

## South African Vehicle Sales Figures at the End of January 2017

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 951	8.0%	3 287	9.4%
	TOYOTA Etios	2 302	6.3%	1 937	5.5%
	CHEV Spark	966	2.6%	993	2.8%
	KIA Picanto	812	2.2%	406	1.2%
	RENAULT Kwid	621	1.7%	0	0.0%
ENTRY CARS TOTAL		10 505	28.6%	10 707	30.5%
SUB-SMALL	VW Polo	2 537	6.9%	2 050	5.8%
	FORD Fiesta	1 707	4.6%	1 206	3.4%
	KIA Rio	567	1.5%	476	1.4%
	HYUNDAI i20	544	1.5%	762	2.2%
	HYUNDAI Accent	460	1.3%	545	1.6%
SUB-SMALL TOTAL		7 296	19.8%	6 994	19.9%
SMALL	TOYOTA Corolla Quest	2 221	6.0%	1 325	3.8%
	NISSAN Almera	501	1.4%	90	0.3%
	VW Golf 7	435	1.2%	472	1.3%
	FORD Focus	365	1.0%	470	1.3%
	TOYOTA Corolla	357	1.0%	531	1.5%
SMALL TOTAL		6 192	16.8%	5 381	15.3%
MEDIUM	MERCEDES C-Class	544	1.5%	758	2.2%
	BMW 3-Series	447	1.2%	403	1.1%
	AUDI A4	183	0.5%	183	0.5%
	BMW 4-Series	154	0.4%	145	0.4%
	FORD Mustang	128	0.3%	0	0.0%
MEDIUM TOTAL		1 628	4.4%	1 682	4.8%
LARGE	MERCEDES E-Class	63	0.2%	54	0.2%
	VOLVO S60	39	0.1%	29	0.1%
	BMW 5-Series	33	0.1%	36	0.1%
	AUDI A5 Sportback	22	0.1%	41	0.1%
	AUDI A6	10	0.0%	21	0.1%
LARGE TOTAL		193	0.5%	232	0.7%
LUXURY	VOLVO S90	37	0.1%	0	0.0%
	MERCEDES S-Class	23	0.1%	23	0.1%
	MERCEDES CLS	10	0.0%	22	0.1%
	BMW 6-Series	9	0.0%	21	0.1%
	BMW 7-Series	5	0.0%	114	0.3%
LUXURY TOTAL		92	0.3%	204	0.6%
MPV	TOYOTA Avanza	611	1.7%	555	1.6%
	DATSUN GO+	277	0.8%	0	0.0%
	HYUNDAI H1	207	0.6%	114	0.3%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
MPV	MERCEDES V-Class	92	0.3%	94	0.3%
	VW Kombi	69	0.2%	67	0.2%
MPV TOTAL		1 519	4.1%	1 494	4.3%
SUV	TOYOTA Fortuner	1 233	3.4%	352	1.0%
	HYUNDAI Tucson	773	2.1%	0	0.0%
	TOYOTA RAV	689	1.9%	756	2.2%
	FORD Everest	365	1.0%	208	0.6%
SUV TOTAL		6 414	17.4%	5 402	15.4%
SPORT AND EXOTICS	MERCEDES SLC	41	0.1%	0	0.0%
	PORSCHE 911	29	0.1%	14	0.0%
	MERCEDES C-Class	26	0.1%	0	0.0%
	MERCEDES SL	25	0.1%	0	0.0%
SPORT AND EXOTICS TOTAL		203	0.6%	210	0.6%
CROSSOVER	FORD EcoSport	828	2.3%	917	2.6%
	MAZDA CX-3	326	0.9%	225	0.6%
	MERCEDES GLA	274	0.7%	202	0.6%
	NISSAN Qashqai	203	0.6%	263	0.7%
	BMW X1	171	0.5%	139	0.4%
CROSSOVER TOTAL		2 751	7.5%	2 827	8.0%
GRAND TOTAL		36 793		35 133	



The Nissan NP200 small pick-up was not only Nissan's best-selling model range in January, but its sales total of 1 152 units was almost double that of its arch-rival, the Chevrolet Utility, which sold only 609 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 JANUARY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
TOYOTA	TOYOTA Etios	2 302	6.3%	1 937	5.5%
	TOYOTA Corolla Quest	2 221	6.0%	1 325	3.8%
	TOYOTA Fortuner	1 233	3.4%	352	1.0%
	TOYOTA RAV	689	1.9%	756	2.2%
	TOYOTA Avanza	611	1.7%	555	1.6%
TOYOTA TOTAL		8 180	22.2%	6 543	18.6%
VOLKSWAGEN SA	VW Polo Vivo	2 951	8.0%	3 287	9.4%
	VW Polo	2 537	6.9%	2 050	5.8%
	VW Golf 7	435	1.2%	472	1.3%
	VW up	292	0.8%	292	0.8%
	VW Tiguan	282	0.8%	205	0.6%
VOLKSWAGEN GROUP SA TOTAL		7 936	21.6%	8 225	23.4%
MOTUS	KIA Picanto	812	2.2%	406	1.2%
	HYUNDAI Tucson	773	2.1%	0	0.0%
	KIA Rio	567	1.5%	476	1.4%
	HYUNDAI i20	544	1.5%	762	2.2%
	HYUNDAI Accent	460	1.3%	545	1.6%
AMH TOTAL		4 201	11.4%	3 796	10.8%
FMC	FORD Fiesta	1 707	4.6%	1 206	3.4%
	FORD EcoSport	828	2.3%	917	2.6%
	FORD Figo	377	1.0%	826	2.4%
	FORD Everest	365	1.0%	208	0.6%
	FORD Focus	365	1.0%	470	1.3%
FMC TOTAL		3 879	10.5%	4 036	11.5%
MERCEDES-BENZ SA	MERCEDES C-Class	570	1.5%	758	2.2%
	MERCEDES GLA	274	0.7%	202	0.6%
	MERCEDES GLC	165	0.4%	148	0.4%
	MERCEDES CLA	164	0.4%	162	0.5%
	SMART forfour	108	0.3%	0	0.0%
MERCEDES-BENZ SA TOTAL		1 984	5.4%	2 151	6.1%
NISSAN	NISSAN Almera	501	1.4%	90	0.3%
	DATSUN GO	472	1.3%	503	1.4%
	DATSUN GO+	277	0.8%	0	0.0%
	NISSAN X-Trail	274	0.7%	231	0.7%
	NISSAN Qashqai	203	0.6%	263	0.7%
NISSAN TOTAL		1 831	5.0%	1 284	3.7%
BMW GROUP	BMW 3-Series	447	1.2%	403	1.1%
	BMW 1-Series	239	0.6%	194	0.6%
	BMW 2-Series	180	0.5%	192	0.5%
	BMW X1	171	0.5%	139	0.4%
	BMW 4-Series	154	0.4%	145	0.4%
BMW GROUP TOTAL		1 759	4.8%	1 756	5.0%
RENAULT	RENAULT Kwid	621	1.7%	0	0.0%
	RENAULT Clio IV	394	1.1%	623	1.8%
	RENAULT Sandero II	384	1.0%	417	1.2%
	RENAULT Duster	90	0.2%	148	0.4%
	RENAULT Captur	75	0.2%	189	0.5%
RENAULT TOTAL		1 616	4.4%	1 386	3.9%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
GMSA/ISUZU TRUCKS	CHEV Spark	966	2.6%	993	2.8%
	OPEL Astra Hatch	115	0.3%	13	0.0%
	OPEL Corsa	81	0.2%	99	0.3%
	CHEV Captiva	56	0.2%	21	0.1%
	CHEV Trailblazer	55	0.1%	56	0.2%
	GMSA TOTAL		1 414	3.8%	1 681
MAZDA SA PCSA	MAZDA CX-3	326	0.9%	225	0.6%
	MAZDA CX-5	301	0.8%	346	1.0%
	MAZDA 3	244	0.7%	241	0.7%
	MAZDA 2	228	0.6%	203	0.6%
	MAZDA MX-5	7	0.0%	7	0.0%
MAZDA SA TOTAL		1 106	3.0%	1 030	2.9%
HONDA	HONDA Brio	167	0.5%	167	0.5%
	HONDA Jazz	152	0.4%	76	0.2%
	HONDA HR-V	143	0.4%	86	0.2%
	HONDA BR-V	95	0.3%	0	0.0%
	HONDA CR-V	73	0.2%	40	0.1%
HONDA TOTAL		701	1.9%	818	2.3%
SUZUKI	SUZUKI Swift	210	0.6%	194	0.6%
	SUZUKI Jimny	69	0.2%	97	0.3%
	SUZUKI Vitara	52	0.1%	55	0.2%
	SUZUKI Celerio	50	0.1%	107	0.3%
	SUZUKI Baleno	38	0.1%	0	0.0%
SUZUKI TOTAL		482	1.3%	555	1.6%
JAGUAR LAND ROVER	L-R Discovery 4	98	0.3%	121	0.3%
	JAGUAR F-PACE	84	0.2%	0	0.0%
	L-R Discovery Sport	71	0.2%	126	0.4%
	L-R Range Rover Sport	58	0.2%	102	0.3%
	JAGUAR XE	52	0.1%	26	0.1%
JAGUAR LAND ROVER TOTAL		433	1.2%	542	1.5%
MAHINDRA	MAHINDRA KUV100	132	0.4%	0	0.0%
	MAHINDRA XUV	67	0.2%	63	0.2%
	MAHINDRA Scorpio	56	0.2%	6	0.0%
	MAHINDRA Thar	37	0.1%	0	0.0%
MAHINDRA TOTAL		298	0.8%	82	0.2%
VOLVO CARS	VOLVO S60	39	0.1%	29	0.1%
	VOLVO XC60	37	0.1%	47	0.1%
	VOLVO S90	37	0.1%	0	0.0%
	VOLVO V40	36	0.1%	45	0.1%
VOLVO CARS TOTAL		205	0.6%	201	0.6%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
CHRYSLER SA	JEEP Renegade	85	0.2%	112	0.3%
	JEEP Grand Cherokee	51	0.1%	77	0.2%
	JEEP Wrangler	34	0.1%	67	0.2%
	JEEP Cherokee	14	0.0%	27	0.1%
	DODGE Journey	4	0.0%	14	0.0%
CHRYSLER SA TOTAL		188	0.5%	323	0.9%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	91	0.2%	111	0.3%
	MITSUBISHI Mirage	13	0.0%	15	0.0%
	MITSUBISHI Pajero Sport	9	0.0%	35	0.1%
	MITSUBISHI Pajero	7	0.0%	42	0.1%
	MITSUBISHI Outlander	2	0.0%	2	0.0%
MITSUBISHI MOTORS SA TOTAL		122	0.3%	205	0.6%
TATA	TATA Bolt	105	0.3%	35	0.1%
	TATA Indica Vista	4	0.0%	57	0.2%
	TATA Indica	1	0.0%	0	0.0%
	TATA B-Line	0	0.0%	5	0.0%
TATA TOTAL		110	0.3%	97	0.3%
FIAT GROUP	FIAT 500	31	0.1%	12	0.0%
	FIAT 500X	29	0.1%	14	0.0%
	ALFA Giulia	15	0.0%	0	0.0%
	ALFA Giulietta	6	0.0%	6	0.0%
	ABARTH 124 Spider	5	0.0%	0	0.0%
FIAT GROUP TOTAL		88	0.2%	36	0.1%
PORSCHE	PORSCHE 911	29	0.1%	14	0.0%
	PORSCHE Cayenne	28	0.1%	53	0.2%
	PORSCHE Cayman	12	0.0%	37	0.1%
	PORSCHE Boxster	8	0.0%	16	0.0%
	PORSCHE Macan	7	0.0%	41	0.1%
PORSCHE TOTAL		85	0.2%	164	0.5%
PCSA	PEUGEOT 208	59	0.2%	23	0.1%
	PEUGEOT 2008	11	0.0%	10	0.0%
	CITROEN C4 Cactus	3	0.0%	13	0.0%
	PEUGEOT 308	2	0.0%	21	0.1%
	CITROEN C1	1	0.0%	8	0.0%
PCSA TOTAL		78	0.2%	98	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
SUBARU	SUBARU Forester	39	0.1%	31	0.1%
	SUBARU XV	14	0.0%	22	0.1%
	SUBARU Outback	7	0.0%	5	0.0%
	SUBARU WRX	5	0.0%	2	0.0%
	SUBARU Legacy	0	0.0%	3	0.0%
SUBARU TOTAL		65	0.2%	63	0.2%
JMC	LANDWIND X5	14	0.0%	4	0.0%
JMC TOTAL		14	0.0%	4	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	9	0.0%	0	0.0%
	MASERATI GranTurismo	2	0.0%	0	0.0%
	MASERATI Quattroporte	0	0.0%	1	0.0%
	MASERATI Ghibli	0	0.0%	3	0.0%
MASERATI TOTAL		11	0.0%	4	0.0%
BENTLEY	BENTLEY Continental	4	0.0%	0	0.0%
	BENTLEY Bentayga	2	0.0%	0	0.0%
BENTLEY TOTAL		6	0.0%	0	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	1	0.0%	0	0.0%
	FERRARI 488 GTB	0	0.0%	11	0.0%
FERRARI TOTAL		1	0.0%	11	0.0%
GWMSA	GWM M4	0	0.0%	18	0.1%
	GWM H5	0	0.0%	19	0.1%
	GWM C20R	0	0.0%	1	0.0%
	GWM C50	0	0.0%	4	0.0%
GWMSA TOTAL		0	0.0%	42	0.1%

TOP 5 SELLING PASSENGER CARS FOR JANUARY 2017		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	2 951	8.0%
VW Polo	2 537	6.9%
TOYOTA Etios	2 302	6.3%
TOYOTA Corolla Quest	2 221	6.0%
FORD Fiesta	1 707	4.6%
	36 793	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JANUARY 2017		
TYPE	2016	2016 SHARE
FORD Ranger	2 677	22.4%
TOYOTA Hilux	2 398	20.0%
TOYOTA Quantum	1 192	10.0%
NISSAN NP200	1 152	9.6%
NISSAN NP300 Hardbody	1 020	8.5%
	11 976	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JANUARY 2017					
NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 152	9.6%	1 109	9.4%
	CHEV Utility	609	5.1%	978	8.3%
	SUZUKI Super Carry	9	0.1%	0	0.0%
	CHANGAN Star II	0	0.0%	9	0.1%
SUB ONE-TON TOTAL		1 770	14.8%	2 096	17.8%
ABOVE ONE-TON DCAB	FORD Ranger	1 979	16.5%	1 527	13.0%
	TOYOTA Hilux	937	7.8%	1 001	8.5%
	ISUZU KB	242	2.0%	237	2.0%
	VW Amarok	231	1.9%	196	1.7%
	NISSAN NP300 Hardbody	189	1.6%	112	0.9%
ABOVE ONE-TON DCAB TOTAL		3 871	32.3%	3 629	30.8%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 099	9.2%	1 418	12.0%
	NISSAN NP300 Hardbody	831	6.9%	450	3.8%
	ISUZU KB	496	4.1%	293	2.5%
	FORD Ranger	438	3.7%	515	4.4%
	HYUNDAI H100 Bakkie	295	2.5%	87	0.7%
ABOVE ONE-TON SCAB TOTAL		3 826	31.9%	3 489	29.6%
ABOVE ONE-TON XCAB	TOYOTA Hilux	362	3.0%	354	3.0%
	FORD Ranger	260	2.2%	305	2.6%
	ISUZU KB	34	0.3%	68	0.6%
	MAZDA BT-50	21	0.2%	24	0.2%
	NISSAN Navara	0	0.0%	5	0.0%
ABOVE ONE-TON XCAB TOTAL		677	5.7%	758	6.4%
MINIBUS	TOYOTA Quantum	1 139	9.5%	959	8.1%
	NISSAN NV350 Taxi	212	1.8%	250	2.1%
	VW Caddy	126	1.1%	53	0.4%
	VW Transporter Cr-Bus	35	0.3%	9	0.1%
	FORD Tourneo Custom	15	0.1%	28	0.2%
MINIBUS TOTAL		1 528	12.8%	1 342	11.4%
PANEL VAN	TOYOTA Quantum	53	0.4%	51	0.4%
	FORD Transit Custom	45	0.4%	67	0.6%
	VW Polo Vivo	38	0.3%	14	0.1%
	VW Caddy	29	0.2%	82	0.7%
	CHEV Spark	25	0.2%	25	0.2%
PANEL VAN TOTAL		304	2.5%	476	4.0%
GRAND TOTAL		11 976	100.0%	11 790	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JANUARY 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	143	9.3%
	HCV	34	2.2%
	XHV	239	15.5%
	BUS	14	0.9%
MERCEDES-BENZ SA TOTAL		430	27.8%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	41	2.7%
	XHV	149	9.7%
	BUS	2	0.1%
VOLVO TRUCKS TOTAL		192	12.4%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JANUARY 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2017	SHARE
GMSA/ISUZU TRUCKS	MCV	108	7.0%
	HCV	67	4.3%
	XHV	10	0.6%
	BUS	0	0.0%
GMSA TOTAL		185	12.0%
TOYOTA HINO	MCV	101	6.5%
	HCV	48	3.1%
	XHV	31	2.0%
HINO TOTAL		180	11.7%
SCANIA	XHV	117	7.6%
	BUS	14	0.9%
SCANIA TOTAL		131	8.5%
MAN	HCV	15	1.0%
	XHV	63	4.1%
	BUS	26	1.7%
MAN TOTAL		104	6.7%
TATA	MCV	33	2.1%
	HCV	32	2.1%
	XHV	11	0.7%
	BUS	4	0.3%
TATA TOTAL		80	5.2%
FAW	HCV	59	3.8%
	XHV	20	1.3%
FAW TOTAL		79	5.1%
IVECO	MCV	30	1.9%
	HCV	12	0.8%
	XHV	6	0.4%
	BUS	10	0.6%
IVECO TOTAL		58	3.8%
VOLKSWAGEN GROUP SA	MCV	36	2.3%
VOLKSWAGEN GROUP SA TOTAL		36	2.3%
BABCOCK	HCV	0	0.0%
	XHV	20	1.3%
BABCOCK TOTAL		20	1.3%
MOTUS	MCV	16	1.0%
AMH TOTAL		16	1.0%
POWERSTAR	HCV	0	0.0%
	XHV	11	0.7%
POWERSTAR TOTAL		11	0.7%
JMC	MCV	10	0.6%
JMC TOTAL		10	0.6%
PCSA	MCV	5	0.3%
PCSA TOTAL		5	0.3%
FMC	MCV	5	0.3%
FMC TOTAL		5	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		1 544	100.0%