

## South African Vehicle Sales Figures at the End of August 2019

TOP 5 PASSENGER CAR MARKET BY TYPE FOR AUGUST 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW Polo Vivo	2 252	7.8%	1 900	6.0%
	RENAULT Kwid	1 098	3.8%	767	2.4%
	FORD Figo	758	2.6%	731	2.3%
	HYUNDAI Grand i10	715	2.5%	1 020	3.2%
	DATSUN GO	678	2.3%	631	2.0%
ENTRY CARS TOTAL		7 678	26.5%	8 220	26.1%
SUB-SMALL	VW Polo	2 124	7.3%	2 993	9.5%
	SUZUKI Swift	663	2.3%	488	1.6%
	HYUNDAI i20	658	2.3%	674	2.1%
	VW Polo Sedan	540	1.9%	421	1.3%
KIA Rio	308	1.1%	340	1.1%	
SUB-SMALL TOTAL		6 189	21.3%	7 875	25.0%
SMALL	TOYOTA Corolla Quest	579	2.0%	845	2.7%
	VW Golf 7	322	1.1%	332	1.1%
	NISSAN Almera	276	1.0%	405	1.3%
	TOYOTA Corolla	195	0.7%	291	0.9%
MAZDA 3	118	0.4%	277	0.9%	
SMALL TOTAL		2 146	7.4%	3 411	10.8%



The Nissan NP200 was not only the second best selling pick-up in South Africa in August, behind Hilux, but its 2 301 sales placed it ahead of the most popular passenger car, the Polo Vivo, with 2 252 units sold which meant it was the second best-seller in terms of all vehicle models sold in August. NP200 accounted for 46% of all Nissans sold during the month.

TOP 5 PASSENGER CAR MARKET BY TYPE FOR AUGUST 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
MEDIUM	BMW 3-Series	381	1.3%	214	0.7%
	AUDI A4	125	0.4%	188	0.6%
	BMW 4-Series	34	0.1%	90	0.3%
	VW Arteon	20	0.1%	38	0.1%
	LEXUS ES	15	0.1%	9	0.0%
MEDIUM TOTAL		583	2.0%	564	1.8%
LARGE	AUDI A5 Sportback	35	0.1%	48	0.2%
	BMW 5-Series	17	0.1%	76	0.2%
	AUDI A5 Coupe/Cabriolet	17	0.1%	17	0.1%
	JAGUAR XF	7	0.0%	11	0.0%
	MASERATI Ghibli	2	0.0%	1	0.0%
LARGE TOTAL		79	0.3%	169	0.5%
LUXURY	BMW 7-Series	16	0.1%	15	0.0%
	BMW 6-Series	1	0.0%	10	0.0%
	BMW 8-Series	1	0.0%	0	0.0%
	VOLVO S90	0	0.0%	8	0.0%
	LEXUS LS	0	0.0%	1	0.0%
LUXURY TOTAL		18	0.1%	34	0.1%
MPV	TOYOTA Avanza	348	1.2%	442	1.4%
	HYUNDAI H1	146	0.5%	94	0.3%
	SUZUKI Ertiga	138	0.5%	34	0.1%
	VW Kombi	131	0.5%	85	0.3%
	DATSUN GO+	120	0.4%	90	0.3%
MPV TOTAL		1 002	3.5%	852	2.7%
SUV	TOYOTA Fortuner	811	2.8%	888	2.8%
	TOYOTA RAV	586	2.0%	268	0.9%
	VW Tiguan	574	2.0%	417	1.3%
	HYUNDAI Tucson	425	1.5%	354	1.1%
	MAZDA CX-5	349	1.2%	448	1.4%
SUV TOTAL		5 425	18.7%	5 119	16.3%
SPORT AND EXOTICS	FORD Mustang	64	0.2%	118	0.4%
	TOYOTA Supra	21	0.1%	0	0.0%
	JAGUAR F-Type	16	0.1%	4	0.0%
	BMW Z4	11	0.0%	0	0.0%
	BMW 8-Series	6	0.0%	0	0.0%
SPORT AND EXOTICS TOTAL		140	0.5%	153	0.5%
CROSSOVER	FORD EcoSport	658	2.3%	537	1.7%
	MAZDA CX-3	333	1.1%	338	1.1%
	HYUNDAI Creta	244	0.8%	310	1.0%
	MAHINDRA KUV	218	0.8%	34	0.1%
	SUZUKI Ignis	188	0.6%	192	0.6%
CROSSOVER TOTAL		3 380	11.7%	3 516	11.2%
NON REPORTERS	MERCEDES-BENZ SA	1 356	4.7%	1 382	4.4%
	HAVAL MOTORS SA	828	2.9%	49	0.2%
	PORSCHE	165	0.6%	109	0.3%
	LAMBORGHINI SOUTH AFRICA	9	0.0%	0	0.0%
	BENTLEY	5	0.0%	3	0.0%
NON REPORTERS TOTAL		2 363	8.1%	1 543	4.9%
GRAND TOTAL		29 003		31 456	

### DISCLAIMER

- PLEASE NOTE
- Mercedes-Benz (including Smart and Fuso), Haval, Lamborghini, Bentley and Porsche are all displayed as per aggregated total reported.
  - Mercedes-Benz South Africa Commercial Vehicle market splits are estimates.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 252	7.8%	1 900	6.0%
	VW Polo	2 124	7.3%	2 993	9.5%
	VW Tiguan	574	2.0%	417	1.3%
	VW Polo Sedan	540	1.9%	421	1.3%
	VW Golf 7	322	1.1%	332	1.1%
VOLKSWAGEN GROUP SA TOTAL		6 846	23.6%	7 421	23.6%
TOYOTA	TOYOTA Fortuner	811	2.8%	888	2.8%
	TOYOTA Etios	623	2.1%	900	2.9%
	TOYOTA RAV	586	2.0%	268	0.9%
	TOYOTA Corolla Quest	579	2.0%	845	2.7%
	TOYOTA Avanza	348	1.2%	442	1.4%
TOYOTA TOTAL		4 198	14.5%	5 434	17.3%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	715	2.5%	1020	3.2%
	HYUNDAI i20	658	2.3%	674	2.1%
	HYUNDAI Tucson	425	1.5%	354	1.1%
	HYUNDAI Creta	244	0.8%	310	1.0%
	HYUNDAI Accent	178	0.6%	227	0.7%
HYUNDAI TOTAL		2 523	8.7%	2 790	8.9%
RENAULT	RENAULT Kwid	1098	3.8%	767	2.4%
	RENAULT Sandero II	537	1.9%	683	2.2%
	RENAULT Duster	288	1.0%	129	0.4%
	RENAULT Clio IV	263	0.9%	408	1.3%
	RENAULT Captur	75	0.3%	129	0.4%
RENAULT TOTAL		2 335	8.1%	2 156	6.9%
FMC	FORD Figo	758	2.6%	731	2.3%
	FORD EcoSport	658	2.3%	537	1.7%
	FORD Everest	240	0.8%	429	1.4%
	FORD Fiesta	126	0.4%	394	1.3%
	FORD Kuga	66	0.2%	112	0.4%
FMC TOTAL		1 912	6.6%	2 387	7.6%
NISSAN	DATSUN GO	678	2.3%	631	2.0%
	NISSAN Almera	276	1.0%	405	1.3%
	NISSAN X-Trail	187	0.6%	169	0.5%
	NISSAN Micra	175	0.6%	175	0.6%
	NISSAN Qashqai	145	0.5%	201	0.6%
NISSAN TOTAL		1 704	5.9%	1 970	6.3%
SUZUKI	SUZUKI Swift	663	2.3%	488	1.6%
	SUZUKI Ignis	188	0.6%	192	0.6%
	SUZUKI Celerio	141	0.5%	130	0.4%
	SUZUKI Dzire	140	0.5%	34	0.1%
	SUZUKI Ertiga	138	0.5%	34	0.1%
SUZUKI TOTAL		1 552	5.4%	1 040	3.3%
MERCEDES BENZ SA TOTAL		1 356	4.7%	1 382	4.4%
KIA SA	KIA Picanto	665	2.3%	1 071	3.4%
	KIA Rio	308	1.1%	340	1.1%
	KIA Sportage	276	1.0%	208	0.7%
	KIA Grand Sedona	19	0.1%	4	0.0%
	KIA Sorento	18	0.1%	5	0.0%
KIA TOTAL		1 287	4.4%	1 638	5.2%
BMW GROUP	BMW 3-Series	381	1.3%	214	0.7%
	BMW X3	160	0.6%	251	0.8%
	BMW X5	118	0.4%	97	0.3%
	BMW X1	70	0.2%	157	0.5%
	MINI Hatch 3-dr	64	0.2%	50	0.2%
BMW GROUP TOTAL		1 176	4.1%	1 537	4.9%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
MAZDA SA	MAZDA CX-5	349	1.2%	448	1.4%
	MAZDA CX-3	333	1.1%	338	1.1%
	MAZDA 2	192	0.7%	217	0.7%
	MAZDA 3	118	0.4%	277	0.9%
	MAZDA MX-5	1	0.0%	1	0.0%
MAZDA SA TOTAL		993	3.4%	1 281	4.1%
HAVAL MOTORS SA TOTAL		828	2.9%	49	0.2%
HONDA	HONDA BR-V	105	0.4%	109	0.3%
	HONDA HR-V	78	0.3%	152	0.5%
	HONDA Amaze	71	0.2%	13	0.0%
	HONDA Jazz	61	0.2%	117	0.4%
	HONDA Ballade	61	0.2%	42	0.1%
HONDA TOTAL		410	1.4%	630	2.0%
MAHINDRA	MAHINDRA KUV	218	0.8%	34	0.1%
	MAHINDRA XUV300	90	0.3%	0	0.0%
	MAHINDRA XUV500	37	0.1%	43	0.1%
	MAHINDRA Scorpio	20	0.1%	36	0.1%
	MAHINDRA TUV	7	0.0%	38	0.1%
MAHINDRA TOTAL		379	1.3%	166	0.5%
JAGUAR LAND ROVER	L-R Range Rover Evoque	80	0.3%	41	0.1%
	L-R Range Rover Sport	62	0.2%	85	0.3%
	L-R Range Rover Velar	41	0.1%	43	0.1%
	JAGUAR E-PACE	39	0.1%	76	0.2%
	L-R Discovery Sport	36	0.1%	42	0.1%
JAGUAR LAND ROVER TOTAL		340	1.2%	392	1.2%
OPEL	OPEL Crossland X	67	0.2%	85	0.3%
	OPEL Grandland X	57	0.2%	46	0.1%
	OPEL Corsa	56	0.2%	81	0.3%
	OPEL Astra Hatch	19	0.1%	31	0.1%
	OPEL Mokka X	17	0.1%	40	0.1%
OPEL TOTAL		234	0.8%	309	1.0%
VOLVO CARS	VOLVO XC60	73	0.3%	92	0.3%
	VOLVO XC40	47	0.2%	73	0.2%
	VOLVO XC90	38	0.1%	62	0.2%
	VOLVO V40	18	0.1%	33	0.1%
	VOLVO V40 CC	6	0.0%	10	0.0%
VOLVO CARS TOTAL		183	0.6%	287	0.9%
PORSCHE TOTAL		165	0.6%	109	0.3%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	57	0.2%	0	0.0%
	MITSUBISHI Pajero Sport	36	0.1%	64	0.2%
	MITSUBISHI Pajero	19	0.1%	9	0.0%
	MITSUBISHI ASX	19	0.1%	18	0.1%
	MITSUBISHI Outlander	2	0.0%	10	0.0%
MITSUBISHI MOTORS SA TOTAL		133	0.5%	101	0.3%
PCSA	PEUGEOT 208	37	0.1%	14	0.0%
	PEUGEOT 108	28	0.1%	0	0.0%
	PEUGEOT 2008	26	0.1%	10	0.0%
	PEUGEOT 3008	22	0.1%	29	0.1%
PCSA TOTAL		133	0.5%	60	0.2%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
FCA SOUTH AFRICA	JEEP Wrangler	24	0.1%	15	0.0%
	JEEP Grand Cherokee	18	0.1%	9	0.0%
	FIAT 500	16	0.1%	21	0.1%
	JEEP Renegade	16	0.1%	12	0.0%
	FIAT Tipo	12	0.0%	26	0.1%
FIAT GROUP TOTAL		130	0.4%	125	0.4%
SUBARU	SUBARU Forester	54	0.2%	26	0.1%
	SUBARU XV	24	0.1%	42	0.1%
	SUBARU WRX	7	0.0%	7	0.0%
	SUBARU Outback	5	0.0%	8	0.0%
	SUBARU Impreza	0	0.0%	2	0.0%
SUBARU TOTAL		90	0.3%	85	0.3%
ISUZU	ISUZU MU-X	70	0.2%	83	0.3%
ISUZU MOTORS SOUTH AFRICA TOTAL		70	0.2%	83	0.3%
LAMBORGHINI SOUTH AFRICA TOTAL		9	0.0%	0	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	3	0.0%	0	0.0%
	FERRARI 812	1	0.0%	1	0.0%
	FERRARI Portofino	1	0.0%	0	0.0%
	FERRARI 488 Spider	1	0.0%	1	0.0%
	FERRARI 488 GTB	0	0.0%	1	0.0%
SCUDERIA TOTAL		6	0.0%	3	0.0%
BENTLEY TOTAL		5	0.0%	3	0.0%
JMC	LANDWIND X5	3	0.0%	12	0.0%
JMC TOTAL		3	0.0%	12	0.0%
MASERATI SOUTH AFRICA	MASERATI Ghibli	2	0.0%	1	0.0%
	MASERATI Levante	1	0.0%	4	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
	MASERATI GranCabrio	0	0.0%	0	0.0%
	MASERATI TOTAL		3	0.0%	5
TATA	TATA Bolt	0	0.0%	1	0.0%
	TATA Indica Vista	0	0.0%	0	0.0%
	TATA Indica	0	0.0%	0	0.0%
TATA TOTAL		0	0.0%	1	0.0%
GRAND TOTAL		29 003	100.0%	31 456	100.0%



Tata-owned Daewoo Trucks is now going to concentrate on the extra-heavy segment of the SA truck market so that it is not in competition with Tata. This new Daewoo contender, the Maximus, was launched at the Futuroad truck and bus show in Johannesburg last week to take on the premium end of the XHV segment.

TOP 5 SELLING PASSENGER CARS FOR AUGUST		
TYPE	2019	2019 SHARE
VW Polo Vivo	2 252	7.8%
VW Polo	2 124	7.3%
RENAULT Kwid	1 098	3.8%
TOYOTA Fortuner	811	2.8%
FORD Figo	758	2.6%
		29 003

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR AUGUST		
TYPE	2019	2019 SHARE
TOYOTA Hilux	3 565	25.4%
NISSAN NP200	2 301	16.4%
FORD Ranger	2 295	16.3%
TOYOTA Hi-Ace	1 306	9.3%
ISUZU D-MAX	1 133	8.1%
		14 049



The Renault Kwid continues to impress with ongoing strong sales. This popular model sold 1 098 units in August, compared to 767 in the same month a year previously – growth of 43%. Kwid sales were also responsible for 43% of Renault's total passenger car sales in August, which totalled 2 522 units.

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR AUGUST 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	2 301	16.4%	1 634	11.7%
	CHANGAN Star III	8	0.1%	7	0.1%
	SUZUKI Gypsy	4	0.0%	10	0.1%
SUB ONE-TON TOTAL		2 313	16.5%	1 651	11.8%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 909	13.6%	1 536	11.0%
	FORD Ranger	1 719	12.2%	1 696	12.1%
	ISUZU D-MAX	450	3.2%	0	0.0%
	NISSAN NP300	270	1.9%	370	2.6%
	VW Amarok	178	1.3%	181	1.3%
ABOVE ONE-TON DCAB TOTAL		4 924	35.0%	4 807	34.4%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 156	8.2%	1 193	8.5%
	ISUZU D-MAX	630	4.5%	0	0.0%
	NISSAN NP300	450	3.2%	579	4.1%
	FORD Ranger	332	2.4%	839	6.0%
	HYUNDAI H100 Bakkie	234	1.7%	337	2.4%
ABOVE ONE-TON SCAB TOTAL		3 476	24.7%	4 571	32.7%
ABOVE ONE-TON XCAB	TOYOTA Hilux	500	3.6%	637	4.6%
	FORD Ranger	244	1.7%	0	0.0%
	ISUZU D-MAX	53	0.4%	0	0.0%
	ISUZU KB	4	0.0%	102	0.7%
ABOVE ONE-TON XCAB TOTAL		801	5.7%	739	5.3%
MINIBUS	TOYOTA Hi-Ace	1 306	9.3%	0	0.0%
	TOYOTA Quantum	371	2.6%	1 429	10.2%
	NISSAN NV350 Taxi	133	0.9%	70	0.5%
	VW Caddy	101	0.7%	120	0.9%
	FORD Tourneo Custom	31	0.2%	16	0.1%
MINIBUS TOTAL		1 961	14.0%	1 676	12.0%
PANEL VAN	TOYOTA Quantum	74	0.5%	48	0.3%
	VW Caddy	48	0.3%	70	0.5%
	FORD Transit Custom	39	0.3%	17	0.1%
	HYUNDAI Grand i10	35	0.2%	0	0.0%
	OPEL Combo	17	0.1%	0	0.0%
PANEL VAN TOTAL		297	2.1%	255	1.8%
NON REPORTERS	HAVAL MOTORS SA	173	1.2%	182	1.3%
	MERCEDES-BENZ SA	104	0.7%	89	0.6%
NON-REPORTERS TOTAL		277	2.0%	271	1.9%
GRAND TOTAL		14 049	100.0%	13 970	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR AUGUST 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	AUG-19	SHARE
MERCEDES-BENZ SA	COMMERCIAL	461	19.0%
MERCEDES-BENZ SA TOTAL		461	19.0%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	73	3.0%
	XHV	367	15.1%
	BUS	3	0.1%
VOLVO TRUCKS TOTAL		443	18.2%
TOYOTA HINO	MCV	214	8.8%
	HCV	59	2.4%
	XHV	8	0.3%
HINO TOTAL		281	11.6%
SCANIA	XHV	255	10.5%
	BUS	16	0.7%
SCANIA TOTAL		271	11.1%
ISUZU MOTORS SA	MCV	135	5.6%
	HCV	76	3.1%
	XHV	33	1.4%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		244	10.0%
MAN	HCV	4	0.2%
	XHV	192	7.9%
	BUS	31	1.3%
MAN TOTAL		227	9.3%
FAW	MCV	30	1.2%
	HCV	40	1.6%
	XHV	46	1.9%
FAW TOTAL		116	4.8%
TATA	MCV	32	1.3%
	HCV	47	1.9%
	XHV	22	0.9%
	BUS	3	0.1%
TATA TOTAL		104	4.3%
IVECO	MCV	76	3.1%
	HCV	0	0.0%
	XHV	16	0.7%
	BUS	0	0.0%
IVECO TOTAL		92	3.8%
VOLKSWAGEN GROUP SA	MCV	57	2.3%
	VOLKSWAGEN GROUP SA TOTAL		57
BABCOCK	HCV	0	0.0%
	XHV	38	1.6%
BABCOCK TOTAL		38	1.6%
POWERSTAR	MCV	2	0.1%
	HCV	10	0.4%
	XHV	25	1.0%
POWERSTAR TOTAL		37	1.5%
VECV SOUTH AFRICA	MCV	1	0.0%
	HCV	19	0.8%
	XHV	0	0.0%
VECV TOTAL		20	0.8%
HYUNDAI MOTORS SA	MCV	18	0.7%
	HYUNDAI TOTAL		18
JMC	MCV	16	0.7%
	JMC TOTAL		16
FMC	MCV	5	0.2%
	FMC TOTAL		5
PCSA	MCV	2	0.1%
	PCSA TOTAL		2
FCA SOUTH AFRICA	MCV	0	0.0%
	FCA SOUTH AFRICA TOTAL		0
GRAND TOTAL		2 432	100.0%