

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

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	3 017	9.6%	2 646	8.1%
	TOYOTA Etios	1 233	3.9%	1 313	4.0%
	KIA Picanto	743	2.4%	397	1.2%
	RENAULT Sandero II	681	2.2%	415	1.3%
	HYUNDAI Grand i10	406	1.3%	968	2.9%
ENTRY CARS TOTAL		8 417	26.8%	8 777	26.7%
SUB-SMALL	VW Polo	2 218	7.1%	1 665	5.1%
	FORD Fiesta	1 054	3.4%	895	2.7%
	HYUNDAI Accent	543	1.7%	578	1.8%
	KIA Rio	483	1.5%	353	1.1%
	HYUNDAI i20	451	1.4%	851	2.6%
SUB-SMALL TOTAL		6 237	19.9%	6 314	19.2%
SMALL	TOYOTA Corolla Quest	1 113	3.5%	648	2.0%
	FORD Focus	649	2.1%	431	1.3%
	TOYOTA Corolla	554	1.8%	758	2.3%
	VW Golf 7	489	1.6%	490	1.5%
	MAZDA 3	222	0.7%	293	0.9%
SMALL TOTAL		4 957	15.8%	5 370	16.3%
MEDIUM	BMW 3-Series	640	2.0%	689	2.1%
	MERCEDES C-Class	442	1.4%	695	2.1%
	AUDI A4	149	0.5%	320	1.0%
	BMW 4-Series	97	0.3%	134	0.4%
	FORD Mustang	84	0.3%	90	0.3%
MEDIUM TOTAL		1 567	5.0%	2 123	6.5%
LARGE	MERCEDES E-Class	60	0.2%	54	0.2%
	AUDI A5 Coupe/Cabriolet	31	0.1%	15	0.0%
	BMW 5-Series	17	0.1%	138	0.4%
	AUDI A6	16	0.1%	28	0.1%
	AUDI A5 Sportback	12	0.0%	42	0.1%
LARGE TOTAL		157	0.5%	362	1.1%
LUXURY	BMW 7-Series	21	0.1%	35	0.1%
	MERCEDES S-Class	18	0.1%	25	0.1%
	MERCEDES CLS	9	0.0%	22	0.1%
	VOLVO S90	7	0.0%	0	0.0%
	BMW 6-Series	6	0.0%	36	0.1%
LUXURY TOTAL		72	0.2%	146	0.4%



The Ford Mustang had another strong month in February, with 84 units retained. A total of 128 sales was recorded in January, making 212 sales in two months which is impressive for a sports car in South Africa. Add these sales to the 860 units chalked up in 2016 and the total number of Mustangs on local roads already exceeds 1 000.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
MPV	TOYOTA Avanza	346	1.1%	378	1.2%
	HYUNDAI H1	186	0.6%	252	0.8%
	DATSUN GO+	114	0.4%	0	0.0%
	MERCEDES V-Class	95	0.3%	108	0.3%
	MERCEDES B-Class	46	0.1%	147	0.4%
MPV TOTAL		1 036	3.3%	1 497	4.6%
SUV	TOYOTA Fortuner	1092	3.5%	6	0.0%
	HYUNDAI Tucson	688	2.2%	313	1.0%
	TOYOTA RAV	612	1.9%	498	1.5%
	FORD Everest	440	1.4%	155	0.5%
	VW Tiguan	370	1.2%	169	0.5%
	SUV TOTAL		6 102	19.4%	5 098
SPORT AND EXOTICS	MERCEDES SLC	41	0.1%	0	0.0%
	PORSCHE 911	37	0.1%	44	0.1%
	MERCEDES C-Class	26	0.1%	0	0.0%
	MERCEDES SL	25	0.1%	0	0.0%
	PORSCHE Cayman	9	0.0%	15	0.0%
SPORT AND EXOTICS TOTAL		220	0.7%	197	0.6%
CROSSOVER	FORD EcoSport	644	2.1%	1003	3.1%
	MERCEDES GLA	291	0.9%	198	0.6%
	MAZDA CX-3	288	0.9%	227	0.7%
	HONDA BR-V	206	0.7%	0	0.0%
	HONDA HR-V	153	0.5%	56	0.2%
CROSSOVER TOTAL		2 636	8.4%	2 970	9.0%
GRAND TOTAL		31 401		32 854	

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 FEBRUARY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
VOLKSWAGEN SA	VW Polo Vivo	3 017	9.6%	2 646	8.1%
	VW Polo	2 218	7.1%	1 665	5.1%
	VW Golf 7	489	1.6%	490	1.5%
	VW Tiguan	370	1.2%	169	0.5%
	VW Polo Sedan	223	0.7%	143	0.4%
VOLKSWAGEN GROUP SA TOTAL		7 630	24.3%	7 077	21.5%
TOYOTA	TOYOTA Etios	1 233	3.9%	1 313	4.0%
	TOYOTA Corolla Quest	1 113	3.5%	648	2.0%
	TOYOTA Fortuner	1 092	3.5%	6	0.0%
	TOYOTA RAV	612	1.9%	498	1.5%
	TOYOTA Corolla	554	1.8%	758	2.3%
TOYOTA TOTAL		5 675	18.1%	4 502	13.7%
MOTUS	KIA Picanto	743	2.4%	397	1.2%
	HYUNDAI Tucson	688	2.2%	313	1.0%
	HYUNDAI Accent	543	1.7%	578	1.8%
	KIA Rio	483	1.5%	353	1.1%
	HYUNDAI i20	451	1.4%	851	2.6%
AMH TOTAL		3 976	12.7%	4 395	13.4%
FMC	FORD Fiesta	1 054	3.4%	895	2.7%
	FORD Focus	649	2.1%	431	1.3%
	FORD EcoSport	644	2.1%	1 003	3.1%
	FORD Everest	440	1.4%	155	0.5%
	FORD Figo	271	0.9%	767	2.3%
FMC TOTAL		3 226	10.3%	3 825	11.6%
MERCEDES-BENZ SA	MERCEDES C-Class	468	1.5%	695	2.1%
	MERCEDES GLA	291	0.9%	198	0.6%
	MERCEDES CLA	188	0.6%	162	0.5%
	MERCEDES GLC	155	0.5%	81	0.2%
	MERCEDES V-Class	95	0.3%	108	0.3%
MERCEDES-BENZ SA TOTAL		1 869	6.0%	2 063	6.3%
RENAULT	RENAULT Sandero II	681	2.2%	415	1.3%
	RENAULT Kwid	399	1.3%	0	0.0%
	RENAULT Clio IV	286	0.9%	410	1.2%
	RENAULT Duster	128	0.4%	184	0.6%
	RENAULT Captur	116	0.4%	252	0.8%
RENAULT TOTAL		1 704	5.4%	1 267	3.9%
BMW GROUP	BMW 3-Series	640	2.0%	689	2.1%
	BMW X1	134	0.4%	207	0.6%
	BMW 2-Series	125	0.4%	236	0.7%
	BMW X5	107	0.3%	207	0.6%
	BMW 1-Series	105	0.3%	338	1.0%
BMW GROUP TOTAL		1 562	5.0%	2 470	7.5%
NISSAN	NISSAN X-Trail	279	0.9%	323	1.0%
	DATSUN GO	257	0.8%	351	1.1%
	NISSAN Almera	217	0.7%	143	0.4%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
NISSAN	DATSUN GO+	114	0.4%	0	0.0%
	NISSAN Qashqai	110	0.4%	276	0.8%
NISSAN TOTAL		1 154	3.7%	1 333	4.1%
MAZDA SA PCSA	MAZDA CX-5	296	0.9%	377	1.1%
	MAZDA CX-3	288	0.9%	227	0.7%
	MAZDA 2	230	0.7%	179	0.5%
	MAZDA 3	222	0.7%	293	0.9%
MAZDA SA TOTAL		1 042	3.3%	1 083	3.3%
HONDA	HONDA BR-V	206	0.7%	0	0.0%
	HONDA Brio	167	0.5%	221	0.7%
	HONDA HR-V	153	0.5%	56	0.2%
	HONDA Jazz	96	0.3%	130	0.4%
	HONDA Ballade	95	0.3%	266	0.8%
HONDA TOTAL		796	2.5%	1 000	3.0%
GMSA/ISUZU TRUCKS	CHEV Spark	226	0.7%	625	1.9%
	OPEL MOKKA X	115	0.4%	0	0.0%
	CHEV Trailblazer	109	0.3%	57	0.2%
	CHEV Captiva	85	0.3%	45	0.1%
	OPEL Astra Hatch	73	0.2%	18	0.1%
GMSA TOTAL		743	2.4%	1 565	4.8%
SUZUKI	SUZUKI Swift	248	0.8%	175	0.5%
	SUZUKI Celerio	103	0.3%	67	0.2%
	SUZUKI Baleno	78	0.2%	0	0.0%
	SUZUKI Jimny	58	0.2%	68	0.2%
	SUZUKI Vitara	52	0.2%	47	0.1%
SUZUKI TOTAL		592	1.9%	457	1.4%
JAGUAR LAND ROVER	L-R Discovery Sport	69	0.2%	96	0.3%
	JAGUAR XE	69	0.2%	13	0.0%
	L-R Discovery 4	65	0.2%	60	0.2%
	L-R Range Rover Sport	59	0.2%	102	0.3%
	JAGUAR F-PACE	59	0.2%	0	0.0%
JAGUAR LAND ROVER TOTAL		389	1.2%	449	1.4%
MAHINDRA	MAHINDRA KUV100	76	0.2%	0	0.0%
	MAHINDRA XUV	39	0.1%	62	0.2%
	MAHINDRA Scorpio	33	0.1%	2	0.0%
	MAHINDRA Thar	26	0.1%	0	0.0%
	MAHINDRA TUV	11	0.0%	0	0.0%
MAHINDRA TOTAL		194	0.6%	75	0.2%
CHRYSLER SA	JEEP Renegade	85	0.3%	129	0.4%
	JEEP Grand Cherokee	45	0.1%	86	0.3%
	JEEP Wrangler	28	0.1%	75	0.2%
	JEEP Cherokee	12	0.0%	38	0.1%
	DODGE Journey	6	0.0%	13	0.0%
CHRYSLER SA TOTAL		176	0.6%	366	1.1%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
VOLVO CARS	VOLVO V40	42	0.1%	47	0.1%
	VOLVO XC90	40	0.1%	42	0.1%
	VOLVO XC60	24	0.1%	29	0.1%
	VOLVO V40 CC	14	0.0%	17	0.1%
	VOLVO S60	7	0.0%	15	0.0%
VOLVO CARS TOTAL		143	0.5%	158	0.5%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	92	0.3%	110	0.3%
	MITSUBISHI Pajero	18	0.1%	37	0.1%
	MITSUBISHI Mirage	9	0.0%	17	0.1%
	MITSUBISHI Outlander	9	0.0%	9	0.0%
	MITSUBISHI Pajero Sport	8	0.0%	41	0.1%
MITSUBISHI MOTORS SA TOTAL		136	0.4%	214	0.7%
PORSCHE	PORSCHE 911	37	0.1%	44	0.1%
	PORSCHE Cayenne	36	0.1%	46	0.1%
	PORSCHE Macan	11	0.0%	20	0.1%
	PORSCHE Cayman	9	0.0%	15	0.0%
	PORSCHE Boxster	8	0.0%	19	0.1%
PORSCHE TOTAL		104	0.3%	144	0.4%
SUBARU	SUBARU Forester	40	0.1%	36	0.1%
	SUBARU XV	32	0.1%	31	0.1%
	SUBARU Outback	6	0.0%	10	0.0%
	SUBARU Legacy	1	0.0%	1	0.0%
	SUBARU WRX	1	0.0%	2	0.0%
SUBARU TOTAL		80	0.3%	80	0.2%
TATA	TATA Bolt	55	0.2%	46	0.1%
	TATA Indica	18	0.1%	0	0.0%
	TATA Indica Vista	4	0.0%	24	0.1%
	TATA Manza	1	0.0%	0	0.0%
	TATA B-Line	0	0.0%	3	0.0%
TATA TOTAL		78	0.2%	73	0.2%
FIAT GROUP	FIAT 500	41	0.1%	94	0.3%
	FIAT 500X	9	0.0%	8	0.0%
	ALFA Giulia	9	0.0%	0	0.0%
	ALFA Giulietta	8	0.0%	5	0.0%
	ABARTH 595	7	0.0%	0	0.0%
FIAT GROUP TOTAL		75	0.2%	120	0.4%
PCSA	PEUGEOT 208	19	0.1%	22	0.1%
	PEUGEOT 2008	3	0.0%	10	0.0%
	CITROEN C4 Cactus	1	0.0%	9	0.0%
	PEUGEOT RCZ	0	0.0%	1	0.0%
	PEUGEOT 308	0	0.0%	50	0.2%
PCSA TOTAL		23	0.1%	111	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
MASERATI SOUTH AFRICA	MASERATI Levante	11	0.0%	0	0.0%
	MASERATI GranCabrio	1	0.0%	1	0.0%
	MASERATI GranTurismo	1	0.0%	0	0.0%
	MASERATI Quattroporte	0	0.0%	2	0.0%
	MASERATI Ghibli	0	0.0%	1	0.0%
	MASERATI TOTAL		13	0.0%	4
BENTLEY	BENTLEY Continental	4	0.0%	0	0.0%
	BENTLEY Bentayga	3	0.0%	0	0.0%
BENTLEY TOTAL		7	0.0%	0	0.0%
JMC	LANDWIND X5	7	0.0%	1	0.0%
JMC TOTAL		7	0.0%	1	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	4	0.0%	0	0.0%
	FERRARI California	2	0.0%	2	0.0%
	FERRARI 488 GTB	1	0.0%	3	0.0%
	FERRARI 458 Speciale	0	0.0%	1	0.0%
FERRARI TOTAL		7	0.0%	6	0.0%
GWMSA	GWM C50	0	0.0%	2	0.0%
	GWM M4	0	0.0%	7	0.0%
	GWM H5	0	0.0%	7	0.0%
GWMSA TOTAL		0	0.0%	16	0.0%
GRAND TOTAL		31 401	100.0%	32 854	100.0%

TOP 5 SELLING PASSENGER CARS FOR FEBRUARY 2017		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	3 017	9.6%
VW Polo	2 218	7.1%
TOYOTA Etios	1 233	3.9%
TOYOTA Corolla Quest	1 113	3.5%
TOYOTA Fortuner	1 092	3.5%
	31 401	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR FEBRUARY 2017		
TYPE	2016	2016 SHARE
TOYOTA Hilux	3 086	21.4%
FORD Ranger	2 913	20.2%
NISSAN NP300 Hardbody	1 458	10.1%
TOYOTA Quantum	1 451	10.1%
NISSAN NP200	1 315	9.1%
	14 411	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR FEBRUARY 2017					
NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 315	9.1%	1 141	8.7%
	CHEV Utility	833	5.8%	980	7.5%
	SUZUKI Super Carry	15	0.1%	0	0.0%
SUB ONE-TON TOTAL		2 163	15.0%	2 121	16.1%
ABOVE ONE-TON DCAB	FORD Ranger	2 097	14.6%	1 768	13.5%
	TOYOTA Hilux	1 106	7.7%	907	6.9%
	ISUZU KB	365	2.5%	415	3.2%
	NISSAN NP300 Hardbody	314	2.2%	135	1.0%
	NISSAN Navara	147	1.0%	92	0.7%
ABOVE ONE-TON DCAB TOTAL		4 456	30.9%	3 906	29.7%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 535	10.7%	1 212	9.2%
	NISSAN NP300 Hardbody	1 144	7.9%	726	5.5%
	ISUZU KB	560	3.9%	546	4.2%
	FORD Ranger	519	3.6%	575	4.4%
	HYUNDAI H100 Bakkie	288	2.0%	359	2.7%
ABOVE ONE-TON SCAB TOTAL		4 748	32.9%	4 236	32.2%
ABOVE ONE-TON XCAB	TOYOTA Hilux	445	3.1%	141	1.1%
	FORD Ranger	297	2.1%	420	3.2%
	ISUZU KB	132	0.9%	147	1.1%
	MAZDA BT-50	9	0.1%	20	0.2%
	NISSAN Navara	0	0.0%	16	0.1%
ABOVE ONE-TON XCAB TOTAL		883	6.1%	744	5.7%
MINIBUS	TOYOTA Quantum	1 377	9.6%	1 229	9.4%
	NISSAN NV350 Taxi	208	1.4%	211	1.6%
	VW Caddy	125	0.9%	86	0.7%
	FORD Tourneo Custom	36	0.2%	37	0.3%
	VW Transporter Cr-Bus	30	0.2%	14	0.1%
MINIBUS TOTAL		1 778	12.3%	1 643	12.5%
PANEL VAN	VW Caddy	103	0.7%	112	0.9%
	TOYOTA Quantum	74	0.5%	62	0.5%
	FORD Transit Custom	53	0.4%	43	0.3%
	VW Polo Vivo	27	0.2%	23	0.2%
	NISSAN NV200	22	0.2%	47	0.4%
PANEL VAN TOTAL		383	2.7%	489	3.7%
GRAND TOTAL		14 411	100.0%	13 139	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FEBRUARY 2017			
(MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	188	8.3%
	HCV	53	2.4%
	XHV	329	14.6%
	BUS	23	1.0%
MERCEDES-BENZ SA TOTAL		593	26.3%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	75	3.3%
	XHV	271	12.0%
	BUS	4	0.2%
VOLVO TRUCKS TOTAL		350	15.5%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FEBRUARY 2017			
(MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2017	SHARE
GMSA/ISUZU TRUCKS	MCV	135	6.0%
	HCV	132	5.9%
	XHV	22	1.0%
	BUS	0	0.0%
GMSA TOTAL		289	12.8%
TOYOTA HINO	MCV	144	6.4%
	HCV	97	4.3%
	XHV	30	1.3%
HINO TOTAL		271	12.0%
MAN	HCV	12	0.5%
	XHV	122	5.4%
	BUS	35	1.6%
MAN TOTAL		169	7.5%
SCANIA	XHV	135	6.0%
	BUS	6	0.3%
SCANIA TOTAL		141	6.3%
FAW	HCV	66	2.9%
	XHV	43	1.9%
FAW TOTAL		109	4.8%
IVECO	MCV	46	2.0%
	HCV	32	1.4%
	XHV	22	1.0%
	BUS	0	0.0%
IVECO TOTAL		100	4.4%
VOLKSWAGEN GROUP SA	MCV	99	4.4%
VOLKSWAGEN GROUP SA TOTAL		99	4.4%
TATA	MCV	40	1.8%
	HCV	23	1.0%
	XHV	3	0.1%
	BUS	4	0.2%
TATA TOTAL		70	3.1%
POWERSTAR	HCV	4	0.2%
	XHV	21	0.9%
POWERSTAR TOTAL		25	1.1%
BABCOCK	HCV	0	0.0%
	XHV	17	0.8%
BABCOCK TOTAL		17	0.8%
JMC	MCV	9	0.4%
JMC TOTAL		9	0.4%
MOTUS	MCV	6	0.3%
MOTUS TOTAL		6	0.3%
FIAT GROUP	MCV	3	0.1%
FIAT GROUP TOTAL		3	0.1%
FMC	MCV	1	0.0%
FMC TOTAL		1	0.0%
PCSA	MCV	0	0.0%
PCSA TOTAL		0	0.0%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		2 252	100.0%