

South African Vehicle Sales Figures at the End of November 2019

TOP 5 PASSENGER CAR MARKET BY TYPE FOR NOVEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW Polo Vivo	2 439	7.8%	2 427	7.8%
	RENAULT Kwid	1 508	4.8%	847	2.7%
	FORD Figo	1 002	3.2%	1 195	3.8%
	TOYOTA Etios	858	2.7%	731	2.4%
	KIA Picanto	733	2.3%	567	1.8%
ENTRY CARS TOTAL		8 267	26.3%	7 921	25.5%
SUB-SMALL	VW Polo	2 038	6.5%	2 529	8.1%
	VW Polo Sedan	711	2.3%	563	1.8%
	SUZUKI Swift	550	1.8%	307	1.0%
	HYUNDAI i20	540	1.7%	721	2.3%
	TOYOTA Yaris	525	1.7%	746	2.4%
SUB-SMALL TOTAL		6 617	21.1%	7 699	24.8%
SMALL	TOYOTA Corolla Quest	598	1.9%	880	2.8%
	TOYOTA Corolla	296	0.9%	544	1.8%
	NISSAN Almera	292	0.9%	520	1.7%
	HYUNDAI Elantra	280	0.9%	49	0.2%
	VW Golf 7	248	0.8%	297	1.0%
SMALL TOTAL		2 687	8.6%	3 714	12.0%
MEDIUM	BMW 3-Series	330	1.1%	174	0.6%
	AUDI A4	95	0.3%	188	0.6%
	LEXUS ES	12	0.0%	26	0.1%
	VW Arteon	9	0.0%	17	0.1%
	BMW 4-Series	7	0.0%	102	0.3%
MEDIUM TOTAL		467	1.5%	524	1.7%
LARGE	AUDI A5 Sportback	29	0.1%	54	0.2%
	BMW 5-Series	29	0.1%	29	0.1%
	AUDI A5 Coupe/Cabriolet	7	0.0%	19	0.1%
	JAGUAR XF	6	0.0%	8	0.0%
	AUDI A6	4	0.0%	18	0.1%
LARGE TOTAL		80	0.3%	141	0.5%
LUXURY	BMW 8-Series	8	0.0%	0	0.0%
	BMW 7-Series	7	0.0%	1	0.0%
	VOLVO S90	5	0.0%	13	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
	AUDI A8	0	0.0%	2	0.0%
LUXURY TOTAL		21	0.1%	17	0.1%
MPV	TOYOTA Avanza	507	1.6%	503	1.6%
	SUZUKI Ertiga	233	0.7%	51	0.2%
	VW Kombi	174	0.6%	173	0.6%
	DATSUN GO+	104	0.3%	173	0.6%
	HYUNDAI H1	66	0.2%	64	0.2%
MPV TOTAL		1 195	3.8%	1 099	3.5%
SUV	TOYOTA Fortuner	664	2.1%	886	2.9%
	VW Tiguan	536	1.7%	612	2.0%
	TOYOTA RAV	373	1.2%	337	1.1%
	MAZDA CX-5	321	1.0%	428	1.4%
	NISSAN X-Trail	310	1.0%	200	0.6%
SUV TOTAL		4 903	15.6%	5 585	18.0%
SPORT AND EXOTICS	FORD Mustang	26	0.1%	47	0.2%
	BMW Z4	13	0.0%	0	0.0%
	AUDI TT	4	0.0%	3	0.0%
	MASERATI GranTurismo	2	0.0%	0	0.0%
	MAZDA MX-5	2	0.0%	1	0.0%
SPORT AND EXOTICS TOTAL		55	0.2%	83	0.3%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR NOVEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
CROSSOVER	FORD EcoSport	1 360	4.3%	421	1.4%
	VW T-Cross	842	2.7%	0	0.0%
	HYUNDAI Creta	416	1.3%	259	0.8%
	NISSAN Qashqai	278	0.9%	144	0.5%
	MAZDA CX-3	275	0.9%	305	1.0%
CROSSOVER TOTAL		4 851	15.4%	3 149	10.1%
NON REPORTERS	MERCEDES-BENZ SA	1 329	4.2%	962	3.1%
	HAVAL MOTORS SA	804	2.6%	39	0.1%
	PORSCHE	119	0.4%	115	0.4%
	LAMBORGHINI SOUTH AFRICA	2	0.0%	0	0.0%
	BENTLEY	6	0.0%	4	0.0%
NON REPORTERS TOTAL		2 260	7.2%	1 120	3.6%
GRAND TOTAL		31 403		31 052	



The Renault Kwid continues to climb the South African new car sales charts. Buoyed up by the launch of the latest model recently it rocketed to selling 1 508 units in November. This made it not only the second best seller in the Entry category, behind the Volkswagen Polo Vivo, but also the third best selling passenger car in the country for the month of November, behind the VW duo of Polo and Vivo and ahead of the Ford EcoSport and Figo.



The long-running Ford EcoSport fought back strongly in the crossover category in November after being overtaken by the new Volkswagen T-Cross in October. The EcoSport recorded 1 360 sales last month, compared to 842 for the T-Cross.

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 NOVEMBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 439	7.8%	2 427	7.8%
	VW Polo	2 038	6.5%	2 529	8.1%
	VW T-Cross	842	2.7%	0	0.0%
	VW Polo Sedan	711	2.3%	563	1.8%
	VW Tiguan	536	1.7%	612	2.0%
VOLKSWAGEN GROUP SA TOTAL		7 870	25.1%	7 832	25.2%
TOYOTA	TOYOTA Etios	858	2.7%	731	2.4%
	TOYOTA Fortuner	664	2.1%	886	2.9%
	TOYOTA Corolla Quest	598	1.9%	880	2.8%
	TOYOTA Yaris	525	1.7%	746	2.4%
	TOYOTA Avanza	507	1.6%	503	1.6%
TOYOTA TOTAL		4 425	14.1%	5 509	17.7%
FMC	FORD EcoSport	1 360	4.3%	421	1.4%
	FORD Figo	1 002	3.2%	1 195	3.8%
	FORD Everest	220	0.7%	405	1.3%
	FORD Fiesta	113	0.4%	980	3.2%
	FORD Kuga	99	0.3%	79	0.3%
FMC TOTAL		2 820	9.0%	3 165	10.2%
RENAULT	RENAULT Kwid	1 508	4.8%	847	2.7%
	RENAULT Sandero II	446	1.4%	554	1.8%
	RENAULT Clio IV	361	1.1%	310	1.0%
	RENAULT Duster	244	0.8%	295	1.0%
	RENAULT Captur	210	0.7%	106	0.3%
RENAULT TOTAL		2 807	8.9%	2 152	6.9%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	576	1.8%	725	2.3%
	HYUNDAI i20	540	1.7%	721	2.3%
	HYUNDAI Creta	416	1.3%	259	0.8%
	HYUNDAI Tucson	304	1.0%	213	0.7%
	HYUNDAI Elantra	280	0.9%	49	0.2%
HYUNDAI TOTAL		2 637	8.4%	2 180	7.0%
SUZUKI	SUZUKI Swift	550	1.8%	307	1.0%
	SUZUKI Ertiga	233	0.7%	51	0.2%
	SUZUKI Vitara	164	0.5%	35	0.1%
	SUZUKI Ignis	116	0.4%	128	0.4%
	SUZUKI Jimny	106	0.3%	174	0.6%
SUZUKI TOTAL		1 473	4.7%	925	3.0%
KIA SA	KIA Picanto	733	2.3%	567	1.8%
	KIA Rio	398	1.3%	297	1.0%
	KIA Sportage	206	0.7%	427	1.4%
	KIA Grand Sedona	19	0.1%	28	0.1%
	KIA Sorento	11	0.0%	29	0.1%
KIA TOTAL		1 367	4.4%	1 384	4.5%
NISSAN	NISSAN X-Trail	310	1.0%	200	0.6%
	NISSAN Almera	292	0.9%	520	1.7%
	NISSAN Qashqai	278	0.9%	144	0.5%
	DATSUN GO	233	0.7%	528	1.7%
	DATSUN GO+	104	0.3%	173	0.6%
NISSAN TOTAL		1 343	4.3%	2 110	6.8%
MERCEDES BENZ SA TOTAL		1 329	4.2%	962	3.1%
BMW GROUP	BMW 3-Series	330	1.1%	174	0.6%
	BMW X3	161	0.5%	289	0.9%
	BMW X1	78	0.2%	78	0.3%
	BMW 1-Series	76	0.2%	189	0.6%
	BMW X5	68	0.2%	94	0.3%
BMW GROUP TOTAL		1 065	3.4%	1 305	4.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR NOVEMBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
MAZDA SA	MAZDA CX-5	321	1.0%	428	1.4%
	MAZDA CX-3	275	0.9%	305	1.0%
	MAZDA 2	202	0.6%	200	0.6%
	MAZDA 3	103	0.3%	283	0.9%
	MAZDA MX-5	2	0.0%	1	0.0%
MAZDA SA TOTAL		903	2.9%	1 217	3.9%
HAVAL MOTORS SA TOTAL		804	2.6%	39	0.1%
FCA SOUTH AFRICA FIAT GROUP	FIAT Panda	314	1.0%	4	0.0%
	FIAT Tipo	83	0.3%	18	0.1%
	JEEP Grand Cherokee	28	0.1%	17	0.1%
	JEEP Wrangler	27	0.1%	9	0.0%
	FIAT 500	20	0.1%	32	0.1%
FIAT GROUP TOTAL		505	1.6%	102	0.3%
HONDA	HONDA Amaze	168	0.5%	62	0.2%
	HONDA BR-V	141	0.4%	135	0.4%
	HONDA Jazz	63	0.2%	142	0.5%
	HONDA HR-V	46	0.1%	84	0.3%
	HONDA CR-V	28	0.1%	73	0.2%
HONDA TOTAL		465	1.5%	586	1.9%
JAGUAR LAND ROVER	L-R Range Rover Sport	79	0.3%	73	0.2%
	L-R Range Rover Evoque	60	0.2%	31	0.1%
	L-R Range Rover Velar	38	0.1%	38	0.1%
	L-R Discovery	37	0.1%	47	0.2%
	JAGUAR F-PACE	28	0.1%	34	0.1%
JAGUAR LAND ROVER TOTAL		303	1.0%	356	1.1%
MAHINDRA	MAHINDRA KUV	136	0.4%	154	0.5%
	MAHINDRA XUV300	75	0.2%	0	0.0%
	MAHINDRA XUV500	40	0.1%	41	0.1%
	MAHINDRA Scorpio	12	0.0%	22	0.1%
	MAHINDRA TUV	9	0.0%	39	0.1%
MAHINDRA TOTAL		276	0.9%	268	0.9%
OPEL	OPEL Crossland X	108	0.3%	46	0.1%
	OPEL Corsa	77	0.2%	70	0.2%
	OPEL Astra Hatch	23	0.1%	25	0.1%
	OPEL Mokka X	12	0.0%	47	0.2%
	OPEL Combo Life	11	0.0%	0	0.0%
OPEL TOTAL		246	0.8%	217	0.7%
VOLVO CARS	VOLVO XC60	64	0.2%	116	0.4%
	VOLVO XC40	45	0.1%	71	0.2%
	VOLVO XC90	34	0.1%	22	0.1%
	VOLVO V40	20	0.1%	46	0.1%
	VOLVO V40 CC	11	0.0%	5	0.0%
VOLVO CARS TOTAL		180	0.6%	280	0.9%
PCSA	PEUGEOT 208	52	0.2%	13	0.0%
	PEUGEOT 108	46	0.1%	0	0.0%
	PEUGEOT 2008	18	0.1%	14	0.0%
	PEUGEOT 3008	13	0.0%	25	0.1%
	CITROEN C3 Aircross	12	0.0%	0	0.0%
PCSA TOTAL		171	0.5%	57	0.2%
PORSCHE TOTAL		119	0.4%	115	0.4%

◀ continued from previous page

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR NOVEMBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	31	0.1%	54	0.2%
	MITSUBISHI Eclipse Cross	27	0.1%	0	0.0%
	MITSUBISHI ASX	23	0.1%	30	0.1%
	MITSUBISHI Pajero	12	0.0%	15	0.0%
	MITSUBISHI Outlander	6	0.0%	23	0.1%
MITSUBISHI MOTORS SA TOTAL		99	0.3%	122	0.4%
ISUZU	ISUZU MU-X	90	0.3%	39	0.1%
ISUZU MOTORS SOUTH AFRICA TOTAL		90	0.3%	39	0.1%
SUBARU	SUBARU Forester	47	0.1%	44	0.1%
	SUBARU XV	22	0.1%	41	0.1%
	SUBARU WRX	5	0.0%	3	0.0%
	SUBARU Outback	3	0.0%	5	0.0%
	SUBARU Impreza	0	0.0%	8	0.0%
SUBARU TOTAL		77	0.2%	101	0.3%
MASERATI SOUTH AFRICA	MASERATI Levante	10	0.0%	4	0.0%
	MASERATI Ghibli	2	0.0%	1	0.0%
	MASERATI GranTurismo	2	0.0%	0	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
MASERATI TOTAL		15	0.0%	5	0.0%
BENTLEY TOTAL		6	0.0%	4	0.0%
SCUDERIA SOUTH AFRICA	FERRARI GTC4Lusso	2	0.0%	2	0.0%
	FERRARI 488 Pista	2	0.0%	0	0.0%
	FERRARI Portofino	1	0.0%	5	0.0%
	FERRARI 812	0	0.0%	1	0.0%
	FERRARI 488 GTB	0	0.0%	1	0.0%
SCUDERIA TOTAL		5	0.0%	11	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		2	0.0%	0	0.0%
JMC	LANDWIND X5	1	0.0%	9	0.0%
JMC TOTAL		1	0.0%	9	0.0%
GRAND TOTAL		31 403	100.0%	31 052	100.0%

TOP 5 SELLING PASSENGER CARS FOR NOVEMBER		
TYPE	2019	2019 SHARE
VW Polo Vivo	2 439	7.8%
VW Polo	2 038	6.5%
RENAULT Kwid	1 508	4.8%
FORD EcoSport	1 360	4.3%
FORD Figo	1 002	3.2%
		31 403

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR NOVEMBER		
TYPE	2019	2019 SHARE
TOYOTA Hilux	2 588	24.2%
FORD Ranger	1 894	17.7%
TOYOTA Hi-Ace	1 546	14.5%
ISUZU D-MAX	1 299	12.2%
NISSAN NP200	694	6.5%
		10 676



The very well-specified Fiat Panda 4x4 Cross is one of the value-for-money offerings in the current Fiat Panda-Mania sales promotion campaigns that runs to the end of the year. It is on offer for R199 900 instead of the original R250 900 – a saving of R71 000 for a model that won the Crossover category in the SA 4x4 magazine's 4x4 of the Year contest earlier this year. The sales of 314 Fiat Pandas in November meant that this Fiat model range outsold several companies in terms of passenger car sales for the month, including Jaguar Land Rover, Opel, Mahindra, Volvo, and Peugeot Citroen.



Sales of the Nissan NP200 2/3-ton pick-up took a big tumble in November, slumping to 694 units compared to 1 698 units in the same month last year – a fall of almost 60%! Hence a major promotional push using the media such as radio. The poor sales by this model, which has its market segment virtually to itself, mirrored a very poor month by all Nissan light commercials. Total sales for the NP200, NP300, Navara, Hardbody and NV350 Taxi slipped from 2 944 in November 2018 to only 1 359 units 12 months later – a fall of more than 50%.

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR NOVEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	694	6.5%	1 698	12.4%
	CHANGAN Star III	6	0.1%	9	0.1%
	SUZUKI Gypsy	0	0.0%	2	0.0%
SUB ONE-TON TOTAL		700	6.6%	1 709	12.5%
ABOVE ONE-TON DCAB	FORD Ranger	1 501	14.1%	1 829	13.3%
	TOYOTA Hilux	1 490	14.0%	1 497	10.9%
	ISUZU D-MAX	534	5.0%	231	1.7%
	VW Amarok	186	1.7%	273	2.0%
	NISSAN Navara	161	1.5%	142	1.0%
ABOVE ONE-TON DCAB TOTAL		4 352	40.8%	5 156	37.6%
ABOVE ONE-TON SCAB	ISUZU D-MAX	706	6.6%	346	2.5%
	TOYOTA Hilux	666	6.2%	1 184	8.6%
	FORD Ranger	194	1.8%	378	2.8%
	MAHINDRA Scorpio Pik-Up	180	1.7%	142	1.0%
	NISSAN NP300	178	1.7%	333	2.4%
ABOVE ONE-TON SCAB TOTAL		2 591	24.3%	3 456	25.2%
ABOVE ONE-TON XCAB	TOYOTA Hilux	432	4.0%	554	4.0%
	FORD Ranger	199	1.9%	299	2.2%
	ISUZU D-MAX	59	0.6%	26	0.2%
	ISUZU KB	0	0.0%	107	0.8%
ABOVE ONE-TON XCAB TOTAL		690	6.5%	986	7.2%
MINIBUS	TOYOTA Hi-Ace	1 546	14.5%	0	0.0%
	TOYOTA Quantum	72	0.7%	1546	11.3%
	VW Caddy	71	0.7%	138	1.0%
	NISSAN NV350 Taxi	56	0.5%	75	0.5%
	VW Transporter Cr-Bus	24	0.2%	56	0.4%
MINIBUS TOTAL		1 789	16.8%	1 842	13.4%
PANEL VAN	VW Caddy	92	0.9%	56	0.4%
	TOYOTA Quantum	69	0.6%	148	1.1%
	HYUNDAI H1	25	0.2%	14	0.1%
	OPEL Combo	24	0.2%	0	0.0%
	VW Crafter NF	19	0.2%	0	0.0%
PANEL VAN TOTAL		312	2.9%	305	2.2%
NON REPORTERS	HAVAL MOTORS SA	151	1.4%	167	1.2%
	MERCEDES-BENZ SA	91	0.9%	96	0.7%
NON-REPORTERS TOTAL		242	2.3%	263	1.9%
GRAND TOTAL		10 676	100.0%	13 717	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR NOVEMBER 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	NOV-19	SHARE
MERCEDES-BENZ SA	COMMERCIAL	442	17.1%
MERCEDES-BENZ SA TOTAL		442	17.1%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	54	2.1%
	XHV	369	14.2%
	BUS	9	0.3%
VOLVO TRUCKS TOTAL		432	16.7%
ISUZU MOTORS SA	MCV	188	7.3%
	HCV	158	6.1%
	XHV	33	1.3%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		379	14.6%
TOYOTA HINO	MCV	197	7.6%
	HCV	74	2.9%
	XHV	27	1.0%
HINO TOTAL		298	11.5%
SCANIA	XHV	217	8.4%
	BUS	18	0.7%
SCANIA TOTAL		235	9.1%
MAN	HCV	6	0.2%
	XHV	171	6.6%
	BUS	45	1.7%
MAN TOTAL		222	8.6%
POWERSTAR	MCV	0	0.0%
	HCV	9	0.3%
	XHV	150	5.8%
POWERSTAR TOTAL		159	6.1%
FAW	MCV	4	0.2%
	HCV	40	1.5%
	XHV	73	2.8%
FAW TOTAL		117	4.5%
IVECO	MCV	83	3.2%
	HCV	3	0.1%
	XHV	20	0.8%
	BUS	0	0.0%
IVECO TOTAL		106	4.1%
TATA	MCV	20	0.8%
	HCV	54	2.1%
	XHV	16	0.6%
	BUS	0	0.0%
TATA TOTAL		90	3.5%
VOLKSWAGEN GROUP SA	MCV	38	1.5%
VOLKSWAGEN GROUP SA TOTAL		38	1.5%
HYUNDAI MOTORS SA	MCV	30	1.2%
HYUNDAI TOTAL		30	1.2%
FMC	MCV	14	0.5%
FMC TOTAL		14	0.5%
JMC	MCV	10	0.4%
JMC TOTAL		10	0.4%
BABCOCK	HCV	0	0.0%
	XHV	10	0.4%
BABCOCK TOTAL		10	0.4%
VECV SOUTH AFRICA	MCV	3	0.1%
	HCV	2	0.1%
	XHV	0	0.0%
VECV TOTAL		5	0.2%
FCA SOUTH AFRICA	MCV	4	0.2%
FCA SOUTH AFRICA TOTAL		4	0.2%
PCSA	MCV	0	0.0%
PCSA TOTAL		0	0.0%
GRAND TOTAL		2 591	100.0%