

South African Vehicle Sales Figures at the End of August 2017

TOP 5 PASSENGER CAR MARKET BY TYPE FOR AUGUST 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 340	7.3%	2 702	8.9%
	TOYOTA Etios	1161	3.6%	1 188	3.9%
	KIA Picanto	846	2.6%	812	2.7%
	RENAULT Kwid	784	2.4%	0	0.0%
	HYUNDAI Grand i10	591	1.8%	320	1.0%
ENTRY CARS TOTAL		8 279	25.7%	8 059	26.4%
SUB-SMALL	VW Polo	1 861	5.8%	1 852	6.1%
	FORD Fiesta	1 071	3.3%	1 069	3.5%
	KIA Rio	504	1.6%	490	1.6%
	HYUNDAI i20	491	1.5%	137	0.4%
	SUZUKI Swift	350	1.1%	150	0.5%
SUB-SMALL TOTAL		5 643	17.5%	5 846	19.2%
SMALL	TOYOTA Corolla Quest	881	2.7%	780	2.6%
	FORD Focus	468	1.5%	325	1.1%
	VW Golf 7	462	1.4%	363	1.2%
	TOYOTA Corolla	432	1.3%	475	1.6%
	NISSAN Almera	376	1.2%	59	0.2%
SMALL TOTAL		4 680	14.5%	4 167	13.7%
MEDIUM	BMW 3-Series	574	1.8%	509	1.7%
	MERCEDES C-Class	512	1.6%	924	3.0%
	AUDI A4	170	0.5%	273	0.9%
	BMW 4-Series	142	0.4%	157	0.5%
	FORD Mustang	101	0.3%	70	0.2%
MEDIUM TOTAL		1 598	5.0%	2 057	6.7%
LARGE	MERCEDES E-Class	76	0.2%	67	0.2%
	AUDI A5 Sportback	47	0.1%	21	0.1%
	BMW 5-Series	40	0.1%	64	0.2%
	AUDI A5 Coupe/Cabriolet	30	0.1%	7	0.0%
	JAGUAR XF	17	0.1%	8	0.0%
LARGE TOTAL		244	0.8%	221	0.7%
LUXURY	BMW 7-Series	31	0.1%	31	0.1%
	PORSCHE Panamera	10	0.0%	1	0.0%
	MERCEDES S-Class	7	0.0%	36	0.1%
	MERCEDES CLS	5	0.0%	8	0.0%
	BMW 6-Series	4	0.0%	4	0.0%
LUXURY TOTAL		70	0.2%	92	0.3%
MPV	TOYOTA Avanza	531	1.7%	401	1.3%
	DATSUN GO+	226	0.7%	0	0.0%
	HYUNDAI H1	99	0.3%	256	0.8%
	VW Kombi	71	0.2%	144	0.5%
	MERCEDES V-Class	44	0.1%	92	0.3%
MPV TOTAL		1 164	3.6%	1 370	4.5%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR AUGUST 2017					
SEGMENT	TYPE	2017	SHARE	2016	SHARE
SUV	TOYOTA Fortuner	1 070	3.3%	1 235	4.0%
	TOYOTA RAV	651	2.0%	475	1.6%
	FORD Everest	535	1.7%	116	0.4%
	HYUNDAI Tucson	425	1.3%	396	1.3%
	MAZDA CX-5	359	1.1%	344	1.1%
	SUV TOTAL		6 283	19.5%	5 693
SPORT AND EXOTICS	MERCEDES SLC	34	0.1%	31	0.1%
	PORSCHE 911	33	0.1%	25	0.1%
	MERCEDES C-Class	31	0.1%	46	0.2%
	MERCEDES SL	22	0.1%	18	0.1%
	JAGUAR F-Type	16	0.0%	9	0.0%
SPORT AND EXOTICS TOTAL		233	0.7%	236	0.8%
CROSSOVER	FORD EcoSport	1 071	3.3%	1 033	3.4%
	HYUNDAI Creta	438	1.4%	0	0.0%
	MAZDA CX-3	332	1.0%	195	0.6%
	NISSAN Qashqai	306	1.0%	239	0.8%
	MERCEDES GLA	212	0.7%	127	0.4%
CROSSOVER TOTAL		3 975	12.4%	2 766	9.1%
GRAND TOTAL		32 169		30 507	



The Swift was the top-selling Suzuki in its record month in August. Swift sales totalled 350 units and helped Suzuki to the highest total since these Japanese cars came to South Africa in 2008. It broke the 1 000-barrier for the month, with sales of 1 004 units, which was 34% higher than the previous best total of 774, set in July.

DISCLAIMER

- PLEASE NOTE:
- Mercedes-Benz disaggregated sales volumes from October 2014 reflect estimates calculated from the aggregated volumes reported by MBSA.
 - BMW disaggregated local sales volumes from February 2017 reflect estimates calculated from aggregated volumes reported by BMW.
 - MOTUS disaggregated sales volumes for the months of April, May and June 2017 reflect estimates calculated from aggregated volumes reported by MOTUS.
 - The HYUNDAI, KIA and RENAULT CARS disaggregated sales volumes from July 2017 reflect estimates for Licensing Districts totals for the Dealer Channel.
 - PORSCHE disaggregated local sales volumes from August 2017 reflect estimates calculated from aggregated volumes reported by PORSCHE.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 340	7.3%	2 702	8.9%
	VW Polo	1 861	5.8%	1 852	6.1%
	VW Golf 7	462	1.4%	363	1.2%
	VW Tiguan	273	0.8%	123	0.4%
	Vw up	211	0.7%	149	0.5%
VOLKSWAGEN GROUP SA TOTAL		6 615	20.6%	6 799	22.3%
TOYOTA	TOYOTA Etios	1 161	3.6%	1 188	3.9%
	TOYOTA Fortuner	1 070	3.3%	1 235	4.0%
	TOYOTA Corolla Quest	881	2.7%	780	2.6%
	TOYOTA RAV	651	2.0%	475	1.6%
	TOYOTA Avanza	531	1.7%	401	1.3%
TOYOTA TOTAL		5 360	16.7%	5 357	17.6%
FMC	FORD Fiesta	1 071	3.3%	1 069	3.5%
	FORD EcoSport	1 071	3.3%	1 033	3.4%
	FORD Everest	535	1.7%	116	0.4%
	FORD Figo	530	1.6%	194	0.6%
	FORD Focus	468	1.5%	325	1.1%
FMC TOTAL		3 814	11.9%	3 067	10.1%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	591	1.8%	320	1.0%
	HYUNDAI i20	491	1.5%	137	0.4%
	HYUNDAI Creta	438	1.4%	0	0.0%
	HYUNDAI Tucson	425	1.3%	396	1.3%
	HYUNDAI i10	246	0.8%	1013	3.3%
HYUNDAI TOTAL		2 716	8.4%	2 922	9.6%
RENAULT	RENAULT Kwid	784	2.4%	0	0.0%
	RENAULT Sandero II	345	1.1%	607	2.0%
	RENAULT Duster	271	0.8%	75	0.2%
	RENAULT Clio IV	268	0.8%	466	1.5%
	RENAULT Kadjar	186	0.6%	78	0.3%
RENAULT TOTAL		2 032	6.3%	1 430	4.7%
NISSAN	DATSUN GO	475	1.5%	246	0.8%
	NISSAN Almera	376	1.2%	59	0.2%
	NISSAN X-Trail	330	1.0%	323	1.1%
	NISSAN Qashqai	306	1.0%	239	0.8%
	DATSUN GO+	226	0.7%	0	0.0%
NISSAN TOTAL		1 826	5.7%	1 054	3.5%
BMW GROUP	BMW 3-Series	574	1.8%	509	1.7%
	BMW 1-Series	229	0.7%	178	0.6%
	BMW 2-Series	147	0.5%	145	0.5%
	BMW 4-Series	142	0.4%	157	0.5%
	BMW X1	141	0.4%	162	0.5%
BMW GROUP TOTAL		1 805	5.6%	1 775	5.8%
MERCEDES-BENZ SA	MERCEDES C-Class	543	1.7%	970	3.2%
	MERCEDES GLC	237	0.7%	161	0.5%
	MERCEDES GLA	212	0.7%	127	0.4%
	MERCEDES CLA	192	0.6%	123	0.4%
	MERCEDES E-Class	76	0.2%	67	0.2%
MERCEDES-BENZ SA TOTAL		1 786	5.6%	2 240	7.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
KIA SA PCSA	KIA Picanto	846	2.6%	812	2.7%
	KIA Rio	504	1.6%	490	1.6%
	KIA Sportage	70	0.2%	90	0.3%
	KIA Cerato	21	0.1%	42	0.1%
	KIA Sorento	7	0.0%	36	0.1%
KIA TOTAL		1 458	4.5%	1 497	4.9%
MAZDA SA PCSA	MAZDA CX-5	359	1.1%	344	1.1%
	MAZDA CX-3	332	1.0%	195	0.6%
	MAZDA 3	211	0.7%	195	0.6%
	MAZDA 2	203	0.6%	134	0.4%
	MAZDA MX-5	3	0.0%	11	0.0%
MAZDA SA TOTAL		1 108	3.4%	879	2.9%
SUZUKI	SUZUKI Swift	350	1.1%	150	0.5%
	SUZUKI Celerio	177	0.6%	42	0.1%
	SUZUKI Ignis	144	0.4%	0	0.0%
	SUZUKI Baleno	85	0.3%	0	0.0%
	SUZUKI Jimny	71	0.2%	88	0.3%
SUZUKI TOTAL		954	3.0%	460	1.5%
GMSA/SUZUKI TRUCKS	CHEV Spark	248	0.8%	304	1.0%
	OPEL Corsa	121	0.4%	83	0.3%
	OPEL MOKKA X	71	0.2%	0	0.0%
	OPEL Astra Hatch	51	0.2%	91	0.3%
	CHEV Captiva	32	0.1%	79	0.3%
GMSA TOTAL		568	1.8%	825	2.7%
HONDA	HONDA BR-V	127	0.4%	0	0.0%
	HONDA CR-V	102	0.3%	109	0.4%
	HONDA HR-V	93	0.3%	85	0.3%
	HONDA Jazz	74	0.2%	83	0.3%
	HONDA Ballade	69	0.2%	95	0.3%
HONDA TOTAL		524	1.6%	605	2.0%
JAGUAR LAND ROVER	L-R Discovery	131	0.4%	36	0.1%
	L-R Range Rover Sport	74	0.2%	64	0.2%
	L-R Discovery Sport	71	0.2%	74	0.2%
	JAGUAR F-PACE	45	0.1%	52	0.2%
	L-R Range Rover Evoque	44	0.1%	46	0.2%
JAGUAR LAND ROVER TOTAL		431	1.3%	314	1.0%
MAHINDRA	MAHINDRA KUV100	63	0.2%	145	0.5%
	MAHINDRA TUV	56	0.2%	0	0.0%
	MAHINDRA XUV	31	0.1%	52	0.2%
	MAHINDRA Scorpio	30	0.1%	16	0.1%
	MAHINDRA Thar	10	0.0%	7	0.0%
MAHINDRA TOTAL		196	0.6%	226	0.7%
VOLVO CARS	VOLVO XC60	80	0.2%	56	0.2%
	VOLVO XC90	30	0.1%	38	0.1%
	VOLVO V40	28	0.1%	61	0.2%
	VOLVO S60	8	0.0%	20	0.1%
	VOLVO V40 CC	7	0.0%	16	0.1%
VOLVO CARS TOTAL		162	0.5%	199	0.7%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
CHRYSLER SA	JEEP Grand Cherokee	65	0.2%	63	0.2%
	JEEP Wrangler	38	0.1%	44	0.1%
	JEEP Renegade	38	0.1%	57	0.2%
	JEEP Cherokee	8	0.0%	15	0.0%
	DODGE Journey	4	0.0%	10	0.0%
CHRYSLER SA TOTAL		153	0.5%	190	0.6%
GWM	GWM M4	106	0.3%	2	0.0%
	GWM H5	0	0.0%	1	0.0%
	GWM H6	0	0.0%	1	0.0%
GWM TOTAL		106	0.3%	4	0.0%
FIAT GROUP	FIAT Panda	56	0.2%	0	0.0%
	FIAT 500	15	0.0%	25	0.1%
	FIAT 500X	14	0.0%	21	0.1%
	FIAT Tipo	11	0.0%	0	0.0%
	ALFA Giulia	5	0.0%	0	0.0%
FIAT GROUP TOTAL		104	0.3%	50	0.2%
PORSCHE	PORSCHE 911	33	0.1%	25	0.1%
	PORSCHE Cayenne	32	0.1%	32	0.1%
	PORSCHE Panamera	10	0.0%	1	0.0%
	PORSCHE Boxster	9	0.0%	19	0.1%
	PORSCHE Macan	7	0.0%	15	0.0%
PORSCHE TOTAL		95	0.3%	93	0.3%
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	38	0.1%	39	0.1%
	MITSUBISHI ASX	27	0.1%	111	0.4%
	MITSUBISHI Pajero	14	0.0%	22	0.1%
	MITSUBISHI Outlander	5	0.0%	3	0.0%
	MITSUBISHI Mirage	4	0.0%	10	0.0%
MITSUBISHI MOTORS SA TOTAL		88	0.3%	185	0.6%
PCSA	PEUGEOT 3008	42	0.1%	0	0.0%
	PEUGEOT 2008	22	0.1%	9	0.0%
	PEUGEOT 208	16	0.0%	37	0.1%
	CITROEN DS5	0	0.0%	1	0.0%
	CITROEN C1	0	0.0%	0	0.0%
PCSA TOTAL		80	0.2%	85	0.3%
SUBARU	SUBARU XV	38	0.1%	14	0.0%
	SUBARU Forester	21	0.1%	41	0.1%
	SUBARU Impreza	14	0.0%	0	0.0%
	SUBARU Outback	4	0.0%	7	0.0%
	SUBARU WRX	3	0.0%	5	0.0%
SUBARU TOTAL		80	0.2%	70	0.2%
TATA	TATA Bolt	31	0.1%	77	0.3%
	TATA Indica	27	0.1%	3	0.0%
	TATA Manza	10	0.0%	1	0.0%
	TATA Indica Vista	6	0.0%	10	0.0%
	TATA B-Line	0	0.0%	0	0.0%
TATA TOTAL		74	0.2%	91	0.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2017					
MANUFACTURER	TYPE	2017	SHARE	2016	SHARE
JMC	LANDWIND X5	12	0.0%	6	0.0%
JMC TOTAL		12	0.0%	6	0.0%
BENTLEY	BENTLEY Bentayga	4	0.0%	7	0.0%
	BENTLEY Continental	3	0.0%	0	0.0%
	BENTLEY Flying Spur	1	0.0%	0	0.0%
BENTLEY TOTAL		8	0.0%	7	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	6	0.0%	0	0.0%
	MASERATI GranTurismo	2	0.0%	2	0.0%
	MASERATI Ghibli	0	0.0%	7	0.0%
	MASERATI Quattroporte	0	0.0%	0	0.0%
	MASERATI GranCabrio	0	0.0%	0	0.0%
MASERATI TOTAL		8	0.0%	9	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	3	0.0%	6	0.0%
	FERRARI GTC4Lusso	1	0.0%	0	0.0%
	FERRARI F12	1	0.0%	0	0.0%
	FERRARI 488 GTB	1	0.0%	4	0.0%
	FERRARI FF	0	0.0%	1	0.0%
SCUDERIA TOTAL		6	0.0%	11	0.0%
FAW	FAW V2	0	0.0%	4	0.0%
	FAW Sirius	0	0.0%	13	0.0%
FAW TOTAL		0	0.0%	17	0.1%
CHERY AUTO SA	CHERY QQ3	0	0.0%	16	0.1%
	CHERY J1	0	0.0%	0	0.0%
	CHERY Tiggo	0	0.0%	18	0.1%
	CHERY J2	0	0.0%	4	0.0%
	CHERY J3	0	0.0%	2	0.0%
CHERY TOTAL		0	0.0%	40	0.1%
GRAND TOTAL		32 169	100.0%	30 507	100.0%

TOP 5 SELLING PASSENGER CARS FOR AUGUST 2017		
TYPE	2017	2017 SHARE
VW Polo Vivo Hatch/Sedan	2 340	7.3%
VW Polo	1 861	5.8%
TOYOTA Etios	1 161	3.6%
FORD Fiesta	1 071	3.3%
FORD EcoSport	1 071	3.3%
		32 169

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR AUGUST 2017		
TYPE	2017	2017 SHARE
TOYOTA Hilux	3 392	22.9%
FORD Ranger	2 565	17.3%
NISSAN NP200	1 565	10.6%
TOYOTA Quantum	1 443	9.7%
ISUZU KB	1 372	9.3%
		14 822

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR AUGUST 2017					
NAAMSA STANDARD	TYPE	2017	SHARE	2016	SHARE
SUB ONE-TON	NISSAN NP200	1 565	10.6%	1 270	9.5%
	CHEV Utility	677	4.6%	884	6.6%
	CHANGAN Star III	8	0.1%	0	0.0%
	CHANGAN Star II	1	0.0%	0	0.0%
SUB ONE-TON TOTAL		2 251	15.2%	2 154	16.1%
ABOVE ONE-TON DCAB	FORD Ranger	1 481	10.0%	1 438	10.7%
	TOYOTA Hilux	1 400	9.4%	1 308	9.8%
	ISUZU KB	630	4.3%	660	4.9%
	NISSAN NP300	507	3.4%	146	1.1%
	VW Amarok	356	2.4%	575	4.3%
ABOVE ONE-TON DCAB TOTAL		4 925	33.2%	4 487	33.5%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 513	10.2%	1 393	10.4%
	NISSAN NP300	642	4.3%	642	4.8%
	ISUZU KB	613	4.1%	653	4.9%
	FORD Ranger	565	3.8%	443	3.3%
	HYUNDAI H100 Bakkie	337	2.3%	81	0.6%
ABOVE ONE-TON SCAB TOTAL		4 385	29.6%	3 861	28.8%
ABOVE ONE-TON XCAB	FORD Ranger	519	3.5%	353	2.6%
	TOYOTA Hilux	479	3.2%	380	2.8%
	ISUZU KB	129	0.9%	111	0.8%
	MAZDA BT-50	1	0.0%	14	0.1%
	NISSAN Navara	0	0.0%	7	0.1%
ABOVE ONE-TON XCAB TOTAL		1 128	7.6%	865	6.5%
MINIBUS	TOYOTA Quantum	1 389	9.4%	1 185	8.9%
	NISSAN NV350 Taxi	144	1.0%	278	2.1%
	VW Caddy	75	0.5%	75	0.6%
	VW Transporter Cr-Bus	29	0.2%	21	0.2%
	FORD Tourneo Custom	21	0.1%	29	0.2%
MINIBUS TOTAL		1 658	11.2%	1 589	11.9%
PANEL VAN	VW Caddy	90	0.6%	43	0.3%
	VW Polo Vivo	68	0.5%	41	0.3%
	TOYOTA Quantum	54	0.4%	37	0.3%
	FORD Transit Custom	46	0.3%	68	0.5%
	DATSUN GO+	43	0.3%	0	0.0%
PANEL VAN TOTAL		475	3.2%	430	3.2%
GRAND TOTAL		14 822	100.0%	13 386	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR AUGUST 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2017	SHARE
MERCEDES-BENZ SA	MCV	135	6.1%
	HCV	40	1.8%
	XHV	247	11.2%
	BUS	15	0.7%
MERCEDES-BENZ SA TOTAL		437	19.8%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	105	4.8%
	XHV	243	11.0%
	BUS	8	0.4%
VOLVO TRUCKS TOTAL		356	16.1%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR AUGUST 2017 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2017	SHARE
GMSA/ISUZU TRUCKS	MCV	193	8.8%
	HCV	131	5.9%
	XHV	26	1.2%
	BUS	0	0.0%
GMSA TOTAL		350	15.9%
TOYOTA HINO	MCV	140	6.3%
	HCV	70	3.2%
	XHV	41	1.9%
HINO TOTAL		251	11.4%
MAN	HCV	20	0.9%
	XHV	127	5.8%
	BUS	41	1.9%
MAN TOTAL		188	8.5%
SCANIA	XHV	155	7.0%
	BUS	26	1.2%
SCANIA TOTAL		181	8.2%
IVECO	MCV	73	3.3%
	HCV	5	0.2%
	XHV	38	1.7%
	BUS	9	0.4%
IVECO TOTAL		125	5.7%
FAW	HCV	51	2.3%
	XHV	38	1.7%
FAW TOTAL		89	4.0%
TATA	MCV	25	1.1%
	HCV	14	0.6%
	XHV	12	0.5%
	BUS	4	0.2%
TATA TOTAL		55	2.5%
BABCOCK	HCV	0	0.0%
	XHV	50	2.3%
BABCOCK TOTAL		50	2.3%
POWERSTAR	HCV	0	0.0%
	XHV	40	1.8%
POWERSTAR TOTAL		40	1.8%
VOLKSWAGEN GROUP SA	MCV	38	1.7%
VOLKSWAGEN GROUP SA TOTAL		38	1.7%
VDL BUS & COACH SA	BUS	17	0.8%
VDL BUS & COACH SA TOTAL		17	0.8%
JMC	MCV	12	0.5%
JMC TOTAL		12	0.5%
FMC	MCV	6	0.3%
FMC TOTAL		6	0.3%
HYUNDAI MOTORS SA	MCV	4	0.2%
HYUNDAI TOTAL		4	0.2%
VECV	MCV	4	0.2%
VECV TOTAL		4	0.2%
FIAT GROUP	MCV	2	0.1%
FIAT GROUP TOTAL		2	0.1%
PCSA	MCV	0	0.0%
PCSA TOTAL		0	0.0%
GRAND TOTAL		2 205	100.0%