

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

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MARCH 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 383	7.7%	2 367	7.8%
	TOYOTA Etios	859	2.8%	812	2.7%
	KIA Picanto	640	2.1%	382	1.3%
	HYUNDAI Grand i10	491	1.6%	792	2.6%
	RENAULT Sandero II	461	1.5%	636	2.1%
ENTRY CARS TOTAL		7 078	22.8%	7 930	26.1%
SUB-SMALL	VW Polo	1 783	5.7%	1 641	5.4%
	FORD Fiesta	1 041	3.4%	676	2.2%
	HYUNDAI Accent	528	1.7%	188	0.6%
	KIA Rio	379	1.2%	430	1.4%
	HYUNDAI i20	379	1.2%	521	1.7%
SUB-SMALL TOTAL		5 474	17.6%	5 030	16.6%
SMALL	TOYOTA Corolla Quest	889	2.9%	566	1.9%
	TOYOTA Corolla	585	1.9%	563	1.9%
	VW Golf 7	549	1.8%	382	1.3%
	FORD Focus	329	1.1%	339	1.1%
	MERCEDES CLA	260	0.8%	134	0.4%
SMALL TOTAL		4 865	15.7%	4 977	16.4%
MEDIUM	BMW 3-Series	631	2.0%	793	2.6%
	MERCEDES C-Class	540	1.7%	565	1.9%
	AUDI A4	194	0.6%	215	0.7%
	BMW 4-Series	143	0.5%	164	0.5%
	FORD Mustang	77	0.2%	29	0.1%
MEDIUM TOTAL		1 739	5.6%	2 019	6.6%



Toyota's dramatically-styled C-HR Crossover made an impressive debut on the SA market with 418 sold in the first month, despite being in short supply as Toyota's Turkish plant tries to deal with heavy demand from European markets.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MARCH 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
LARGE	MERCEDES E-Class	63	0.2%	44	0.1%
	BMW 5-Series	59	0.2%	42	0.1%
	AUDI A6	30	0.1%	22	0.1%
	AUDI A5 Sportback	24	0.1%	35	0.1%
	VOLVO S60	15	0.0%	7	0.0%
LARGE TOTAL		231	0.7%	203	0.7%
LUXURY	BMW 7-Series	30	0.1%	30	0.1%
	MERCEDES S-Class	19	0.1%	22	0.1%
	MERCEDES CLS	10	0.0%	18	0.1%
	BMW 6-Series	7	0.0%	14	0.0%
	PORSCHE Panamera	5	0.0%	2	0.0%
LUXURY TOTAL		88	0.3%	111	0.4%
MPV	TOYOTA Avanza	337	1.1%	326	1.1%
	HYUNDAI H1	143	0.5%	177	0.6%
	DATSUN GO+	133	0.4%	0	0.0%
	MERCEDES V-Class	131	0.4%	109	0.4%
	BMW 2-Series	57	0.2%	64	0.2%
MPV TOTAL		1 085	3.5%	1 265	4.2%
SUV	TOYOTA Fortuner	1312	4.2%	20	0.1%
	TOYOTA RAV	640	2.1%	394	1.3%
	HYUNDAI Tucson	579	1.9%	724	2.4%
	FORD Everest	577	1.9%	164	0.5%
	NISSAN X-Trail	478	1.5%	382	1.3%
SUV TOTAL		7 465	24.1%	5 959	19.6%
SPORT AND EXOTICS	MERCEDES SL	32	0.1%	0	0.0%
	MERCEDES SLC	32	0.1%	0	0.0%
	MERCEDES C-Class	30	0.1%	0	0.0%
	PORSCHE 911	16	0.1%	24	0.1%
	PORSCHE Boxster	13	0.0%	10	0.0%
SPORT AND EXOTICS TOTAL		216	0.7%	186	0.6%
CROSSOVER	FORD EcoSport	758	2.4%	902	3.0%
	TOYOTA C-HR	418	1.4%	48	0.2%
	MERCEDES GLA	317	1.0%	174	0.6%
	MAZDA CX-3	280	0.9%	185	0.6%
	HONDA HR-V	152	0.5%	88	0.3%
CROSSOVER TOTAL		2 789	9.0%	2 710	8.9%
GRAND TOTAL		31 030		30 390	

**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 and BMW South Africa will report only aggregated sales data, as does Motus, although the latter company provides detailed sales figures three months in arrears.
- These figures are based on aggregated figures for the various categories of certain brands sold by Motus, including Kia and Hyundai, as well as Mercedes-Benz and BMW. 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 MARCH 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 383	7.7%	2 367	7.8%
	VW Polo	1 783	5.7%	1 641	5.4%
	VW Golf 7	549	1.8%	382	1.3%
	VW Tiguan	442	1.4%	235	0.8%
	VW up	206	0.7%	180	0.6%
VOLKSWAGEN GROUP SA TOTAL		6 828	22.0%	6 661	21.9%
TOYOTA	TOYOTA Fortuner	1312	4.2%	20	0.1%
	TOYOTA Corolla Quest	889	2.9%	566	1.9%
	TOYOTA Etios	859	2.8%	812	2.7%
	TOYOTA RAV	640	2.1%	394	1.3%
	TOYOTA Corolla	585	1.9%	563	1.9%
TOYOTA TOTAL		5 683	18.3%	3 409	11.2%
MOTUS	KIA Picanto	640	2.1%	382	1.3%
	HYUNDAI Tucson	579	1.9%	724	2.4%
	HYUNDAI Accent	528	1.7%	188	0.6%
	HYUNDAI Grand i10	491	1.6%	792	2.6%
	KIA Rio	379	1.2%	430	1.4%
AMH TOTAL		3 564	11.5%	4 052	13.3%
FMC	FORD Fiesta	1 041	3.4%	676	2.2%
	FORD EcoSport	758	2.4%	902	3.0%
	FORD Everest	577	1.9%	164	0.5%
	FORD Focus	329	1.1%	339	1.1%
	FORD Figo	250	0.8%	1 181	3.9%
FMC TOTAL		3 079	9.9%	3 671	12.1%
MERCEDES-BENZ SA	MERCEDES C-Class	570	1.8%	565	1.9%
	MERCEDES GLA	317	1.0%	174	0.6%
	MERCEDES CLA	260	0.8%	134	0.4%
	MERCEDES GLC	199	0.6%	100	0.3%
	MERCEDES V-Class	131	0.4%	109	0.4%
MERCEDES-BENZ SA TOTAL		2 216	7.1%	1 827	6.0%
BMW GROUP	BMW 3-Series	631	2.0%	793	2.6%
	BMW 1-Series	222	0.7%	338	1.1%
	BMW 2-Series	182	0.6%	230	0.8%
	BMW X1	144	0.5%	213	0.7%
	BMW 4-Series	143	0.5%	164	0.5%
BMW GROUP TOTAL		1 913	6.2%	2 409	7.9%
RENAULT	RENAULT Sandero II	461	1.5%	636	2.1%
	RENAULT Kwid	370	1.2%	0	0.0%
	RENAULT Clio IV	261	0.8%	519	1.7%
	RENAULT Duster	176	0.6%	261	0.9%
	RENAULT Captur	81	0.3%	168	0.6%
RENAULT TOTAL		1 431	4.6%	1 587	5.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
NISSAN	NISSAN X-Trail	478	1.5%	382	1.3%
	DATSUN GO	288	0.9%	407	1.3%
	NISSAN Almera	183	0.6%	143	0.5%
	DATSUN GO+	133	0.4%	0	0.0%
	NISSAN Qashqai	133	0.4%	262	0.9%
NISSAN TOTAL		1 330	4.3%	1 441	4.7%
MAZDA SA PCSA	MAZDA CX-5	332	1.1%	312	1.0%
	MAZDA CX-3	280	0.9%	185	0.6%
	MAZDA 3	226	0.7%	217	0.7%
	MAZDA 2	192	0.6%	135	0.4%
	MAZDA MX-5	10	0.0%	18	0.1%
MAZDA SA TOTAL		1 040	3.4%	867	2.9%
HONDA	HONDA Brio	222	0.7%	185	0.6%
	HONDA HR-V	152	0.5%	88	0.3%
	HONDA Jazz	151	0.5%	132	0.4%
	HONDA BR-V	125	0.4%	0	0.0%
	HONDA Ballade	85	0.3%	93	0.3%
HONDA TOTAL		791	2.5%	839	2.8%
GMSA/ISUZU TRUCKS	CHEV Trailblazer	146	0.5%	33	0.1%
	OPEL Astra Hatch	145	0.5%	12	0.0%
	CHEV Spark	125	0.4%	266	0.9%
	OPEL MOKKA X	109	0.4%	0	0.0%
	OPEL Corsa	98	0.3%	129	0.4%
GMSA TOTAL		771	2.5%	1 046	3.4%
SUZUKI	SUZUKI Swift	262	0.8%	152	0.5%
	SUZUKI Jimny	108	0.3%	103	0.3%
	SUZUKI Baleno	89	0.3%	0	0.0%
	SUZUKI Celerio	79	0.3%	29	0.1%
	SUZUKI Vitara	47	0.2%	49	0.2%
SUZUKI TOTAL		648	2.1%	433	1.4%
JAGUAR LAND ROVER	L-R Discovery Sport	110	0.4%	166	0.5%
	L-R Discovery 4	103	0.3%	173	0.6%
	L-R Range Rover Sport	98	0.3%	169	0.6%
	JAGUAR F-PACE	95	0.3%	0	0.0%
	JAGUAR XE	43	0.1%	66	0.2%
JAGUAR LAND ROVER TOTAL		539	1.7%	819	2.7%
MAHINDRA	MAHINDRA KUV100	74	0.2%	0	0.0%
	MAHINDRA XUV	46	0.1%	76	0.3%
	MAHINDRA Scorpio	42	0.1%	0	0.0%
	MAHINDRA TUV	41	0.1%	0	0.0%
	MAHINDRA Thar	25	0.1%	0	0.0%
MAHINDRA TOTAL		239	0.8%	85	0.3%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
CHRYSLER SA	JEEP Renegade	94	0.3%	125	0.4%
	JEEP Grand Cherokee	45	0.1%	79	0.3%
	JEEP Wrangler	41	0.1%	55	0.2%
	JEEP Cherokee	24	0.1%	24	0.1%
	DODGE Journey	6	0.0%	10	0.0%
CHRYSLER SA TOTAL		210	0.7%	305	1.0%
VOLVO CARS	VOLVO V40	48	0.2%	35	0.1%
	VOLVO XC90	44	0.1%	51	0.2%
	VOLVO XC60	43	0.1%	46	0.2%
	VOLVO V40 CC	17	0.1%	20	0.1%
	VOLVO S60	15	0.0%	7	0.0%
VOLVO CARS TOTAL		177	0.6%	163	0.5%
PORSCHE	PORSCHE Cayenne	52	0.2%	49	0.2%
	PORSCHE Macan	16	0.1%	10	0.0%
	PORSCHE 911	16	0.1%	24	0.1%
	PORSCHE Boxster	13	0.0%	10	0.0%
	PORSCHE Cayman	12	0.0%	8	0.0%
PORSCHE TOTAL		114	0.4%	103	0.3%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	51	0.2%	109	0.4%
	MITSUBISHI Pajero	20	0.1%	41	0.1%
	MITSUBISHI Pajero Sport	16	0.1%	43	0.1%
	MITSUBISHI Mirage	11	0.0%	23	0.1%
	MITSUBISHI Outlander	7	0.0%	12	0.0%
MITSUBISHI MOTORS SA TOTAL		105	0.3%	228	0.8%
TATA	TATA Bolt	59	0.2%	21	0.1%
	TATA Indica	35	0.1%	0	0.0%
	TATA Indica Vista	5	0.0%	57	0.2%
	TATA Manza	1	0.0%	1	0.0%
	TATA B-Line	0	0.0%	4	0.0%
TATA TOTAL		100	0.3%	83	0.3%
FIAT GROUP	FIAT 500	44	0.1%	26	0.1%
	ALFA Giulia	29	0.1%	0	0.0%
	FIAT 500X	9	0.0%	7	0.0%
	ALFA Giulietta	3	0.0%	9	0.0%
	ABARTH 595	2	0.0%	0	0.0%
FIAT GROUP TOTAL		91	0.3%	48	0.2%
SUBARU	SUBARU Forester	52	0.2%	73	0.2%
	SUBARU XV	26	0.1%	51	0.2%
	SUBARU Outback	12	0.0%	9	0.0%
	SUBARU Legacy	0	0.0%	1	0.0%
	SUBARU WRX	0	0.0%	3	0.0%
SUBARU TOTAL		90	0.3%	137	0.5%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
PCSA	PEUGEOT 208	17	0.1%	34	0.1%
	PEUGEOT 2008	13	0.0%	4	0.0%
	PEUGEOT 3008	1	0.0%	0	0.0%
	CITROEN C4 Picasso	0	0.0%	3	0.0%
	CITROEN C1	0	0.0%	4	0.0%
PCSA TOTAL		31	0.1%	146	0.5%
MASERATI SOUTH AFRICA	MASERATI Levante	12	0.0%	0	0.0%
	MASERATI Quattroporte	2	0.0%	1	0.0%
	MASERATI Ghibli	1	0.0%	3	0.0%
	MASERATI GranTurismo	0	0.0%	2	0.0%
MASERATI TOTAL		15	0.0%	6	0.0%
SCUDERIA SOUTH AFRICA	FERRARI California	7	0.0%	2	0.0%
	FERRARI 488 GTB	3	0.0%	11	0.0%
	FERRARI 488 Spider	3	0.0%	0	0.0%
	FERRARI 458 Speciale	0	0.0%	0	0.0%
FERRARI TOTAL		13	0.0%	13	0.0%
JMC	LANDWIND X5	8	0.0%	1	0.0%
JMC TOTAL		8	0.0%	1	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 C50	0	0.0%	1	0.0%
	GWM M4	0	0.0%	4	0.0%
	GWM H5	0	0.0%	6	0.0%
GWMSA TOTAL		0	0.0%	11	0.0%
GRAND TOTAL		31 030	100.0%	30 390	100.0%

TOP 5 SELLING PASSENGER CARS FOR MARCH 2017		
TYPE	2017	2017 SHARE
VW Polo Vivo Hatch/Sedan	2 383	7.7%
VW Polo	1 783	5.7%
TOYOTA Fortuner	1 312	4.2%
FORD Fiesta	1 041	3.4%
TOYOTA Corolla Quest	889	2.9%
		31 030

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR MARCH 2017		
TYPE	2017	2017 SHARE
TOYOTA Hilux	3 447	23.2%
FORD Ranger	3 234	21.7%
NISSAN NP200	1 292	8.7%
TOYOTA Quantum	1 239	8.3%
NISSAN NP300	1 159	7.8%
		14 874

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR MARCH 2017					
NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 292	8.7%	1 341	9.1%
	CHEV Utility	840	5.6%	934	6.3%
	SUZUKI Super Carry	25	0.2%	0	0.0%
	CHANGAN Star II	0	0.0%	2	0.0%
SUB ONE-TON TOTAL		2 157	14.5%	2 277	15.5%
ABOVE ONE-TON DCAB	FORD Ranger	2 297	15.4%	2 063	14.0%
	TOYOTA Hilux	1 462	9.8%	2 122	14.4%
	ISUZU KB	454	3.1%	387	2.6%
	NISSAN NP300	408	2.7%	282	1.9%
	NISSAN Navara	304	2.0%	137	0.9%
ABOVE ONE-TON DCAB TOTAL		5 260	35.4%	5 540	37.7%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 585	10.7%	848	5.8%
	NISSAN NP300	751	5.0%	502	3.4%
	FORD Ranger	636	4.3%	584	4.0%
	ISUZU KB	582	3.9%	530	3.6%
	HYUNDAI H100 Bakkie	299	2.0%	484	3.3%
ABOVE ONE-TON SCAB TOTAL		4 605	31.0%	3 771	25.6%
ABOVE ONE-TON XCAB	TOYOTA Hilux	400	2.7%	303	2.1%
	FORD Ranger	301	2.0%	353	2.4%
	ISUZU KB	120	0.8%	125	0.8%
	MAZDA BT-50	5	0.0%	19	0.1%
	NISSAN Navara	0	0.0%	14	0.1%
ABOVE ONE-TON XCAB TOTAL		826	5.6%	814	5.5%
MINIBUS	TOYOTA Quantum	1 204	8.1%	1317	9.0%
	NISSAN NV350 Taxi	202	1.4%	247	1.7%
	VW Caddy	160	1.1%	64	0.4%
	FORD Tourneo Custom	63	0.4%	38	0.3%
	VW Transporter Cr-Bus	39	0.3%	39	0.3%
MINIBUS TOTAL		1 670	11.2%	1 746	11.9%
PANEL VAN	VW Caddy	91	0.6%	103	0.7%
	TOYOTA Quantum	35	0.2%	52	0.4%
	FORD Transit Custom	34	0.2%	61	0.4%
	CHEV Spark	33	0.2%	49	0.3%
	NISSAN NV200	27	0.2%	116	0.8%
PANEL VAN TOTAL		356	2.4%	565	3.8%
GRAND TOTAL		14 874	100.0%	14 713	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MARCH 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	183	7.0%
	HCV	51	1.9%
	XHV	324	12.4%
	BUS	20	0.8%
MERCEDES-BENZ SA TOTAL		578	22.1%
GMSA/ISUZU TRUCKS	MCV	194	7.4%
	HCV	189	7.2%
	XHV	41	1.6%
	BUS	3	0.1%
GMSA TOTAL		427	16.3%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MARCH 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2017	SHARE
TOYOTA HINO	MCV	197	7.5%
	HCV	125	4.8%
	XHV	51	1.9%
HINO TOTAL		373	14.3%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	74	2.8%
	XHV	257	9.8%
	BUS	2	0.1%
VOLVO TRUCKS TOTAL		333	12.7%
SCANIA	XHV	189	7.2%
	BUS	35	1.3%
SCANIA TOTAL		224	8.6%
IVECO	MCV	97	3.7%
	HCV	8	0.3%
	XHV	55	2.1%
	BUS	6	0.2%
IVECO TOTAL		166	6.3%
MAN	HCV	20	0.8%
	XHV	86	3.3%
	BUS	25	1.0%
MAN TOTAL		131	5.0%
TATA	MCV	62	2.4%
	HCV	38	1.5%
	XHV	23	0.9%
	BUS	1	0.0%
TATA TOTAL		124	4.7%
VOLKSWAGEN GROUP SA	MCV	79	3.0%
VOLKSWAGEN GROUP SA TOTAL		79	3.0%
FAW	HCV	55	2.1%
	XHV	13	0.5%
FAW TOTAL		68	2.6%
POWERSTAR	HCV	2	0.1%
	XHV	48	1.8%
POWERSTAR TOTAL		50	1.9%
BABCOCK	HCV	0	0.0%
	XHV	42	1.6%
BABCOCK TOTAL		42	1.6%
MOTUS	MCV	14	0.5%
MOTUS TOTAL		14	0.5%
FMC	MCV	3	0.1%
FMC TOTAL		3	0.1%
JMC	MCV	2	0.1%
JMC TOTAL		2	0.1%
FIAT GROUP	MCV	2	0.1%
FIAT GROUP TOTAL		2	0.1%
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		2 616	100.0%