

## South African Vehicle Sales Figures at the End of 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	28 830	8.0%	31 384	7.6%
	TOYOTA Etios	12 768	3.5%	16 270	3.9%
	HYUNDAI Grand i10	6 582	1.8%	7 096	1.7%
	KIA Picanto	6 037	1.7%	5 472	1.3%
	RENAULT Sandero II	5 857	1.6%	7 110	1.7%
ENTRY CARS TOTAL		89 979	24.9%	107 672	26.1%
SUB-SMALL	VW Polo	20 388	5.6%	22 758	5.5%
	FORD Fiesta	12 204	3.4%	10 462	2.5%
	HYUNDAI i20	7 652	2.1%	9 488	2.3%
	KIA Rio	5 573	1.5%	6 998	1.7%
	RENAULT Clio IV	5 093	1.4%	5 280	1.3%
SUB-SMALL TOTAL		68 935	19.1%	78 082	18.9%
SMALL	TOYOTA Corolla Quest	9 768	2.7%	11 975	2.9%
	TOYOTA Corolla	6 826	1.9%	11 567	2.8%
	VW Golf 7	4 496	1.2%	6 883	1.7%
	FORD Focus	4 291	1.2%	3 949	1.0%
	MAZDA 3	2 845	0.8%	2 754	0.7%
SMALL TOTAL		56 922	15.8%	73 621	17.8%
MEDIUM	MERCEDES C-Class	7 980	2.2%	12 480	3.0%
	BMW 3-Series	6 680	1.8%	8 485	2.1%
	AUDI A4	2 723	0.8%	3 698	0.9%
	BMW 4-Series	1 692	0.5%	1 985	0.5%
	FORD Mustang	860	0.2%	0	0.0%
MEDIUM TOTAL		21 817	6.0%	29 381	7.1%
LARGE	MERCEDES E-Class	643	0.2%	1 344	0.3%
	BMW 5-Series	478	0.1%	647	0.2%
	AUDI A5 Sportback	312	0.1%	540	0.1%
	AUDI A6	242	0.1%	362	0.1%
	VOLVO S60	182	0.1%	393	0.1%
LARGE TOTAL		2 395	0.7%	4 357	1.1%
LUXURY	BMW 7-Series	441	0.1%	67	0.0%
	MERCEDES S-Class	333	0.1%	365	0.1%
	MERCEDES CLS	175	0.0%	200	0.0%
	BMW 6-Series	132	0.0%	163	0.0%
	MERCEDES AMG S	118	0.0%	152	0.0%
LUXURY TOTAL		1 336	0.4%	1 198	0.3%
MPV	TOYOTA Avanza	4 904	1.4%	4 801	1.2%
	HYUNDAI H1	2 166	0.6%	1 900	0.5%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	MERCEDES B-Class	1 192	0.3%	1 377	0.3%
	VW Kombi	1 135	0.3%	894	0.2%
	MERCEDES V-Class	1 041	0.3%	437	0.1%
MPV TOTAL		15 545	4.3%	14 750	3.6%
SUV	TOYOTA Fortuner	11 060	3.1%	8 385	2.0%
	HYUNDAI Tucson	6 199	1.7%	4	0.0%
	TOYOTA RAV	5 021	1.4%	5 306	1.3%
	MAZDA CX-5	3 976	1.1%	2 403	0.6%
SUV TOTAL		68 864	19.1%	68 085	16.5%
SPORT AND EXOTICS	PORSCHE 911	296	0.1%	253	0.1%
	MERCEDES SLC	268	0.1%	0	0.0%
	AUDI TT	221	0.1%	432	0.1%
	MERCEDES SLK	194	0.1%	226	0.1%
SPORT AND EXOTICS TOTAL		2 377	0.7%	2 044	0.5%
CROSSOVER	FORD EcoSport	11 441	3.2%	11 626	2.8%
	RENAULT Captur	2 838	0.8%	3 278	0.8%
	MAZDA CX-3	2 477	0.7%	226	0.1%
	NISSAN Qashqai	2 372	0.7%	3 245	0.8%
CROSSOVER TOTAL		33 119	9.2%	33 288	8.1%
GRAND TOTAL		36 1289		41 2478	



The Toyota Hilux was not only the best-selling LCV in South Africa in 2016 but also the top seller among all vehicles. Last year marked the 44<sup>th</sup> year out of the 47 years Hilux has been on the local market that it had been No. 1 in the one-ton bakkie category. A total of 35 428 Hiluxes were sold. This was exactly 3 000 units more than Ford Ranger and well ahead of the best-selling passenger car, the Volkswagen Polo Vivo hatch/sedan, which had sales of 28 830 units.

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 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	28 830	8.0%	31 384	7.6%
	VW Polo	20 388	5.6%	22 758	5.5%
	VW Golf 7	4 496	1.2%	6 883	1.7%
	AUDI A4	2 723	0.8%	3 698	0.9%
	VW up	2 602	0.7%	2814	0.7%
VOLKSWAGEN GROUP SA TOTAL		78 768	21.8%	90 657	22.0%
TOYOTA	TOYOTA Etios	12 768	3.5%	16 270	3.9%
	TOYOTA Fortuner	11 060	3.1%	8 385	2.0%
	TOYOTA Corolla Quest	9 768	2.7%	11 975	2.9%
	TOYOTA Corolla	6 826	1.9%	11 567	2.8%
	TOYOTA RAV	5 021	1.4%	5 306	1.3%
TOYOTA TOTAL		59 219	16.4%	67 129	16.3%
AMH	HYUNDAI i20	7 652	2.1%	9 488	2.3%
	HYUNDAI Grand i10	6 582	1.8%	7 096	1.7%
	HYUNDAI Tucson	6 199	1.7%	4	0.0%
	KIA Picanto	6 037	1.7%	5 472	1.3%
	KIA Rio	5 573	1.5%	6 998	1.7%
AMH TOTAL		47 382	13.1%	51 077	12.4%
FMC	FORD Fiesta	12 204	3.4%	10 462	2.5%
	FORD EcoSport	11 441	3.2%	11 626	2.8%
	FORD Figo	5 482	1.5%	9 892	2.4%
	FORD Focus	4 291	1.2%	3 949	1.0%
	FORD Kuga	2 428	0.7%	4 045	1.0%
FMC TOTAL		39 965	11.1%	43 063	10.4%
MERCEDES-BENZ SA	MERCEDES C-Class	8 106	2.2%	12 480	3.0%
	MERCEDES GLA	2 070	0.6%	1 585	0.4%
	MERCEDES GLC	1 578	0.4%	0	0.0%
	MERCEDES CLA	1 453	0.4%	1 241	0.3%
	MERCEDES B-Class	1 192	0.3%	1 377	0.3%
MERCEDES-BENZ SA TOTAL		23 373	6.5%	25 302	6.1%
BMW GROUP	BMW 3-Series	6 680	1.8%	8 485	2.1%
	BMW 1-Series	2 570	0.7%	3 098	0.8%
	BMW X1	2 158	0.6%	441	0.1%
	BMW 2-Series	2 023	0.6%	2 062	0.5%
	BMW 4-Series	1 692	0.5%	1 985	0.5%
BMW GROUP TOTAL		22 585	6.3%	23 658	5.7%
RENAULT	RENAULT Sandero II	5 857	1.6%	7 110	1.7%
	RENAULT Clio IV	5 093	1.4%	5 280	1.3%
	RENAULT Captur	2 838	0.8%	3 278	0.8%
	RENAULT Duster	2 390	0.7%	3 650	0.9%
	RENAULT Kwid	1 271	0.4%	0	0.0%
RENAULT TOTAL		18 525	5.1%	19 952	4.8%
NISSAN	DATSUN GO	4 169	1.2%	5 645	1.4%
	NISSAN X-Trail	3 474	1.0%	3 147	0.8%
	NISSAN Qashqai	2 372	0.7%	3 245	0.8%
	NISSAN Almera	1 686	0.5%	1 270	0.3%
	NISSAN Micra	868	0.2%	864	0.2%
NISSAN TOTAL		14 325	4.0%	16 276	3.9%
GMSA/ISUZU TRUCKS	CHEV Spark	4 386	1.2%	5 412	1.3%
	OPEL Corsa	1 208	0.3%	2 667	0.6%
	OPEL Mokka	1 123	0.3%	1 667	0.4%
	CHEV Cruze	1 046	0.3%	2 353	0.6%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
GMSA/ISUZU TRUCKS	OPEL Astra Hatch	1 003	0.3%	129	0.0%
	GMSA TOTAL		11 945	3.3%	20 870
MAZDA SA PCSA	MAZDA CX-5	3 976	1.1%	2 403	0.6%
	MAZDA 3	2 845	0.8%	2 754	0.7%
	MAZDA CX-3	2 477	0.7%	226	0.1%
	MAZDA 2	1 964	0.5%	1 824	0.4%
	MAZDA MX-5	116	0.0%	59	0.0%
MAZDA SA TOTAL		11 388	3.2%	77 29	1.9%
HONDA	HONDA Brio	1 513	0.4%	2 776	0.7%
	HONDA Jazz	1 418	0.4%	2 117	0.5%
	HONDA Ballade	1 185	0.3%	2 125	0.5%
	HONDA HR-V	1 028	0.3%	978	0.2%
	HONDA CR-V	936	0.3%	1 479	0.4%
HONDA TOTAL		8 070	2.2%	11 064	2.7%
SUZUKI	SUZUKI Swift	2 004	0.6%	2 372	0.6%
	SUZUKI Jimny	973	0.3%	1 149	0.3%
	SUZUKI Celerio	605	0.2%	1 046	0.3%
	SUZUKI Vitara	571	0.2%	85	0.0%
	SUZUKI Ertiga	512	0.1%	627	0.2%
SUZUKI TOTAL		5 366	1.5%	6 354	1.5%
JAGUAR LAND ROVER	L-R Discovery Sport	1 136	0.3%	1 135	0.3%
	L-R Range Rover Sport	982	0.3%	1 171	0.3%
	L-R Discovery 4	886	0.2%	1 620	0.4%
	L-R Range Rover Evoque	872	0.2%	1 126	0.3%
	JAGUAR F-PACE	357	0.1%	0	0.0%
JAGUAR LAND ROVER TOTAL		5 070	1.4%	6 133	1.5%
CHRYSLER SA	JEEP Renegade	1 190	0.3%	972	0.2%
	JEEP Grand Cherokee	743	0.2%	2 125	0.5%
	JEEP Wrangler	621	0.2%	1 117	0.3%
	JEEP Cherokee	268	0.1%	844	0.2%
	DODGE Journey	110	0.0%	900	0.2%
CHRYSLER SA TOTAL		3 010	0.8%	7 483	1.8%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	1 179	0.3%	1 335	0.3%
	MITSUBISHI Pajero Sport	434	0.1%	495	0.1%
	MITSUBISHI Pajero	361	0.1%	666	0.2%
	MITSUBISHI Mirage	158	0.0%	539	0.1%
	MITSUBISHI Outlander	47	0.0%	93	0.0%
MITSUBISHI MOTORS SA TOTAL		2 181	0.6%	3 130	0.8%
VOLVO CARS	VOLVO V40	561	0.2%	1 007	0.2%
	VOLVO XC60	512	0.1%	582	0.1%
	VOLVO XC90	469	0.1%	235	0.1%
	VOLVO V40 CC	209	0.1%	328	0.1%
	VOLVO S60	182	0.1%	393	0.1%
VOLVO CARS TOTAL		2 034	0.6%	2 710	0.7%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
MAHINDRA	MAHINDRA KUV100	828	0.2%	0	0.0%
	MAHINDRA XUV	559	0.2%	688	0.2%
	MAHINDRA Scorpio	200	0.1%	58	0.0%
	MAHINDRA Thar	76	0.0%	0	0.0%
	MAHINDRA Xylo	66	0.0%	115	0.0%
MAHINDRA TOTAL		1 767	0.5%	1 009	0.2%
PCSA	PEUGEOT 208	553	0.2%	754	0.2%
	CITROEN C4 Cactus	273	0.1%	212	0.1%
	PEUGEOT 308	254	0.1%	158	0.0%
	PEUGEOT 2008	154	0.0%	238	0.1%
	CITROEN DS3	85	0.0%	79	0.0%
PCSA TOTAL		1 419	0.4%	2 102	0.5%
PORSCHE	PORSCHE Cayenne	576	0.2%	628	0.2%
	PORSCHE 911	296	0.1%	253	0.1%
	PORSCHE Macan	217	0.1%	275	0.1%
	PORSCHE Boxster	169	0.0%	113	0.0%
	PORSCHE Cayman	131	0.0%	107	0.0%
PORSCHE TOTAL		1 409	0.4%	1 468	0.4%
TATA	TATA Bolt	575	0.2%	163	0.0%
	TATA Indica Vista	283	0.1%	203	0.0%
	TATA B-Line	61	0.0%	274	0.1%
	TATA Indica	38	0.0%	1	0.0%
	TATA Manza	15	0.0%	32	0.0%
TATA TOTAL		972	0.3%	675	0.2%
SUBARU	SUBARU Forester	514	0.1%	528	0.1%
	SUBARU XV	243	0.1%	306	0.1%
	SUBARU Outback	103	0.0%	177	0.0%
	SUBARU WRX	32	0.0%	77	0.0%
	SUBARU Legacy	13	0.0%	13	0.0%
SUBARU TOTAL		905	0.3%	1101	0.3%
FIAT GROUP	FIAT 500	476	0.1%	654	0.2%
	FIAT 500X	199	0.1%	400	0.1%
	ALFA Giulietta	88	0.0%	105	0.0%
	ABARTH 500	64	0.0%	45	0.0%
	ALFA 4C	23	0.0%	23	0.0%
FIAT GROUP TOTAL		878	0.2%	1519	0.4%
AAD	CHERY QQ3	171	0.0%	408	0.1%
	CHERY J2	73	0.0%	136	0.0%
	CHERY Tiggo	65	0.0%	171	0.0%
	CHERY J3	9	0.0%	19	0.0%
	CHERY J1	1	0.0%	5	0.0%
AAD TOTAL		319	0.1%	748	0.2%
MASERATI SOUTH AFRICA	MASERATI Ghibli	63	0.0%	24	0.0%
	MASERATI Quattroporte	20	0.0%	14	0.0%
	MASERATI Levante	12	0.0%	0	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
MASERATI SOUTH AFRICA	MASERATI GranTurismo	12	0.0%	4	0.0%
	MASERATI GranCabrio	8	0.0%	10	0.0%
MASERATI TOTAL		115	0.0%	52	0.0%
GWMSA	GWM H5	47	0.0%	242	0.1%
	GWM M4	39	0.0%	160	0.0%
	GWM C50	11	0.0%	133	0.0%
	GWM MultiWagon	1	0.0%	0	0.0%
	GWM C10	1	0.0%	3	0.0%
GWMSA TOTAL		100	0.0%	1097	0.3%
SCUDERIA SOUTH AFRICA	FERRARI 488 GTB	51	0.0%	0	0.0%
	FERRARI 488 Spider	26	0.0%	0	0.0%
	FERRARI California	13	0.0%	36	0.0%
	FERRARI F12	3	0.0%	9	0.0%
	FERRARI FF	1	0.0%	5	0.0%
FERRARI TOTAL		95	0.0%	91	0.0%
JMC	LANDWIND X5	62	0.0%	17	0.0%
JMC TOTAL		62	0.0%	17	0.0%
BENTLEY	BENTLEY Bentayga	24	0.0%	0	0.0%
	BENTLEY Continental	13	0.0%	0	0.0%
	BENTLEY Flying Spur	3	0.0%	0	0.0%
	BENTLEY Mulsanne	2	0.0%	0	0.0%
BENTLEY TOTAL		42	0.0%	0	0.0%
MASERATI	MASERATI GranCabrio	0	0.0%	4	0.0%
	MASERATI Quattroporte	0	0.0%	4	0.0%
	MASERATI GranTurismo	0	0.0%	4	0.0%
MASERATI TOTAL		0	0.0%	12	0.0%
GRAND TOTAL		361 289	100.0%	412 478	100.0%

TOP 5 SELLING PASSENGER CARS FOR 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	28 830	8.0%
VW Polo	20 388	5.6%
TOYOTA Etios	12 768	3.5%
FORD Fiesta	12 204	3.4%
FORD EcoSport	11 441	3.2%
		361 289

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR 2016		
TYPE	2016	2016 SHARE
TOYOTA Hilux	35 428	22.3%
FORD Ranger	32 428	20.4%
TOYOTA Quantum	15 005	9.4%
NISSAN NP200	12 616	7.9%
ISUZU KB	12 421	7.8%
		159 106

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	12 616	7.9%	18 124	10.4%
	CHEV Utility	12 252	7.7%	16 341	9.4%
	SUZUKI Super Carry	238	0.1%	0	0.0%
	CHANGAN Star II	17	0.0%	124	0.1%
	DAIHATSU Gran Max	0	0.0%	44	0.0%
SUB ONE-TON TOTAL		25 123	15.8%	34 633	19.8%
ABOVE ONE-TON DCAB	FORD Ranger	21 680	13.6%	20 181	11.6%
	TOYOTA Hilux	15 189	9.5%	12 297	7.0%
	ISUZU KB	5 106	3.2%	5 050	2.9%
	VW Amarok	3 098	1.9%	3 682	2.1%
	NISSAN NP300 Hardbody	2 658	1.7%	1 763	1.0%
ABOVE ONE-TON DCAB TOTAL		52 772	33.2%	49 222	28.2%
ABOVE ONE-TON SCAB	TOYOTA Hilux	15 880	10.0%	18 902	10.8%
	FORD Ranger	6 181	3.9%	9 208	5.3%
	NISSAN NP300 Hardbody	6 169	3.9%	6 456	3.7%
	ISUZU KB	6 126	3.9%	9 013	5.2%
	HYUNDAI H100 Bakkie	3 732	2.3%	3 718	2.1%
ABOVE ONE-TON SCAB TOTAL		46 245	29.1%	58 420	33.4%
ABOVE ONE-TON XCAB	FORD Ranger	4 567	2.9%	4 527	2.6%
	TOYOTA Hilux	4 359	2.7%	4 485	2.6%
	ISUZU KB	1 189	0.7%	2 255	1.3%
	MAZDA BT-50	202	0.1%	411	0.2%
	NISSAN Navara	149	0.1%	133	0.1%
ABOVE ONE-TON XCAB TOTAL		10 470	6.6%	11 874	6.8%
MINIBUS	TOYOTA Quantum	14 355	9.0%	11 164	6.4%
	NISSAN NV350 Taxi	2 601	1.6%	2 504	1.4%
	VW Caddy	1 133	0.7%	703	0.4%
	VW Transporter Cr-Bus	359	0.2%	316	0.2%
	FORD Tourneo Custom	344	0.2%	428	0.2%
MINIBUS TOTAL		19 095	12.0%	15 737	9.0%
PANEL VAN	VW Caddy	1 001	0.6%	932	0.5%
	TOYOTA Quantum	650	0.4%	730	0.4%
	NISSAN NV200	589	0.4%	407	0.2%
	FORD Transit Custom	583	0.4%	459	0.3%
	VW Polo Vivo	452	0.3%	71	0.0%
PANEL VAN TOTAL		5 401	3.4%	4 815	2.8%
GRAND TOTAL		159 106	100.0%	174 701	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	2 007	7.4%
	HCV	548	2.0%
	XHV	3 359	12.4%
	BUS	220	0.8%
MERCEDES-BENZ SA TOTAL		6 134	22.7%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2016	SHARE
VOLVO GROUP SOUTHERN AFRICA	HCV	986	3.7%
	XHV	2 996	11.1%
	BUS	60	0.2%
VOLVO TRUCKS TOTAL		4 042	15.0%
GMSA/ISUZU TRUCKS	MCV	1 957	7.2%
	HCV	1 540	5.7%
	XHV	403	1.5%
	BUS	23	0.1%
GMSA TOTAL		3 923	14.5%
TOYOTA HINO	MCV	2 231	8.3%
	HCV	910	3.4%
	XHV	405	1.5%
HINO TOTAL		3 546	13.1%
SCANIA	XHV	2 079	7.7%
	BUS	277	1.0%
SCANIA TOTAL		2 356	8.7%
MAN	HCV	239	0.9%
	XHV	1 144	4.2%
	BUS	483	1.8%
MAN TOTAL		1 866	6.9%
IVECO	MCV	593	2.2%
	HCV	83	0.3%
	XHV	517	1.9%
	BUS	153	0.6%
IVECO TOTAL		1 346	5.0%
TATA	MCV	306	1.1%
	HCV	454	1.7%
	XHV	167	0.6%
	BUS	56	0.2%
TATA TOTAL		983	3.6%
FAW	HCV	688	2.5%
	XHV	227	0.8%
FAW TOTAL		915	3.4%
VOLKSWAGEN GROUP SA	MCV	797	3.0%
VOLKSWAGEN GROUP SA TOTAL		797	3.0%
POWERSTAR	HCV	3	0.0%
	XHV	392	1.5%
POWERSTAR TOTAL		395	1.5%
AMH	MCV	208	0.8%
AMH TOTAL		208	0.8%
BABCOCK	HCV	1	0.0%
	XHV	161	0.6%
BABCOCK TOTAL		162	0.6%
FMC	MCV	118	0.4%
FMC TOTAL		118	0.4%
JMC	MCV	108	0.4%
JMC TOTAL		108	0.4%
PCSA	MCV	80	0.3%
PCSA TOTAL		80	0.3%
FIAT GROUP	MCV	27	0.1%
FIAT GROUP TOTAL		27	0.1%
VDL BUS & COACH SA	BUS	4	0.0%
VDL BUS & COACH SA TOTAL		4	0.0%
GRAND TOTAL		27 010	100.0%