

South African Vehicle Sales Figures at the End of September 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 822	8.8%	4 180	11.2%
	TOYOTA Etios	947	3.0%	1 602	4.3%
	HYUNDAI Grand i10	652	2.0%	370	1.0%
	RENAULT Sandero II	625	2.0%	649	1.7%
	HYUNDAI i10	596	1.9%	482	1.3%
	ENTRY CARS TOTAL		8 108	25.4%	10 520
SUB-SMALL	VW Polo	2 178	6.8%	2 096	5.6%
	FORD Fiesta	1 191	3.7%	933	2.5%
	HYUNDAI i20	767	2.4%	493	1.3%
	KIA Rio	498	1.6%	724	1.9%
	RENAULT Clio IV	382	1.2%	779	2.1%
	SUB-SMALL TOTAL		6 380	20.0%	7 533
SMALL	TOYOTA Corolla Quest	1 293	4.0%	1 527	4.1%
	TOYOTA Corolla	711	2.2%	1 227	3.3%
	VW Golf 7	367	1.1%	434	1.2%
	FORD Focus	356	1.1%	468	1.3%
	BMW 1-Series	275	0.9%	239	0.6%
	SMALL TOTAL		5 218	16.3%	6 685
MEDIUM	MERCEDES C-Class	738	2.3%	1 089	2.9%
	BMW 3-Series	487	1.5%	807	2.2%
	AUDI A4	218	0.7%	349	0.9%
	BMW 4-Series	155	0.5%	138	0.4%
	FORD Mustang	63	0.2%	0	0.0%
	MEDIUM TOTAL		1 778	5.6%	2 639
LARGE	MERCEDES E-Class	52	0.2%	65	0.2%
	BMW 5-Series	39	0.1%	44	0.1%
	AUDI A5 Sportback	24	0.1%	66	0.2%
	AUDI A6	21	0.1%	26	0.1%
	VOLVO S60	18	0.1%	34	0.1%
	LARGE TOTAL		191	0.6%	314
LUXURY	MERCEDES S-Class	35	0.1%	30	0.1%
	BMW 7-Series	31	0.1%	3	0.0%
	MERCEDES CLS	15	0.0%	19	0.1%
	MERCEDES AMG S	12	0.0%	13	0.0%
	BMW 6-Series	12	0.0%	16	0.0%
	LUXURY TOTAL		114	0.4%	107

TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	572	1.8%	380	1.0%
	HYUNDAI H1	165	0.5%	350	0.9%
	DATSUN GO+	126	0.4%	0	0.0%
	MERCEDES B-Class	98	0.3%	104	0.3%
	MERCEDES V-Class	91	0.3%	66	0.2%
	MPV TOTAL		1 396	4.4%	1 373
SUV	TOYOTA Fortuner	1 180	3.7%	570	1.5%
	HYUNDAI Tucson	458	1.4%	0	0.0%
	TOYOTA RAV	345	1.1%	413	1.1%
	MAZDA CX-5	342	1.1%	233	0.6%
	NISSAN X-Trail	238	0.7%	231	0.6%
	SUV TOTAL		5 529	17.3%	4 990
SPORT AND EXOTICS	MERCEDES SLC	34	0.1%	0	0.0%
	MERCEDES SL	24	0.1%	2	0.0%
	NISSAN GT-R	19	0.1%	2	0.0%
	MERCEDES C-Class	19	0.1%	0	0.0%
	AUDI TT	18	0.1%	21	0.1%
SPORT AND EXOTICS TOTAL		219	0.7%	134	0.4%
CROSSOVER	FORD EcoSport	986	3.1%	919	2.5%
	RENAULT Captur	403	1.3%	420	1.1%
	MAZDA CX-3	228	0.7%	0	0.0%
	BMW X1	216	0.7%	12	0.0%
	NISSAN Qashqai	169	0.5%	266	0.7%
CROSSOVER TOTAL		2 998	9.4%	3 030	8.1%
GRAND TOTAL		31 931		37 325	



The Volkswagen Polo ranges were certainly flavour of the month in September, selling a combined 5 000 units – 2 822 Polo Vivo hatches and sedans and 2 178 Polo hatches. This equates to 67% of Volkswagen's total passenger car sales in September! The car pictured is the recently-launched Polo Vivo Storm, yet another Special Edition in South Africa's most popular car range.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 822	8.8%	4 180	11.2%
	VW Polo	2 178	6.8%	2 096	5.6%
	VW up	418	1.3%	164	0.4%
	VW Golf 7	367	1.1%	434	1.2%
	VW Jetta 6	266	0.8%	154	0.4%
VOLKSWAGEN GROUP SA TOTAL		7 432	23.3%	8 961	24.0%
TOYOTA	TOYOTA Corolla Quest	1 293	4.0%	1 527	4.1%
	TOYOTA Fortuner	1 180	3.7%	570	1.5%
	TOYOTA Etios	947	3.0%	1 602	4.3%
	TOYOTA Corolla	711	2.2%	1 227	3.3%
	TOYOTA Avanza	572	1.8%	380	1.0%
TOYOTA TOTAL		5 797	18.2%	6 378	17.1%
AMH	HYUNDAI i20	767	2.4%	493	1.3%
	HYUNDAI Grand i10	652	2.0%	370	1.0%
	HYUNDAI i10	596	1.9%	482	1.3%
	KIA Picanto	550	1.7%	675	1.8%
	KIA Rio	498	1.6%	724	1.9%
AMH TOTAL		4 231	13.3%	4 800	12.9%
FMC	FORD Fiesta	1 191	3.7%	933	2.5%
	FORD EcoSport	986	3.1%	919	2.5%
	FORD Focus	356	1.1%	468	1.3%
	FORD Figo	217	0.7%	646	1.7%
	FORD Kuga	154	0.5%	300	0.8%
FMC TOTAL		3 124	9.8%	3 395	9.1%
MERCEDES-BENZ SA	MERCEDES C-Class	757	2.4%	1 089	2.9%
	MERCEDES GLC	169	0.5%	0	0.0%
	MERCEDES GLA	157	0.5%	153	0.4%
	MERCEDES A-Class	106	0.3%	121	0.3%
	MERCEDES B-Class	98	0.3%	104	0.3%
MERCEDES-BENZ SA TOTAL		2 027	6.3%	2 115	5.7%
BMW GROUP	BMW 3-Series	487	1.5%	807	2.2%
	BMW 1-Series	275	0.9%	239	0.6%
	BMW X1	216	0.7%	12	0.0%
	BMW 2-Series	176	0.6%	168	0.5%
	BMW 4-Series	155	0.5%	138	0.4%
BMW GROUP TOTAL		1 901	6.0%	1 886	5.1%
RENAULT	RENAULT Sandero II	625	2.0%	649	1.7%
	RENAULT Captur	403	1.3%	420	1.1%
	RENAULT Clio IV	382	1.2%	779	2.1%
	RENAULT Duster	218	0.7%	130	0.3%
	RENAULT Megane IV	87	0.3%	0	0.0%
RENAULT TOTAL		1 766	5.5%	1 996	5.3%
MAZDA SA	MAZDA CX-5	342	1.1%	233	0.6%
	MAZDA 3	271	0.8%	231	0.6%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
MAZDA SA	MAZDA CX-3	228	0.7%	0	0.0%
	MAZDA 2	176	0.6%	217	0.6%
	MAZDA MX-5	7	0.0%	2	0.0%
MAZDA SA TOTAL		1 024	3.2%	719	1.9%
NISSAN	DATSUN GO	318	1.0%	411	1.1%
	NISSAN X-Trail	238	0.7%	231	0.6%
	NISSAN Qashqai	169	0.5%	266	0.7%
	DATSUN GO+	126	0.4%	0	0.0%
	NISSAN Almera	29	0.1%	88	0.2%
NISSAN TOTAL		966	3.0%	1 234	3.3%
GMSA/ISUZU TRUCKS	CHEV Spark	424	1.3%	692	1.9%
	OPEL Mokka	100	0.3%	182	0.5%
	OPEL Astra Hatch	87	0.3%	7	0.0%
	CHEV Cruze	82	0.3%	209	0.6%
	OPEL Corsa	60	0.2%	205	0.5%
GMSA TOTAL		912	2.9%	2 099	5.6%
HONDA	HONDA Jazz	162	0.5%	166	0.4%
	HONDA CR-V	98	0.3%	102	0.3%
	HONDA HR-V	97	0.3%	179	0.5%
	HONDA Brio	90	0.3%	180	0.5%
	HONDA Ballade	77	0.2%	94	0.3%
HONDA TOTAL		593	1.9%	870	2.3%
SUZUKI	SUZUKI Swift	173	0.5%	243	0.7%
	SUZUKI Jimny	84	0.3%	105	0.3%
	SUZUKI Celerio	45	0.1%	80	0.2%
	SUZUKI SX4	43	0.1%	26	0.1%
	SUZUKI Ertiga	41	0.1%	36	0.1%
SUZUKI TOTAL		472	1.5%	535	1.4%
JAGUAR LAND ROVER	L-R Range Rover Sport	89	0.3%	78	0.2%
	L-R Discovery Sport	79	0.2%	137	0.4%
	L-R Range Rover Evoque	75	0.2%	84	0.2%
	L-R Discovery 4	59	0.2%	115	0.3%
	JAGUAR F-PACE	46	0.1%	0	0.0%
JAGUAR LAND ROVER TOTAL		420	1.3%	498	1.3%
MAHINDRA	MAHINDRA KUV100	130	0.4%	0	0.0%
	MAHINDRA XUV	36	0.1%	52	0.1%
	MAHINDRA Scorpio	31	0.1%	7	0.0%
	MAHINDRA Thar	16	0.1%	0	0.0%
	MAHINDRA Xylo	5	0.0%	9	0.0%
MAHINDRA TOTAL		220	0.7%	79	0.2%
VOLVO CARS	VOLVO V40	65	0.2%	56	0.2%
	VOLVO XC60	62	0.2%	52	0.1%
	VOLVO XC90	33	0.1%	15	0.0%
	VOLVO V40 CC	22	0.1%	28	0.1%
	VOLVO S60	18	0.1%	34	0.1%
VOLVO CARS TOTAL		208	0.7%	200	0.5%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
CHRYSLER SA	JEEP Renegade	84	0.3%	58	0.2%
	JEEP Grand Cherokee	52	0.2%	166	0.4%
	JEEP Wrangler	46	0.1%	72	0.2%
	JEEP Cherokee	14	0.0%	124	0.3%
	DODGE Journey	4	0.0%	91	0.2%
CHRYSLER SA TOTAL		201	0.6%	562	1.5%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	73	0.2%	145	0.4%
	MITSUBISHI Pajero Sport	41	0.1%	41	0.1%
	MITSUBISHI Pajero	27	0.1%	38	0.1%
	MITSUBISHI Mirage	13	0.0%	28	0.1%
	MITSUBISHI Outlander	4	0.0%	10	0.0%
MITSUBISHI MOTORS SA TOTAL		158	0.5%	262	0.7%
TATA	TATA Bolt	87	0.3%	20	0.1%
	TATA Indica Vista	7	0.0%	18	0.0%
	TATA Manza	5	0.0%	2	0.0%
	TATA Indica	3	0.0%	0	0.0%
	TATA B-Line	0	0.0%	13	0.0%
TATA TOTAL		102	0.3%	53	0.1%
PORSCHE	PORSCHE Cayenne	45	0.1%	50	0.1%
	PORSCHE Macan	17	0.1%	3	0.0%
	PORSCHE 911	17	0.1%	15	0.0%
	PORSCHE Boxster	14	0.0%	2	0.0%
	PORSCHE Cayman	7	0.0%	4	0.0%
PORSCHE TOTAL		101	0.3%	85	0.2%
PCSA	PEUGEOT 208	54	0.2%	40	0.1%
	CITROEN C4 Cactus	21	0.1%	22	0.1%
	CITROEN C4 Picasso	3	0.0%	1	0.0%
	CITROEN C1	1	0.0%	6	0.0%
	PEUGEOT 2008	1	0.0%	19	0.1%
PCSA TOTAL		80	0.3%	139	0.4%
FIAT GROUP	FIAT 500	32	0.1%	42	0.1%
	FIAT 500X	23	0.1%	16	0.0%
	ALFA Giulietta	7	0.0%	6	0.0%
	ABARTH 500	5	0.0%	7	0.0%
	FIAT 500L	4	0.0%	41	0.1%
FIAT GROUP TOTAL		72	0.2%	114	0.3%
SUBARU	SUBARU Forester	44	0.1%	64	0.2%
	SUBARU XV	12	0.0%	53	0.1%
	SUBARU Outback	9	0.0%	24	0.1%
	SUBARU Legacy	0	0.0%	1	0.0%
	SUBARU WRX	0	0.0%	8	0.0%
SUBARU TOTAL		65	0.2%	150	0.4%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
AAD	CHERY QQ3	26	0.1%	39	0.1%
	CHERY J2	7	0.0%	12	0.0%
	CHERY Tiggo	2	0.0%	26	0.1%
	CHERY J3	0	0.0%	2	0.0%
	CHERY J5	0	0.0%	1	0.0%
AAD TOTAL		35	0.1%	80	0.2%
MASERATI SOUTH AFRICA	MASERATI GranTurismo	3	0.0%	0	0.0%
	MASERATI Ghibli	3	0.0%	2	0.0%
	MASERATI Quattroporte	2	0.0%	2	0.0%
	MASERATI GranCabrio	0	0.0%	2	0.0%
MASERATI TOTAL		8	0.0%	6	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	4	0.0%	0	0.0%
	FERRARI California	1	0.0%	2	0.0%
	FERRARI 488 GTB	1	0.0%	0	0.0%
	FERRARI 458 Spider	0	0.0%	1	0.0%
	FERRARI F12	0	0.0%	1	0.0%
FERRARI TOTAL		6	0.0%	5	0.0%
JMC	LANDWIND X5	5	0.0%	0	0.0%
JMC TOTAL		5	0.0%	0	0.0%
BENTLEY	BENTLEY Continental	2	0.0%	0	0.0%
	BENTLEY Bentayga	2	0.0%	0	0.0%
BENTLEY TOTAL		4	0.0%	0	0.0%
GWMSA	GWM M4	1	0.0%	13	0.0%
	GWM H5	0	0.0%	35	0.1%
	GWM H6	0	0.0%	35	0.1%
	GWM C30	0	0.0%	4	0.0%
	GWM C20R	0	0.0%	2	0.0%
GWMSA TOTAL		1	0.0%	104	0.3%
GRAND TOTAL		31 931	100.0%	37 325	100.0%

TOP 5 SELLING PASSENGER CARS FOR SEPTEMBER 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	2 822	8.8%
VW Polo	2 178	6.8%
TOYOTA Corolla Quest	1 293	4.0%
FORD Fiesta	1 191	3.7%
TOYOTA Fortuner	1 180	3.7%
		31 931

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR SEPTEMBER 2016		
TYPE	2016	2016 SHARE
TOYOTA Hilux	3 063	23.8%
FORD Ranger	2 437	18.9%
TOYOTA Quantum	1 329	10.3%
CHEV Utility	1 126	8.7%
NISSAN NP200	1 020	7.9%
		12 875

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR SEPTEMBER 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	1 126	8.7%	1382	9.1%
	CHEV Utility	1 020	7.9%	1 606	10.6%
	SUZUKI Super Carry	39	0.3%	0	0.0%
	CHANGAN Star II	0	0.0%	16	0.1%
SUB ONE-TON TOTAL		2 185	17.0%	3 004	19.9%
ABOVE ONE-TON DCAB	FORD Ranger	1 544	12.0%	1 820	12.0%
	TOYOTA Hilux	1 243	9.7%	1 151	7.6%
	ISUZU KB	442	3.4%	484	3.2%
	VW Amarok	178	1.4%	330	2.2%
	NISSAN NP300 Hardbody	168	1.3%	140	0.9%
ABOVE ONE-TON DCAB TOTAL		3 879	30.1%	4 371	28.9%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 431	11.1%	1 766	11.7%
	FORD Ranger	517	4.0%	682	4.5%
	ISUZU KB	483	3.8%	609	4.0%
	NISSAN NP300 Hardbody	422	3.3%	591	3.9%
	HYUNDAI H100 Bakkie	295	2.3%	284	1.9%
ABOVE ONE-TON SCAB TOTAL		3 848	29.9%	4 927	32.6%
ABOVE ONE-TON XCAB	TOYOTA Hilux	389	3.0%	514	3.4%
	FORD Ranger	376	2.9%	363	2.4%
	ISUZU KB	63	0.5%	172	1.1%
	MAZDA BT-50	13	0.1%	46	0.3%
	NISSAN Navara	10	0.1%	13	0.1%
ABOVE ONE-TON XCAB TOTAL		851	6.6%	1 108	7.3%
MINIBUS	TOYOTA Quantum	1 278	9.9%	1037	6.9%
	NISSAN NV350 Taxi	194	1.5%	179	1.2%
	VW Caddy	86	0.7%	34	0.2%
	FORD Tourneo Custom	37	0.3%	7	0.0%
	VW Transporter Cr-Bus	36	0.3%	25	0.2%
MINIBUS TOTAL		1 645	12.8%	1 339	8.9%
PANEL VAN	VW Caddy	70	0.5%	45	0.3%
	FORD Transit Custom	68	0.5%	24	0.2%
	TOYOTA Quantum	51	0.4%	70	0.5%
	VW Polo Vivo	50	0.4%	0	0.0%
	FORD Transit Connect	36	0.3%	37	0.2%
PANEL VAN TOTAL		467	3.6%	359	2.4%
GRAND TOTAL		12 875	100.0%	15 108	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR SEPTEMBER 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	176	6.9%
	HCV	50	2.0%
	XHV	278	10.9%
	BUS	21	0.8%
MERCEDES-BENZ SA TOTAL		525	20.6%
GMSA/ISUZU TRUCKS	MCV	161	6.3%
	HCV	190	7.5%
	XHV	34	1.3%
	BUS	5	0.2%
GMSA TOTAL		390	15.3%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR SEPTEMBER 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	103	4.0%
	XHV	269	10.5%
	BUS	7	0.3%
VOLVO TRUCKS TOTAL		379	14.9%
TOYOTA	MCV	225	8.8%
	HCV	78	3.1%
	XHV	43	1.7%
HINO TOTAL		346	13.6%
SCANIA	XHV	226	8.9%
	BUS	19	0.7%
SCANIA TOTAL		245	9.6%
MAN	HCV	5	0.2%
	XHV	149	5.8%
	BUS	53	2.1%
MAN TOTAL		207	8.1%
IVECO	MCV	49	1.9%
	HCV	2	0.1%
	XHV	52	2.0%
	BUS	2	0.1%
IVECO TOTAL		105	4.1%
TATA	MCV	37	1.5%
	HCV	44	1.7%
	XHV	18	0.7%
	BUS	1	0.0%
TATA TOTAL		100	3.9%
FAW	MCV	0	0.0%
	HCV	68	2.7%
	XHV	16	0.6%
FAW TOTAL		84	3.3%
VOLKSWAGEN GROUP SA	MCV	65	2.5%
VOLKSWAGEN GROUP SA TOTAL		65	2.5%
AMH	MCV	27	1.1%
AMH TOTAL		27	1.1%
PCSA	MCV	22	0.9%
PCSA TOTAL		22	0.9%
POWERSTAR	HCV	0	0.0%
	XHV	21	0.8%
POWERSTAR TOTAL		21	0.8%
BABCOCK	HCV	1	0.0%
	XHV	14	0.5%
BABCOCK TOTAL		15	0.6%
JMC	MCV	13	0.5%
JMC TOTAL		13	0.5%
FMC	MCV	4	0.2%
FMC TOTAL		4	0.2%
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		2 550	100.0%