	1.4%
	HYUNDAI Grand i10	507	1.7%	368	1.1%
AMH TOTAL		4 308	14.2%	4 168	12.0%
FMC	FORD Fiesta	1 069	3.5%	1 230	3.5%
	FORD EcoSport	1 033	3.4%	1 027	3.0%
	FORD Focus	325	1.1%	331	1.0%
	FORD Kuga	206	0.7%	324	0.9%
	FORD Figo	194	0.6%	857	2.5%
FMC TOTAL		3 067	10.1%	3 987	11.5%
MERCEDES-BENZ SA	MERCEDES C-Class	970	3.2%	1 077	3.1%
	MERCEDES GLC	161	0.5%	0	0.0%
	MERCEDES GLA	127	0.4%	154	0.4%
	MERCEDES CLA	123	0.4%	100	0.3%
	SMART forfour	93	0.3%	0	0.0%
MERCEDES-BENZ SA TOTAL		2 240	7.4%	2 107	6.1%
BMW GROUP	BMW 3-Series	509	1.7%	665	1.9%
	BMW 1-Series	178	0.6%	179	0.5%
	BMW X1	162	0.5%	16	0.0%
	BMW 4-Series	157	0.5%	119	0.3%
	BMW 2-Series	145	0.5%	173	0.5%
BMW GROUP TOTAL		1 775	5.8%	1 725	5.0%
RENAULT	RENAULT Sandero II	607	2.0%	570	1.6%
	RENAULT Clio IV	466	1.5%	407	1.2%
	RENAULT Captur	203	0.7%	262	0.8%
	RENAULT Kadjar	78	0.3%	0	0.0%
	RENAULT Duster	75	0.2%	85	0.2%
RENAULT TOTAL		1 430	4.7%	1 391	4.0%
NISSAN	NISSAN X-Trail	323	1.1%	229	0.7%
	DATSUN GO	246	0.8%	503	1.4%
	NISSAN Qashqai	239	0.8%	245	0.7%
	NISSAN NV200	71	0.2%	44	0.1%
	NISSAN Almera	59	0.2%	100	0.3%
NISSAN TOTAL		1 054	3.5%	1 350	3.9%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
MAZDA SA PCSA	MAZDA CX-5	344	1.1%	203	0.6%
	MAZDA CX-3	195	0.6%	0	0.0%
	MAZDA 3	195	0.6%	230	0.7%
	MAZDA 2	134	0.4%	164	0.5%
	MAZDA MX-5	11	0.0%	0	0.0%
MAZDA SA TOTAL		879	2.9%	641	1.8%
GMSA/ISUZU TRUCKS	CHEV Spark	304	1.0%	559	1.6%
	OPEL Astra Hatch	91	0.3%	11	0.0%
	OPEL Corsa	83	0.3%	230	0.7%
	CHEV Captiva	79	0.3%	100	0.3%
	CHEV Cruze	76	0.3%	274	0.8%
GMSA TOTAL		825	2.7%	2 049	5.9%
HONDA	HONDA Brio	113	0.4%	157	0.5%
	HONDA CR-V	109	0.4%	82	0.2%
	HONDA Ballade	95	0.3%	140	0.4%
	HONDA HR-V	85	0.3%	204	0.6%
	HONDA Jazz	83	0.3%	158	0.5%
HONDA TOTAL		605	2.0%	817	2.4%
SUZUKI	SUZUKI Swift	150	0.5%	203	0.6%
	SUZUKI Jimny	88	0.3%	117	0.3%
	SUZUKI Ertiga	70	0.2%	77	0.2%
	SUZUKI Vitara	51	0.2%	0	0.0%
	SUZUKI Celerio	42	0.1%	75	0.2%
SUZUKI TOTAL		460	1.5%	536	1.5%
JAGUAR LAND ROVER	L-R Discovery Sport	74	0.2%	102	0.3%
	L-R Range Rover Sport	64	0.2%	105	0.3%
	JAGUAR F-PACE	52	0.2%	0	0.0%
	L-R Range Rover Evoque	46	0.2%	86	0.2%
	L-R Discovery 4	36	0.1%	173	0.5%
JAGUAR LAND ROVER TOTAL		314	1.0%	561	1.6%
MAHINDRA	MAHINDRA KUV100	145	0.5%	0	0.0%
	MAHINDRA XUV	52	0.2%	57	0.2%
	MAHINDRA Scorpio	16	0.1%	8	0.0%
	MAHINDRA Thar	7	0.0%	0	0.0%
MAHINDRA TOTAL		226	0.7%	83	0.2%
VOLVO CARS	VOLVO V40	61	0.2%	55	0.2%
	VOLVO XC60	56	0.2%	54	0.2%
	VOLVO XC90	38	0.1%	24	0.1%
	VOLVO S60	20	0.1%	56	0.2%
VOLVO CARS TOTAL		199	0.7%	231	0.7%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
CHRYSLER SA	JEEP Grand Cherokee	63	0.2%	125	0.4%
	JEEP Renegade	57	0.2%	56	0.2%
	JEEP Wrangler	44	0.1%	82	0.2%
	JEEP Cherokee	15	0.0%	78	0.2%
	DODGE Journey	10	0.0%	108	0.3%
CHRYSLER SA TOTAL		190	0.6%	532	1.5%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	111	0.4%	146	0.4%
	MITSUBISHI Pajero Sport	39	0.1%	36	0.1%
	MITSUBISHI Pajero	22	0.1%	29	0.1%
	MITSUBISHI Mirage	10	0.0%	36	0.1%
	MITSUBISHI Outlander	3	0.0%	11	0.0%
MITSUBISHI MOTORS SA TOTAL		185	0.6%	258	0.7%
PORSCHE	PORSCHE Cayenne	32	0.1%	55	0.2%
	PORSCHE 911	25	0.1%	24	0.1%
	PORSCHE Boxster	19	0.1%	7	0.0%
	PORSCHE Macan	15	0.0%	13	0.0%
	PORSCHE Panamera	1	0.0%	7	0.0%
PORSCHE TOTAL		93	0.3%	111	0.3%
TATA	TATA Bolt	77	0.3%	0	0.0%
	TATA Indica Vista	10	0.0%	19	0.1%
	TATA Indica	4	0.0%	1	0.0%
	TATA Manza	1	0.0%	3	0.0%
	TATA B-Line	0	0.0%	20	0.1%
TATA TOTAL		92	0.3%	43	0.1%
PCSA	PEUGEOT 208	37	0.1%	47	0.1%
	CITROEN C4 Cactus	23	0.1%	25	0.1%
	PEUGEOT 2008	9	0.0%	18	0.1%
	PEUGEOT 308	9	0.0%	11	0.0%
	CITROEN C4 Picasso	2	0.0%	6	0.0%
PCSA TOTAL		85	0.3%	165	0.5%
SUBARU	SUBARU Forester	41	0.1%	51	0.1%
	SUBARU XV	14	0.0%	24	0.1%
	SUBARU Outback	7	0.0%	15	0.0%
	SUBARU WRX	5	0.0%	24	0.1%
	SUBARU Legacy	3	0.0%	2	0.0%
SUBARU TOTAL		70	0.2%	116	0.3%
FIAT GROUP	FIAT 500	25	0.1%	62	0.2%
	FIAT 500X	21	0.1%	26	0.1%
	ALFA Giulietta	2	0.0%	6	0.0%
	ALFA MiTo	1	0.0%	0	0.0%
	ABARTH 500	1	0.0%	3	0.0%
FIAT GROUP TOTAL		50	0.2%	104	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	6	0.0%	0	0.0%
	FERRARI 488 GTB	4	0.0%	0	0.0%
	FERRARI FF	1	0.0%	0	0.0%
	FERRARI 458 Spider	0	0.0%	1	0.0%
	FERRARI California	0	0.0%	5	0.0%
FERRARI TOTAL		11	0.0%	9	0.0%
AAD	CHERY QQ3	10	0.0%	65	0.2%
	CHERY Tiggo	0	0.0%	16	0.0%
	CHERY J2	0	0.0%	7	0.0%
	CHERY J3	0	0.0%	2	0.0%
AAD TOTAL		10	0.0%	90	0.3%
MASERATI SOUTH AFRICA	MASERATI Ghibli	7	0.0%	1	0.0%
	MASERATI GranTurismo	2	0.0%	1	0.0%
	MASERATI GranCabrio	0	0.0%	1	0.0%
	MASERATI Quattroporte	0	0.0%	0	0.0%
MASERATI TOTAL		9	0.0%	3	0.0%
BENTLEY	BENTLEY Bentayga	7	0.0%	0	0.0%
	BENTLEY Continental	0	0.0%	0	0.0%
BENTLEY TOTAL		7	0.0%	0	0.0%
JMC	LANDWIND X5	6	0.0%	3	0.0%
JMC TOTAL		6	0.0%	3	0.0%
GWMSA	GWM M4	4	0.0%	10	0.0%
	GWM H5	0	0.0%	19	0.1%
	GWM H6	0	0.0%	76	0.2%
	GWM C30	0	0.0%	8	0.0%
	GWM C20R	0	0.0%	6	0.0%
GWMSA TOTAL		4	0.0%	134	0.4%
GRAND TOTAL		30 350	100.0%	34 741	100.0%

TOP 5 SELLING PASSENGER CARS FOR AUGUST 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	2 702	8.9%
VW Polo	1 852	6.1%
TOYOTA Fortuner	1 235	4.1%
TOYOTA Etios	1 188	3.9%
HYUNDAI i20	1 115	3.7%
		30 350

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR AUGUST 2016		
TYPE	2016	2016 SHARE
TOYOTA Hilux	3 081	22.8%
FORD Ranger	2 234	16.5%
ISUZU KB	1 424	10.5%
NISSAN NP200	1 270	9.4%
TOYOTA Quantum	1 222	9.0%
		13 539

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR AUGUST 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	1 270	9.4%	1 565	11.4%
	CHEV Utility	884	6.5%	1 301	9.5%
	SUZUKI Super Carry	40	0.3%	0	0.0%
	CHANGAN Star II	0	0.0%	11	0.1%
SUB ONE-TON TOTAL		2 194	16.2%	2 877	21.0%
ABOVE ONE-TON DCAB	FORD Ranger	1 438	10.6%	1 627	11.9%
	TOYOTA Hilux	1 308	9.7%	807	5.9%
	ISUZU KB	660	4.9%	398	2.9%
	VW Amarok	575	4.2%	334	2.4%
	NISSAN NP300 Hardbody	159	1.2%	101	0.7%
ABOVE ONE-TON DCAB TOTAL		4 438	32.8%	3 679	26.9%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 393	10.3%	1 296	9.5%
	ISUZU KB	653	4.8%	833	6.1%
	NISSAN NP300 Hardbody	629	4.6%	685	5.0%
	FORD Ranger	497	3.7%	463	3.4%
	HYUNDAI H100 Bakkie	237	1.8%	241	1.8%
ABOVE ONE-TON SCAB TOTAL		4 061	30.0%	4 475	32.7%
ABOVE ONE-TON XCAB	TOYOTA Hilux	380	2.8%	346	2.5%
	FORD Ranger	299	2.2%	375	2.7%
	ISUZU KB	111	0.8%	169	1.2%
	MAZDA BT-50	14	0.1%	17	0.1%
	NISSAN Navara	7	0.1%	5	0.0%
ABOVE ONE-TON XCAB TOTAL		811	6.0%	916	6.7%
MINIBUS	TOYOTA Quantum	1 185	8.8%	1 067	7.8%
	NISSAN NV350 Taxi	278	2.1%	123	0.9%
	VW Caddy	75	0.6%	44	0.3%
	FORD Tourneo Custom	29	0.2%	17	0.1%
	VW Transporter Cr-Bus	21	0.2%	19	0.1%
MINIBUS TOTAL		1 609	11.9%	1 309	9.6%
PANEL VAN	NISSAN NV200	72	0.5%	44	0.3%
	FORD Transit Custom	68	0.5%	43	0.3%
	FORD Transit Connect	65	0.5%	36	0.3%
	VW Caddy	43	0.3%	48	0.4%
	VW Polo Vivo	41	0.3%	0	0.0%
PANEL VAN TOTAL		426	3.1%	426	3.1%
GRAND TOTAL		13 539	100.0%	13 682	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR AUGUST 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	160	7.1%
	HCV	41	1.8%
	XHV	261	11.6%
	BUS	17	0.8%
MERCEDES-BENZ SA TOTAL		479	21.3%
GMSA/ISUZU TRUCKS	MCV	191	8.5%
	HCV	133	5.9%
	XHV	43	1.9%
	BUS	0	0.0%
GMSA TOTAL		367	16.3%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR AUGUST 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	73	3.2%
	XHV	263	11.7%
	BUS	4	0.2%
VOLVO TRUCKS TOTAL		340	15.1%
TOYOTA	MCV	213	9.4%
	HCV	88	3.9%
	XHV	27	1.2%
HINO TOTAL		328	14.6%
SCANIA	XHV	155	6.9%
	BUS	28	1.2%
SCANIA TOTAL		183	8.1%
MAN	HCV	12	0.5%
	XHV	113	5.0%
	BUS	29	1.3%
MAN TOTAL		154	6.8%
IVECO	MCV	65	2.9%
	HCV	5	0.2%
	XHV	39	1.7%
	BUS	4	0.2%
IVECO TOTAL		113	5.0%
FAW	MCV	0	0.0%
	HCV	57	2.5%
	XHV	23	1.0%
FAW TOTAL		80	3.5%
TATA	MCV	29	1.3%
	HCV	29	1.3%
	XHV	13	0.6%
	BUS	0	0.0%
TATA TOTAL		71	3.1%
VOLKSWAGEN GROUP SA	MCV	52	2.3%
VOLKSWAGEN GROUP SA TOTAL		52	2.3%
POWERSTAR	HCV	0	0.0%
	XHV	28	1.2%
POWERSTAR TOTAL		28	1.2%
AMH	MCV	22	1.0%
AMH TOTAL		22	1.0%
PCSA	MCV	11	0.5%
PCSA TOTAL		11	0.5%
BABCOCK	HCV	0	0.0%
	XHV	10	0.4%
BABCOCK TOTAL		10	0.4%
FMC	MCV	7	0.3%
FMC TOTAL		7	0.3%
JMC	MCV	7	0.3%
JMC TOTAL		7	0.3%
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		2 254	100.0%