

South African Vehicle Sales Figures at the End of May 2017

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MAY 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	1 955	7.4%	2 131	7.9%
	TOYOTA Etios	773	2.9%	731	2.7%
	RENAULT Kwid	738	2.8%	0	0.0%
	HYUNDAI Grand i10	595	2.3%	206	0.8%
	KIA Picanto	544	2.1%	403	1.5%
ENTRY CARS TOTAL		6 625	25.2%	6 075	22.5%
SUB-SMALL	VW Polo	1 138	4.3%	1 455	5.4%
	FORD Fiesta	390	1.5%	563	2.1%
	HYUNDAI Accent	377	1.4%	460	1.7%
	RENAULT Clio IV	302	1.1%	379	1.4%
	KIA Rio	298	1.1%	463	1.7%
SUB-SMALL TOTAL		3 818	14.5%	4 763	17.7%
SMALL	TOYOTA Corolla Quest	873	3.3%	534	2.0%
	VW Golf 7	618	2.3%	417	1.5%
	TOYOTA Corolla	496	1.9%	514	1.9%
	MERCEDES CLA	277	1.1%	115	0.4%
	FORD Focus	243	0.9%	383	1.4%
SMALL TOTAL		4 450	16.9%	4 426	16.4%
MEDIUM	MERCEDES C-Class	381	1.4%	520	1.9%
	BMW 3-Series	350	1.3%	476	1.8%
	AUDI A4	131	0.5%	168	0.6%
	BMW 4-Series	112	0.4%	125	0.5%
	FORD Mustang	81	0.3%	95	0.4%
MEDIUM TOTAL		1 135	4.3%	1 513	5.6%
LARGE	MERCEDES E-Class	95	0.4%	46	0.2%
	AUDI A5 Sportback	59	0.2%	31	0.1%
	BMW 5-Series	47	0.2%	26	0.1%
	JAGUAR XF	40	0.2%	14	0.1%
	AUDI A5 Coupe/Cabriolet	37	0.1%	13	0.0%
LARGE TOTAL		322	1.2%	180	0.7%
LUXURY	MERCEDES S-Class	24	0.1%	26	0.1%
	BMW 7-Series	24	0.1%	35	0.1%
	PORSCHE Panamera	21	0.1%	1	0.0%
	MERCEDES CLS	14	0.1%	16	0.1%
	VOLVO S90	11	0.0%	0	0.0%
LUXURY TOTAL		111	0.4%	104	0.4%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MAY 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
MPV	TOYOTA Avanza	373	1.4%	374	1.4%
	DATSUN GO+	241	0.9%	0	0.0%
	HYUNDAI H1	127	0.5%	177	0.7%
	VW Touran	84	0.3%	1	0.0%
	MERCEDES V-Class	67	0.3%	83	0.3%
MPV TOTAL		1 123	4.3%	1 149	4.3%
SUV	TOYOTA Fortuner	1 249	4.7%	1 333	4.9%
	HYUNDAI Tucson	561	2.1%	526	1.9%
	TOYOTA RAV	520	2.0%	323	1.2%
	FORD Everest	365	1.4%	148	0.5%
	MAZDA CX-5	350	1.3%	346	1.3%
SUV TOTAL		5 960	22.7%	5 802	21.5%
SPORT AND EXOTICS	PORSCHE 911	41	0.2%	27	0.1%
	MERCEDES SLC	19	0.1%	16	0.1%
	MERCEDES C-Class	19	0.1%	0	0.0%
	MERCEDES SL	13	0.0%	1	0.0%
	AUDI TT	12	0.0%	20	0.1%
SPORT AND EXOTICS TOTAL		165	0.6%	188	0.7%
CROSSOVER	FORD EcoSport	603	2.3%	1 169	4.3%
	MAZDA CX-3	288	1.1%	248	0.9%
	MERCEDES GLA	269	1.0%	197	0.7%
	TOYOTA C-HR	189	0.7%	0	0.0%
	NISSAN Qashqai	156	0.6%	150	0.6%
CROSSOVER TOTAL		2 600	9.9%	2 780	10.3%
GRAND TOTAL		26 309		26 980	



Who would have thought that an Italian sports car manufacturer like Maserati would have its list of retail sales in South Africa topped by an SUV, but this is happening, with the Levante selling 14 of the 20 units sold by the Maserati dealers in the month of May.

- 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 MAY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
VOLKSWAGEN SA	VW Polo Vivo	1 955	7.4%	2 131	7.9%
	VW Polo	1 138	4.3%	1 455	5.4%
	VW Golf 7	618	2.3%	417	1.5%
	VW Tiguan	319	1.2%	146	0.5%
	VW Polo Sedan	218	0.8%	206	0.8%
VOLKSWAGEN GROUP SA TOTAL		5 722	21.7%	6 038	22.4%
TOYOTA	TOYOTA Fortuner	1 249	4.7%	1 333	4.9%
	TOYOTA Corolla Quest	873	3.3%	534	2.0%
	TOYOTA Etios	773	2.9%	731	2.7%
	TOYOTA RAV	520	2.0%	323	1.2%
	TOYOTA Corolla	496	1.9%	514	1.9%
TOYOTA TOTAL		5 051	19.2%	4 508	16.7%
MOTUS	HYUNDAI Grand i10	595	2.3%	206	0.8%
	HYUNDAI Tucson	561	2.1%	526	1.9%
	KIA Picanto	544	2.1%	403	1.5%
	HYUNDAI Accent	377	1.4%	460	1.7%
	HYUNDAI i10	339	1.3%	399	1.5%
AMH TOTAL		3 295	12.5%	3 407	12.6%
FMC	FORD EcoSport	603	2.3%	1 169	4.3%
	FORD Fiesta	390	1.5%	563	2.1%
	FORD Everest	365	1.4%	148	0.5%
	FORD Figo	250	1.0%	223	0.8%
	FORD Focus	243	0.9%	383	1.4%
FMC TOTAL		1 953	7.4%	2 851	10.6%
RENAULT	RENAULT Kwid	738	2.8%	0	0.0%
	RENAULT Sandero II	325	1.2%	632	2.3%
	RENAULT Clio IV	302	1.1%	379	1.4%
	RENAULT Kadjar	219	0.8%	35	0.1%
	RENAULT Duster	172	0.7%	227	0.8%
RENAULT TOTAL		1 858	7.1%	1 442	5.3%
MERCEDES-BENZ SA	MERCEDES C-Class	400	1.5%	520	1.9%
	MERCEDES CLA	277	1.1%	115	0.4%
	MERCEDES GLA	269	1.0%	197	0.7%
	MERCEDES GLC	200	0.8%	114	0.4%
	SMART forfour	98	0.4%	17	0.1%
MERCEDES-BENZ SA TOTAL		1 822	6.9%	1 788	6.6%
BMW GROUP	BMW 3-Series	350	1.3%	476	1.8%
	BMW 1-Series	162	0.6%	204	0.8%
	BMW X1	117	0.4%	185	0.7%
	BMW 4-Series	112	0.4%	125	0.5%
	BMW 2-Series	98	0.4%	138	0.5%
BMW GROUP TOTAL		1 285	4.9%	1 739	6.4%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
MAZDA SA PCSA	MAZDA CX-5	350	1.3%	346	1.3%
	MAZDA CX-3	288	1.1%	248	0.9%
	MAZDA 2	259	1.0%	183	0.7%
	MAZDA 3	195	0.7%	269	1.0%
	MAZDA MX-5	7	0.0%	13	0.0%
MAZDA SA TOTAL		1 099	4.2%	1 059	3.9%
NISSAN	DATSUN GO	269	1.0%	310	1.1%
	DATSUN GO+	241	0.9%	0	0.0%
	NISSAN X-Trail	222	0.8%	176	0.7%
	NISSAN Qashqai	156	0.6%	150	0.6%
	NISSAN Almera	123	0.5%	79	0.3%
NISSAN TOTAL		1 098	4.2%	845	3.1%
SUZUKI	SUZUKI Swift	183	0.7%	148	0.5%
	SUZUKI Jimny	94	0.4%	87	0.3%
	SUZUKI Baleno	79	0.3%	0	0.0%
	SUZUKI Vitara	62	0.2%	46	0.2%
	SUZUKI Celerio	56	0.2%	52	0.2%
SUZUKI TOTAL		572	2.2%	386	1.4%
HONDA	HONDA Brio	189	0.7%	141	0.5%
	HONDA BR-V	154	0.6%	0	0.0%
	HONDA Jazz	102	0.4%	40	0.1%
	HONDA HR-V	33	0.1%	96	0.4%
	HONDA Ballade	32	0.1%	89	0.3%
HONDA TOTAL		536	2.0%	502	1.9%
GMSA/ISUZU TRUCKS	OPEL Corsa	125	0.5%	181	0.7%
	CHEV Spark	107	0.4%	184	0.7%
	CHEV Captiva	78	0.3%	68	0.3%
	OPEL MOKKA X	70	0.3%	0	0.0%
	OPEL Astra Hatch	61	0.2%	92	0.3%
GMSA TOTAL		522	2.0%	897	3.3%
JAGUAR LAND ROVER	L-R Range Rover Sport	70	0.3%	74	0.3%
	L-R Discovery Sport	66	0.3%	104	0.4%
	JAGUAR F-PACE	51	0.2%	22	0.1%
	L-R Range Rover Evoque	50	0.2%	58	0.2%
	JAGUAR XF	40	0.2%	14	0.1%
JAGUAR LAND ROVER TOTAL		339	1.3%	368	1.4%
MAHINDRA	MAHINDRA KUV100	72	0.3%	29	0.1%
	MAHINDRA TUV	61	0.2%	0	0.0%
	MAHINDRA XUV	33	0.1%	45	0.2%
	MAHINDRA Scorpio	28	0.1%	1	0.0%
	MAHINDRA Thar	25	0.1%	0	0.0%
MAHINDRA TOTAL		229	0.9%	88	0.3%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
FIAT GROUP	FIAT Tipo	62	0.2%	0	0.0%
	FIAT 500	53	0.2%	37	0.1%
	FIAT 500X	15	0.1%	19	0.1%
	ALFA Giulietta	14	0.1%	11	0.0%
	ABARTH 595	9	0.0%	0	0.0%
FIAT GROUP TOTAL		165	0.6%	76	0.3%
CHRYSLER SA	JEEP Renegade	65	0.2%	102	0.4%
	JEEP Grand Cherokee	47	0.2%	59	0.2%
	JEEP Wrangler	25	0.1%	43	0.2%
	JEEP Cherokee	5	0.0%	15	0.1%
	DODGE Journey	5	0.0%	11	0.0%
CHRYSLER SA TOTAL		147	0.6%	233	0.9%
VOLVO CARS	VOLVO XC60	47	0.2%	44	0.2%
	VOLVO V40	35	0.1%	36	0.1%
	VOLVO XC90	18	0.1%	48	0.2%
	VOLVO S90	11	0.0%	0	0.0%
	VOLVO S60	10	0.0%	11	0.0%
VOLVO CARS TOTAL		140	0.5%	156	0.6%
PORSCHE	PORSCHE 911	41	0.2%	27	0.1%
	PORSCHE Cayenne	36	0.1%	40	0.1%
	PORSCHE Panamera	21	0.1%	1	0.0%
	PORSCHE Macan	7	0.0%	17	0.1%
	PORSCHE Cayman	6	0.0%	7	0.0%
PORSCHE TOTAL		116	0.4%	101	0.4%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	59	0.2%	59	0.2%
	MITSUBISHI Pajero	20	0.1%	58	0.2%
	MITSUBISHI Mirage	9	0.0%	12	0.0%
	MITSUBISHI Outlander	8	0.0%	1	0.0%
	MITSUBISHI Pajero Sport	5	0.0%	41	0.2%
MITSUBISHI MOTORS SA TOTAL		101	0.4%	172	0.6%
SUBARU	SUBARU Forester	46	0.2%	35	0.1%
	SUBARU Impreza	20	0.1%	0	0.0%
	SUBARU XV	10	0.0%	17	0.1%
	SUBARU Outback	7	0.0%	8	0.0%
	SUBARU WRX	4	0.0%	9	0.0%
SUBARU TOTAL		90	0.3%	70	0.3%
TATA	TATA Bolt	32	0.1%	43	0.2%
	TATA Indica	25	0.1%	0	0.0%
	TATA Manza	8	0.0%	3	0.0%
	TATA Indica Vista	6	0.0%	44	0.2%
	TATA B-Line	0	0.0%	4	0.0%
TATA TOTAL		71	0.3%	94	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
PCSA	PEUGEOT 2008	44	0.2%	5	0.0%
	PEUGEOT 208	20	0.1%	46	0.2%
	PEUGEOT 308	0	0.0%	21	0.1%
	CITROEN C4 Cactus	0	0.0%	25	0.1%
	CITROEN C1	0	0.0%	5	0.0%
PCSA TOTAL		64	0.2%	130	0.5%
MASERATI SOUTH AFRICA	MASERATI Levante	14	0.1%	0	0.0%
	MASERATI Ghibli	3	0.0%	4	0.0%
	MASERATI Quattroporte	2	0.0%	2	0.0%
	MASERATI GranCabrio	1	0.0%	3	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
MASERATI TOTAL		20	0.1%	10	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 GTB	3	0.0%	3	0.0%
	FERRARI 488 Spider	3	0.0%	5	0.0%
	FERRARI GTC4Lusso	1	0.0%	0	0.0%
SCUDERIA TOTAL		7	0.0%	8	0.0%
JMC	LANDWIND X5	5	0.0%	3	0.0%
JMC TOTAL		5	0.0%	3	0.0%
BENTLEY	BENTLEY Flying Spur	1	0.0%	0	0.0%
	BENTLEY Continental	1	0.0%	3	0.0%
BENTLEY TOTAL		2	0.0%	3	0.0%
GWMSA	GWM C50	0	0.0%	3	0.0%
	GWM M4	0	0.0%	1	0.0%
	GWM H5	0	0.0%	2	0.0%
GWMSA TOTAL		0	0.0%	6	0.0%
GRAND TOTAL		26 309	100.0%	26 980	100.0%

TOP 5 SELLING PASSENGER CARS FOR MAY 2017		
TYPE	2017	2017 SHARE
VW Polo Vivo Hatch/Sedan	1 955	7.4%
TOYOTA Fortuner	1 249	4.7%
VW Polo	1 138	4.3%
TOYOTA Corolla Quest	873	3.3%
TOYOTA Etios	773	2.9%
		26 309

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR MAY 2017		
TYPE	2017	2017 SHARE
FORD Ranger	2 875	21.4%
TOYOTA Hilux	2 758	20.6%
TOYOTA Quantum	1 309	9.8%
ISUZU KB	1 221	9.1%
CHEV Utility	1 159	8.6%
		13 415

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR MAY 2017					
NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	CHEV Utility	1 159	8.6%	988	7.3%
	NISSAN NP200	1 140	8.5%	952	7.0%
	SUZUKI Super Carry	5	0.0%	21	0.2%
	CHANGAN Star II	0	0.0%	2	0.0%
SUB ONE-TON TOTAL		2 304	17.2%	1 963	14.4%
ABOVE ONE-TON DCAB	FORD Ranger	1 961	14.6%	1 763	12.9%
	TOYOTA Hilux	1 071	8.0%	1 189	8.7%
	ISUZU KB	587	4.4%	374	2.7%
	VW Amarok	339	2.5%	261	1.9%
	NISSAN NP300	224	1.7%	173	1.3%
ABOVE ONE-TON DCAB TOTAL		4 514	33.6%	4 275	31.4%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 288	9.6%	1 537	11.3%
	ISUZU KB	540	4.0%	534	3.9%
	FORD Ranger	481	3.6%	587	4.3%
	NISSAN NP300	464	3.5%	431	3.2%
	HYUNDAI H100 Bakkie	387	2.9%	454	3.3%
ABOVE ONE-TON SCAB TOTAL		3 796	28.3%	4 281	31.4%
ABOVE ONE-TON XCAB	FORD Ranger	433	3.2%	447	3.3%
	TOYOTA Hilux	399	3.0%	459	3.4%
	ISUZU KB	94	0.7%	121	0.9%
	NISSAN Navara	0	0.0%	16	0.1%
	MAZDA BT-50	0	0.0%	13	0.1%
ABOVE ONE-TON XCAB TOTAL		926	6.9%	1 056	7.8%
MINIBUS	TOYOTA Quantum	1 244	9.3%	1 235	9.1%
	NISSAN NV350 Taxi	122	0.9%	155	1.1%
	VW Caddy	88	0.7%	122	0.9%
	VW Transporter Cr-Bus	29	0.2%	42	0.3%
	FORD Tourneo Custom	24	0.2%	13	0.1%
MINIBUS TOTAL		1 508	11.2%	1 602	11.8%
PANEL VAN	VW Caddy	96	0.7%	83	0.6%
	TOYOTA Quantum	65	0.5%	90	0.7%
	VW Polo Vivo	41	0.3%	40	0.3%
	FORD Transit Custom	29	0.2%	42	0.3%
	CHEV Spark	25	0.2%	24	0.2%
PANEL VAN TOTAL		367	2.7%	443	3.3%
GRAND TOTAL		13 415	100.0%	13 620	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MAY 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	131	6.4%
	HCV	41	2.0%
	XHV	241	11.8%
	BUS	14	0.7%
MERCEDES-BENZ SA TOTAL		427	20.9%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	90	4.4%
	XHV	263	12.9%
	BUS	3	0.1%
VOLVO TRUCKS TOTAL		356	17.5%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MAY 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	2017	SHARE
GMSA/ISUZU TRUCKS	MCV	178	8.7%
	HCV	99	4.9%
	XHV	23	1.1%
	BUS	1	0.0%
GMSA TOTAL		301	14.8%
TOYOTA HINO	MCV	128	6.3%
	HCV	63	3.1%
	XHV	28	1.4%
HINO TOTAL		219	10.7%
SCANIA	XHV	181	8.9%
	BUS	15	0.7%
SCANIA TOTAL		196	9.6%
MAN	HCV	1	0.0%
	XHV	99	4.9%
	BUS	37	1.8%
MAN TOTAL		137	6.7%
TATA	MCV	23	1.1%
	HCV	46	2.3%
	XHV	20	1.0%
	BUS	1	0.0%
TATA TOTAL		90	4.4%
FAW	HCV	70	3.4%
	XHV	15	0.7%
FAW TOTAL		85	4.2%
IVECO	MCV	40	2.0%
	HCV	7	0.3%
	XHV	29	1.4%
	BUS	3	0.1%
IVECO TOTAL		79	3.9%
VOLKSWAGEN GROUP SA	MCV	50	2.5%
VOLKSWAGEN GROUP SA TOTAL		50	2.5%
POWERSTAR	HCV	0	0.0%
	XHV	49	2.4%
POWERSTAR TOTAL		49	2.4%
BABCOCK	HCV	0	0.0%
	XHV	17	0.8%
BABCOCK TOTAL		17	0.8%
MOTUS	MCV	13	0.6%
MOTUS TOTAL		13	0.6%
JMC	MCV	12	0.6%
JMC TOTAL		12	0.6%
FMC	MCV	5	0.2%
FMC TOTAL		5	0.2%
FIAT GROUP	MCV	3	0.1%
FIAT GROUP TOTAL		3	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		2 039	100.0%