

## South African Vehicle Sales Figures at the End of July 2020

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JULY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
ENTRY CARS	VW Polo Vivo	1 474	7.8%	2 621	8.9%
	RENAULT Kwid	541	2.9%	768	2.6%
	HYUNDAI Grand i10	513	2.7%	654	2.2%
	TOYOTA Etios	454	2.4%	762	2.6%
	SUZUKI S-Presso	326	1.7%	0	0.0%
ENTRY CARS TOTAL		4 542	24.2%	7 685	26.1%
SUB-SMALL	VW Polo	1 481	7.9%	2 076	7.0%
	HYUNDAI i20	430	2.3%	863	2.9%
	SUZUKI Swift	323	1.7%	635	2.2%
	VW Polo Sedan	264	1.4%	436	1.5%
SUB-SMALL TOTAL		3 672	19.6%	6 319	21.5%
SMALL	TOYOTA Corolla Quest	488	2.6%	608	2.1%
	VW Golf 7	171	0.9%	308	1.0%
	AUDI A3 Sportback	126	0.7%	117	0.4%
	NISSAN Almera	103	0.5%	466	1.6%
SMALL TOTAL		1 373	7.3%	2 322	7.9%
MEDIUM	ALFA Giulia	33	0.2%	2	0.0%
	LEXUS ES	5	0.0%	9	0.0%
	AUDI A4	4	0.0%	180	0.6%
	AUDI A4 Avant	3	0.0%	2	0.0%
MEDIUM TOTAL		47	0.3%	213	0.7%
LARGE	AUDI A6	8	0.0%	1	0.0%
	VOLVO V90 CC	3	0.0%	0	0.0%
	JAGUAR XF	1	0.0%	7	0.0%
	AUDI A5 Sportback	1	0.0%	32	0.1%
LARGE TOTAL		14	0.1%	66	0.2%
LUXURY	VOLVO S90	5	0.0%	3	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
	LEXUS LS	1	0.0%	1	0.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JULY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
LUXURY	JAGUAR XJ	0	0.0%	1	0.0%
LUXURY TOTAL		7	0.0%	5	0.0%
MPV	TOYOTA Avanza	153	0.8%	518	1.8%
	SUZUKI Ertiga	96	0.5%	127	0.4%
	HYUNDAI H1	47	0.3%	71	0.2%
	DATSUN GO+	33	0.2%	63	0.2%
MPV TOTAL		389	2.1%	1 010	3.4%
SUV	VW Tiguan	397	2.1%	595	2.0%
	TOYOTA Fortuner	348	1.9%	810	2.7%
	MAZDA CX-5	283	1.5%	351	1.2%
	HYUNDAI Tucson	245	1.3%	356	1.2%
SUV TOTAL		3 234	17.2%	5 168	17.5%
SPORT AND EXOTICS	FORD Mustang	57	0.3%	36	0.1%
	TOYOTA Supra	23	0.1%	26	0.1%
	JAGUAR F-Type	8	0.0%	5	0.0%
	FERRARI 488 Pista	3	0.0%	4	0.0%
SPORT AND EXOTICS TOTAL		96	0.5%	92	0.3%
CROSSOVER	FORD EcoSport	500	2.7%	839	2.8%
	HYUNDAI Venue	353	1.9%	0	0.0%
	VW T-Cross	350	1.9%	0	0.0%
	HYUNDAI Creta	319	1.7%	252	0.9%
CROSSOVER TOTAL		3 173	16.9%	3 371	11.4%
NON-REPORTERS TOTAL	BMW	871	4.6%	1 284	4.4%
	MERCEDES	715	3.8%	945	3.2%
	HAVAL MOTORS SA	571	3.0%	805	2.7%
	PORSCHE	74	0.4%	164	0.6%
	BENTLEY	3	0.0%	7	0.0%
NON-REPORTERS TOTAL		2 234	11.9%	3 206	10.9%
GRAND TOTAL		18 781		29 457	



The Alfa Romeo Giulia continues to be the best-selling medium car in South Africa while BMW (3 Series) and Mercedes-Benz (C-Class) continue not providing detailed sales figures to the Department of Trade and Industry which are subsequently circulated by NAAMSA. A total of 33 Giulias were sold in July, which was well ahead of the second-placed Audi A4 with only four units sold. Although its sales in SA are comparatively low, the Giulia continues to collect awards. Among the latest is another one from the international Sport Auto magazine, where it has now been a winner for the past three years.



The Toyota Avanza continues to dominate the small people carrier market in SA, selling 153 units in July, which was way below the 518 units sold in July 2019, but nevertheless well ahead of the second-placed Suzuki Ertiga, which sold 96 units, compared to 127 a year ago.

### DISCLAIMER

- PLEASE NOTE
- Haval, Lamborghini, Bentley, and Porsche report only total aggregated sales figures for each month.
  - There is no reference in this edition of *AutoLive* to detailed figures for BMW and Mercedes-Benz, but only estimates. BMW nowadays reports sales for each quarter and no longer monthly, in line with the policy of its parent company.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JULY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
VOLKSWAGEN SA	VW Polo	1 481	7.9%	2 076	7.0%
	VW Polo Vivo	1 474	7.8%	2 621	8.9%
	VW Tiguan	397	2.1%	595	2.0%
	VW T-Cross	350	1.9%	0	0.0%
	VW Polo Sedan	264	1.4%	436	1.5%
VOLKSWAGEN GROUP SA TOTAL		4 701	25.0%	7 088	24.1%
TOYOTA	TOYOTA Corolla Quest	488	2.6%	608	2.1%
	TOYOTA Etios	454	2.4%	762	2.6%
	TOYOTA Fortuner	348	1.9%	810	2.7%
	TOYOTA RAV	180	1.0%	584	2.0%
	TOYOTA Avanza	153	0.8%	518	1.8%
TOYOTA TOTAL		2 282	12.2%	4 739	16.1%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	513	2.7%	654	2.2%
	HYUNDAI i20	430	2.3%	863	2.9%
	HYUNDAI Venue	353	1.9%	0	0.0%
	HYUNDAI Creta	319	1.7%	252	0.9%
	HYUNDAI Tucson	245	1.3%	356	1.2%
HYUNDAI TOTAL		2 245	12.0%	2 532	8.6%
RENAULT	RENAULT Kwid	541	2.9%	768	2.6%
	RENAULT Sandero II	240	1.3%	581	2.0%
	RENAULT Duster	215	1.1%	287	1.0%
	RENAULT Clio IV	149	0.8%	229	0.8%
	RENAULT Triber	71	0.4%	0	0.0%
RENAULT TOTAL		1 328	7.1%	2 034	6.9%
SUZUKI	SUZUKI S-Presso	326	1.7%	0	0.0%
	SUZUKI Swift	323	1.7%	635	2.2%
	SUZUKI Jimny	150	0.8%	81	0.3%
	SUZUKI Ignis	105	0.6%	164	0.6%
	SUZUKI Ertiga	96	0.5%	127	0.4%
SUZUKI TOTAL		1 165	6.2%	1 484	5.0%
FMC	FORD EcoSport	500	2.7%	839	2.8%
	FORD Figo	250	1.3%	523	1.8%
	FORD Fiesta	146	0.8%	257	0.9%
	FORD Everest	125	0.7%	258	0.9%
	FORD Mustang	57	0.3%	36	0.1%
FMC TOTAL		1 124	6.0%	2 019	6.9%
BMW TOTAL		871	4.6%	1 284	4.4%



The recently-introduced Kia Seltos was the best-selling Kia model in SA in July, selling 259 units, which put it ahead of the popular Picanto (248), as well as the Rio (172), Sportage (101) and Grand Sedona (17).

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JULY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
KIA SA	KIA Seltos	259	1.4%	0	0.0%
	KIA Picanto	248	1.3%	800	2.7%
	KIA Rio	172	0.9%	300	1.0%
	KIA Sportage	101	0.5%	250	0.8%
	KIA Grand Sedona	17	0.1%	20	0.1%
KIA TOTAL		806	4.3%	1 395	4.7%
MAZDA SA	MAZDA CX-5	283	1.5%	351	1.2%
	MAZDA CX-3	255	1.4%	354	1.2%
	MAZDA 2	130	0.7%	213	0.7%
	MAZDA 3	64	0.3%	120	0.4%
	MAZDA MX-5	1	0.0%	1	0.0%
MAZDA SA TOTAL		733	3.9%	1 039	3.5%
MERCEDES-BENZ SA TOTAL		715	3.8%	945	3.2%
NISSAN	DATSUN GO	219	1.2%	548	1.9%
	NISSAN Qashqai	131	0.7%	103	0.3%
	NISSAN X-Trail	122	0.6%	297	1.0%
	NISSAN Almera	103	0.5%	466	1.6%
	NISSAN Micra 5	58	0.3%	69	0.2%
NISSAN TOTAL		702	3.7%	1 746	5.9%
HAVAL MOTORS SA TOTAL		571	3.0%	805	2.7%
JAGUAR LAND ROVER	L-R Defender	125	0.7%	0	0.0%
	L-R Range Rover Evoque	50	0.3%	58	0.2%
	L-R Range Rover Sport	47	0.3%	65	0.2%
	L-R Range Rover Velar	18	0.1%	45	0.2%
	L-R Discovery	18	0.1%	41	0.1%
JAGUAR LAND ROVER TOTAL		315	1.7%	343	1.2%
FCA SOUTH AFRICA	FIAT 500	44	0.2%	25	0.1%
	JEEP Grand Cherokee	43	0.2%	16	0.1%
	JEEP Wrangler	33	0.2%	25	0.1%
	ALFA Giulia	33	0.2%	2	0.0%
	ABARTH 124 Spider	32	0.2%	0	0.0%
FIAT GROUP TOTAL		263	1.4%	108	0.4%
MAHINDRA	MAHINDRA KUV	98	0.5%	223	0.8%
	MAHINDRA XUV300	56	0.3%	110	0.4%
	MAHINDRA XUV500	25	0.1%	24	0.1%
	MAHINDRA TUV	16	0.1%	14	0.0%
	MAHINDRA Scorpio	15	0.1%	16	0.1%
MAHINDRA TOTAL		214	1.1%	394	1.3%
HONDA	HONDA Amaze	40	0.2%	93	0.3%
	HONDA BR-V	31	0.2%	99	0.3%
	HONDA HR-V	26	0.1%	62	0.2%
	HONDA Jazz	25	0.1%	60	0.2%
	HONDA CR-V	20	0.1%	36	0.1%
HONDA TOTAL		166	0.9%	398	1.4%
VOLVO CARS	VOLVO XC60	56	0.3%	81	0.3%
	VOLVO XC40	35	0.2%	30	0.1%
	VOLVO XC90	26	0.1%	33	0.1%
	VOLVO S90	5	0.0%	3	0.0%
	VOLVO V90 CC	3	0.0%	0	0.0%
VOLVO CARS TOTAL		125	0.7%	186	0.6%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	32	0.2%	36	0.1%
	MITSUBISHI Eclipse Cross	27	0.1%	67	0.2%
	MITSUBISHI Pajero Sport	26	0.1%	21	0.1%
	MITSUBISHI Pajero	15	0.1%	19	0.1%
	MITSUBISHI Outlander	5	0.0%	8	0.0%
MITSUBISHI MOTORS SA TOTAL		105	0.6%	151	0.5%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JULY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
OPEL	OPEL Mokka X	23	0.1%	21	0.1%
	OPEL Corsa	18	0.1%	59	0.2%
	OPEL Grandland X	14	0.1%	59	0.2%
	OPEL Crossland X	14	0.1%	71	0.2%
	OPEL Astra Hatch	11	0.1%	27	0.1%
OPEL TOTAL		88	0.5%	272	0.9%
PCSA	PEUGEOT 208	22	0.1%	20	0.1%
	PEUGEOT 108	22	0.1%	0	0.0%
	PEUGEOT 3008	20	0.1%	27	0.1%
	CITROEN C3	11	0.1%	0	0.0%
	PEUGEOT 2008	4	0.0%	32	0.1%
PCSA TOTAL		86	0.5%	120	0.4%
PORSCHE TOTAL		74	0.4%	164	0.6%
ISUZU	ISUZU MU-X	35	0.2%	96	0.3%
ISUZU MOTORS SOUTH AFRICA TOTAL		35	0.2%	96	0.3%
SUBARU	SUBARU Forester	20	0.1%	45	0.2%
	SUBARU XV	8	0.0%	27	0.1%
	SUBARU Outback	4	0.0%	5	0.0%
	SUBARU Impreza	0	0.0%	2	0.0%
	SUBARU WRX	0	0.0%	5	0.0%
SUBARU TOTAL		32	0.2%	84	0.3%
JMC	LANDWIND X5	22	0.1%	9	0.0%
JMC TOTAL		22	0.1%	9	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	5	0.0%	2	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
	MASERATI Ghibli	0	0.0%	2	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
MASERATI TOTAL		6	0.0%	5	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JULY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	3	0.0%	4	0.0%
	FERRARI Portofino	1	0.0%	1	0.0%
	FERRARI GTC4Lusso	0	0.0%	1	0.0%
	FERRARI 488 GTB	0	0.0%	1	0.0%
	FERRARI 812	0	0.0%	2	0.0%
SCUDERIA TOTAL		4	0.0%	9	0.0%
BENTLEY TOTAL		3	0.0%	7	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		0	0.0%	1	0.0%
GRAND TOTAL		18 781	100.0%	29 457	100.0%

TOP 5 SELLING PASSENGER CARS FOR JULY 2020		
TYPE	2020	2020 SHARE
VW Polo	1 481	9.0%
VW Polo Vivo	1 474	8.9%
RENAULT Kwid	541	3.3%
HYUNDAI Grand i10	513	3.1%
FORD EcoSport	500	3.0%
	16 547	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JULY 2020		
TYPE	2020	2020 SHARE
TOYOTA Hilux	3 575	32.9%
FORD Ranger	1 987	18.3%
ISUZU D-MAX	1 340	12.3%
TOYOTA Hi-Ace	1 011	9.3%
NISSAN NP200	900	8.3%
	10 875	



The Subaru Forester may have received a five-star best in class Euro NCAP award for small off-road/MPVs earlier this year, but the Subaru brand continues to battle in the sales stakes in SA. Only 20 Foresters were sold in July, while total Subaru sales for the month totalled a mere 33 units for the month.

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JULY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
SUB ONE-TON	NISSAN NP200	900	8.1%	1 730	12.5%
	CHANGAN Star III	16	0.1%	10	0.1%
	SUZUKI Gypsy	3	0.0%	3	0.0%
SUB ONE-TON TOTAL		919	8.2%	1 743	12.6%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 748	15.7%	1 511	10.9%
	FORD Ranger	1 507	13.5%	1 735	12.5%
	ISUZU D-MAX	506	4.5%	664	4.8%
	NISSAN NP300	178	1.6%	369	2.7%
	VW Amarok	141	1.3%	252	1.8%
ABOVE ONE-TON DCAB TOTAL		4 372	39.2%	5 035	36.3%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 294	11.6%	1 067	7.7%
	ISUZU D-MAX	719	6.4%	914	6.6%
	FORD Ranger	303	2.7%	195	1.4%
	MAHINDRA Scorpio Pik-Up	262	2.3%	234	1.7%
	HYUNDAI H100 Bakkie	218	2.0%	216	1.6%
ABOVE ONE-TON SCAB TOTAL		3 374	30.2%	3 891	28.1%
ABOVE ONE-TON XCAB	TOYOTA Hilux	533	4.8%	418	3.0%
	FORD Ranger	177	1.6%	287	2.1%
	ISUZU D-MAX	115	1.0%	114	0.8%
ABOVE ONE-TON XCAB TOTAL		825	7.4%	819	5.9%
MINIBUS	TOYOTA Hi-Ace	1 011	9.1%	95	0.7%
	VW Caddy	79	0.7%	102	0.7%
	FORD Tourneo Custom	34	0.3%	22	0.2%
	TOYOTA Quantum	28	0.3%	1498	10.8%
	NISSAN NV350 Taxi	17	0.2%	77	0.6%
MINIBUS TOTAL		1 174	10.5%	1 812	13.1%
PANEL VAN	VW Caddy	47	0.4%	53	0.4%
	FORD Transit Custom	42	0.4%	27	0.2%
	TOYOTA Quantum	41	0.4%	46	0.3%
	CHANGAN Star III	15	0.1%	9	0.1%
	OPEL Combo	13	0.1%	32	0.2%
PANEL VAN TOTAL		211	1.9%	258	1.9%
NON-REPORTERS	HAVAL MOTORS SA	173	1.5%	188	1.4%
	MERCEDES-BENZ SA	117	1.0%	113	0.8%
NON-REPORTERS TOTAL		290	2.6%	301	2.2%
GRAND TOTAL		11 165	100.0%	13 859	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JULY 2020 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	JUL-20	SHARE
MERCEDES-BENZ SA TOTAL		477	20.0%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	91	3.8%
	XHV	296	12.4%
	BUS	0	0.0%
VOLVO TRUCKS TOTAL		387	16.2%
TOYOTA HINO	MCV	205	8.6%
	HCV	78	3.3%
	XHV	25	1.0%
HINO TOTAL		308	12.9%
ISUZU MOTORS SA	MCV	129	5.4%
	HCV	111	4.7%
	XHV	50	2.1%
	BUS	2	0.1%
ISUZU MOTORS SA TOTAL		292	12.2%
SCANIA	XHV	223	9.4%
	BUS	4	0.2%
SCANIA TOTAL		227	9.5%
MAN	HCV	1	0.0%
	XHV	147	6.2%
	BUS	26	1.1%
MAN TOTAL		174	7.3%
FAW	MCV	21	0.9%
	HCV	53	2.2%
	XHV	64	2.7%
FAW TOTAL		138	5.8%
VOLKSWAGEN GROUP SA	MCV	99	4.2%
VOLKSWAGEN GROUP SA TOTAL		99	4.2%
TATA	MCV	23	1.0%
	HCV	33	1.4%
	XHV	25	1.0%
	BUS	2	0.1%
TATA TOTAL		83	3.5%
POWERSTAR	MCV	0	0.0%
	HCV	16	0.7%
	XHV	44	1.8%
POWERSTAR TOTAL		60	2.5%
HYUNDAI MOTORS SA	MCV	38	1.6%
HYUNDAI TOTAL		38	1.6%
BABCOCK	HCV	0	0.0%
	XHV	30	1.3%
BABCOCK TOTAL		30	1.3%
IVECO	MCV	13	0.5%
	HCV	1	0.0%
	XHV	11	0.5%
	BUS	0	0.0%
IVECO TOTAL		25	1.0%
JMC	MCV	19	0.8%
JMC TOTAL		19	0.8%
VECV SOUTH AFRICA	MCV	0	0.0%
	HCV	11	0.5%
	XHV	5	0.2%
VECV TOTAL		16	0.7%
FMC	MCV	7	0.3%
FMC TOTAL		7	0.3%
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		2 384	100.0%