

South African Vehicle Sales Figures at the End of September 2020

TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
ENTRY CARS	VW Polo Vivo	1 621	7.2%	2 540	7.7%
	TOYOTA Etios	809	3.6%	602	1.8%
	SUZUKI S-Presso	538	2.4%	0	0.0%
	RENAULT Kwid	510	2.3%	956	2.9%
	KIA Picanto	486	2.1%	775	2.3%
ENTRY CARS TOTAL		6 134	27.1%	8 425	25.4%
SUB-SMALL	VW Polo	1 299	5.7%	2 326	7.0%
	SUZUKI Swift	533	2.4%	579	1.7%
	VW Polo Sedan	466	2.1%	546	1.6%
	HYUNDAI i20	396	1.7%	595	1.8%
	KIA Rio	302	1.3%	290	0.9%
SUB-SMALL TOTAL		3 937	17.4%	7 224	21.8%
SMALL	TOYOTA Corolla Quest	439	1.9%	1 352	4.1%
	VW Golf 7	276	1.2%	280	0.8%
	NISSAN Almera	142	0.6%	297	0.9%
	MAZDA 3	123	0.5%	79	0.2%
	AUDI A3 Sportback	85	0.4%	130	0.4%
SMALL TOTAL		1 313	5.8%	3 153	9.5%
MEDIUM	AUDI A4	16	0.1%	86	0.3%
	LEXUS ES	14	0.1%	20	0.1%
	LEXUS IS	3	0.0%	1	0.0%
	ALFA Giulia	2	0.0%	1	0.0%
	AUDI A4 Avant	2	0.0%	5	0.0%
MEDIUM TOTAL		37	0.2%	126	0.4%
LARGE	AUDI A5 Sportback	29	0.1%	29	0.1%
	AUDI A5 Coupe/ Cabriolet	16	0.1%	8	0.0%
	VOLVO V90 CC	3	0.0%	1	0.0%
	AUDI A6	2	0.0%	0	0.0%
	AUDI A7 Sportback	1	0.0%	1	0.0%
LARGE TOTAL		52	0.2%	46	0.1%
LUXURY	LEXUS LS	1	0.0%	0	0.0%
	VOLVO S90	0	0.0%	4	0.0%
LUXURY TOTAL		1	0.0%	4	0.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
MPV	TOYOTA Avanza	215	0.9%	574	1.7%
	HYUNDAI H1	107	0.5%	158	0.5%
	SUZUKI Ertiga	85	0.4%	131	0.4%
	DATSUN GO+	32	0.1%	139	0.4%
	VW Caddy	30	0.1%	44	0.1%
MPV TOTAL		542	2.4%	1 257	3.8%
SUV	TOYOTA Fortuner	911	4.0%	918	2.8%
	VW Tiguan	428	1.9%	632	1.9%
	NISSAN X-Trail	274	1.2%	309	0.9%
	MAZDA CX-5	261	1.2%	330	1.0%
	TOYOTA RAV	229	1.0%	608	1.8%
SUV TOTAL		4 137	18.3%	5 413	16.3%
SPORT AND EXOTICS	FORD Mustang	49	0.2%	32	0.1%
	TOYOTA Supra	24	0.1%	10	0.0%
	FERRARI 488 Pista	6	0.0%	1	0.0%
	FERRARI F8	5	0.0%	0	0.0%
	FERRARI 812	3	0.0%	3	0.0%
SPORT AND EXOTICS TOTAL		97	0.4%	65	0.2%
CROSSOVER	FORD EcoSport	748	3.3%	693	2.1%
	VW T-Cross	446	2.0%	810	2.4%
	HYUNDAI Creta	377	1.7%	346	1.0%
	HYUNDAI Venue	362	1.6%	0	0.0%
	KIA Seltos	318	1.4%	0	0.0%
CROSSOVER TOTAL		3 756	16.6%	3 969	12.0%
NON-REPORTERS TOTAL	BMW	1 151	5.1%	1 349	4.1%
	MERCEDES	742	3.3%	1 224	3.7%
	HAVAL MOTORS SA	660	2.9%	771	2.3%
	PORSCHE	76	0.3%	87	0.3%
	BENTLEY	4	0.0%	1	0.0%
NON-REPORTERS TOTAL		2 635	11.6%	3 438	10.4%
GRAND TOTAL		22 641		33 120	



The Toyota Etios, which has been replaced in the Toyota's product range in South Africa by the Starlet, has had an amazing send-off as it sold 809 units in September, which equated to a 3.6% share of the passenger car market and this was double the share of 1.8% from 602 units sold in September last year. The Etios sales figure was the second best for a passenger car in Toyota's range in September, only 92 less than the Fortuner.



The Suzuki Swift continues to be popular and its sales figure of 533 in September helped Suzuki set a new monthly sales record at 1 701 units, which put this Japanese brand in fourth place behind Volkswagen, Toyota and Hyundai. The Swift sales placed it second in the sub-small car category behind the Volkswagen Polo Vivo's 1 299 units sold, which was well below the 2 326 Vivo models sold in September 2019, when Suzuki sold 579 Swifts.

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 SEPTEMBER 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
VOLKSWAGEN SA	VW Polo Vivo	1 621	7.2%	2 540	7.7%
	VW Polo	1 299	5.7%	2 326	7.0%
	VW Polo Sedan	466	2.1%	546	1.6%
	VW T-Cross	446	2.0%	810	2.4%
	VW Tiguan	428	1.9%	632	1.9%
VOLKSWAGEN GROUP SA TOTAL		5 122	22.6%	8 212	24.8%
TOYOTA	TOYOTA Fortuner	911	4.0%	918	2.8%
	TOYOTA Etios	809	3.6%	602	1.8%
	TOYOTA Corolla Quest	439	1.9%	1352	4.1%
	TOYOTA RAV	229	1.0%	608	1.8%
	TOYOTA Avanza	215	0.9%	574	1.7%
TOYOTA TOTAL		3 503	15.5%	6 144	18.6%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	436	1.9%	710	2.1%
	HYUNDAI i20	396	1.7%	595	1.8%
	HYUNDAI Creta	377	1.7%	346	1.0%
	HYUNDAI Venue	362	1.6%	0	0.0%
	HYUNDAI Tucson	225	1.0%	440	1.3%
HYUNDAI TOTAL		2 267	10.0%	2 562	7.7%
SUZUKI	SUZUKI S-Presso	538	2.4%	0	0.0%
	SUZUKI Swift	533	2.4%	579	1.7%
	SUZUKI Celerio	118	0.5%	107	0.3%
	SUZUKI Vitara	103	0.5%	199	0.6%
	SUZUKI Jimny	100	0.4%	118	0.4%
SUZUKI TOTAL		1701	7.5%	1 544	4.7%
RENAULT	RENAULT Kwid	510	2.3%	956	2.9%
	RENAULT Triber	485	2.1%	0	0.0%
	RENAULT Sandero II	312	1.4%	721	2.2%
	RENAULT Duster	207	0.9%	287	0.9%
	RENAULT Captur	85	0.4%	80	0.2%
RENAULT TOTAL		1 651	7.3%	2 623	7.9%
FMC	FORD EcoSport	748	3.3%	693	2.1%
	FORD Figo	292	1.3%	1 128	3.4%
	FORD Everest	140	0.6%	199	0.6%
	FORD Fiesta	122	0.5%	181	0.5%
	FORD Kuga	58	0.3%	75	0.2%
FMC TOTAL		1 411	6.2%	2 308	7.0%
KIA SA	KIA Picanto	486	2.1%	775	2.3%
	KIA Seltos	318	1.4%	0	0.0%
	KIA Rio	302	1.3%	290	0.9%
	KIA Sportage	192	0.8%	290	0.9%
	KIA Grand Sedona	23	0.1%	17	0.1%
KIA TOTAL		1 337	5.9%	1 391	4.2%
BMW TOTAL		1 151	5.1%	1 349	4.1%
NISSAN	NISSAN X-Trail	274	1.2%	309	0.9%
	NISSAN Almera	142	0.6%	297	0.9%
	DATSUN GO	138	0.6%	640	1.9%
	NISSAN Qashqai	99	0.4%	285	0.9%
	NISSAN Micra 5	83	0.4%	177	0.5%
NISSAN TOTAL		797	3.5%	1 896	5.7%
MERCEDES-BENZ SA TOTAL		742	3.3%	1 224	3.7%
HAVAL MOTORS SA TOTAL		660	2.9%	771	2.3%
MAZDA SA	MAZDA CX-5	261	1.2%	330	1.0%
	MAZDA 2	129	0.6%	207	0.6%
	MAZDA 3	123	0.5%	79	0.2%
	MAZDA CX-3	80	0.4%	334	1.0%
	MAZDA MX-5	0	0.0%	2	0.0%
MAZDA SA TOTAL		593	2.6%	952	2.9%
JAGUAR LAND ROVER	L-R Defender	110	0.5%	0	0.0%
	L-R Range Rover Sport	78	0.3%	78	0.2%
	L-R Range Rover Evoque	44	0.2%	45	0.1%
	L-R Discovery	23	0.1%	31	0.1%
	L-R Discovery Sport	15	0.1%	36	0.1%
JAGUAR LAND ROVER TOTAL		313	1.4%	322	1.0%



The popular Hyundai Grand i10's 436 sales in September were a major contributor to Hyundai's impressive monthly total of 2 267 units, which equated to a 10% share of the passenger car market and was 2.3% higher than the brand's penetration in September 2019 when 2 562 units were sold.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
HONDA	HONDA BR-V	74	0.3%	132	0.4%
	HONDA HR-V	60	0.3%	57	0.2%
	HONDA Amaze	57	0.3%	47	0.1%
	HONDA Jazz	55	0.2%	116	0.4%
	HONDA CR-V	45	0.2%	47	0.1%
HONDA TOTAL		311	1.4%	453	1.4%
MAHINDRA	MAHINDRA KUV	86	0.4%	214	0.6%
	MAHINDRA XUV300	83	0.4%	63	0.2%
	MAHINDRA Scorpio	24	0.1%	22	0.1%
	MAHINDRA XUV500	22	0.1%	36	0.1%
	MAHINDRA TUV	21	0.1%	4	0.0%
MAHINDRA TOTAL		247	1.1%	345	1.0%
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	98	0.4%	25	0.1%
	MITSUBISHI Eclipse Cross	26	0.1%	35	0.1%
	MITSUBISHI ASX	14	0.1%	33	0.1%
	MITSUBISHI Pajero	13	0.1%	11	0.0%
	MITSUBISHI Outlander	2	0.0%	6	0.0%
MITSUBISHI MOTORS SA TOTAL		153	0.7%	110	0.3%
VOLVO CARS	VOLVO XC40	60	0.3%	38	0.1%
	VOLVO XC60	50	0.2%	65	0.2%
	VOLVO XC90	18	0.1%	28	0.1%
	VOLVO V90 CC	3	0.0%	1	0.0%
	VOLVO V40	0	0.0%	45	0.1%
VOLVO CARS TOTAL		131	0.6%	195	0.6%
FCA SOUTH AFRICA / FIAT GROUP	JEEP Compass	22	0.1%	5	0.0%
	JEEP Grand Cherokee	19	0.1%	19	0.1%
	JEEP Renegade	16	0.1%	11	0.0%
	JEEP Cherokee	15	0.1%	2	0.0%
FIAT 500		13	0.1%	29	0.1%
FIAT GROUP TOTAL		116	0.5%	124	0.4%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
PCSA	PEUGEOT 108	48	0.2%	39	0.1%
	PEUGEOT 3008	22	0.1%	42	0.1%
	CITROEN C3	15	0.1%	0	0.0%
	PEUGEOT 5008	12	0.1%	44	0.1%
	PEUGEOT 208	7	0.0%	20	0.1%
PCSA TOTAL		114	0.5%	151	0.5%
OPEL	OPEL Grandland X	23	0.1%	4	0.0%
	OPEL Astra Hatch	18	0.1%	14	0.0%
	OPEL Corsa	16	0.1%	118	0.4%
	OPEL Crossland X	15	0.1%	30	0.1%
	OPEL Adam	8	0.0%	2	0.0%
OPEL TOTAL		91	0.4%	188	0.6%
PORSCHE TOTAL		76	0.3%	87	0.3%
SUBARU	SUBARU Forester	44	0.2%	60	0.2%
	SUBARU XV	24	0.1%	21	0.1%
	SUBARU Outback	6	0.0%	2	0.0%
	SUBARU WRX	0	0.0%	7	0.0%
SUBARU TOTAL		74	0.3%	90	0.3%
ISUZU	ISUZU MU-X	28	0.1%	51	0.2%
ISUZU MOTORS SOUTH AFRICA TOTAL		28	0.1%	51	0.2%
JMC	LANDWIND X5	23	0.1%	6	0.0%
JMC TOTAL		23	0.1%	6	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	6	0.0%	1	0.0%
	FERRARI F8	5	0.0%	0	0.0%
	FERRARI Portofino	3	0.0%	2	0.0%
	FERRARI 812	3	0.0%	3	0.0%
	FERRARI 488 Spider	0	0.0%	0	0.0%
SCUDERIA TOTAL		17	0.1%	6	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	6	0.0%	8	0.0%
	MASERATI GranCabrio	0	0.0%	1	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
MASERATI TOTAL		6	0.0%	9	0.0%
BENTLEY TOTAL		4	0.0%	1	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		2	0.0%	6	0.0%
GRAND TOTAL		22 641	100.0%	33 120	100.0%

TOP 5 SELLING PASSENGER CARS FOR SEPTEMBER 2020		
TYPE	2020	2020 SHARE
VW Polo Vivo	1 621	8.1%
VW Polo	1 299	6.5%
TOYOTA Fortuner	911	4.6%
TOYOTA Etios	809	4.0%
FORD EcoSport	748	3.7%
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TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR SEPTEMBER 2020		
TYPE	2020	2020 SHARE
TOYOTA Hilux	4 252	34.6%
FORD Ranger	2 188	17.8%
NISSAN NP200	1 118	9.1%
TOYOTA Hi-Ace	1 050	8.5%
ISUZU D-MAX	935	7.6%
		12 281



The Ferrari 488 Pista was the top seller in the Ferrari range in South Africa in September with six of these models sold in the brand's impressive monthly total of 17 cars sold in the sports and exotic car category. The other models sold in the month were the F8 (5), Portofino (3) and 812 (3). Ferrari sold only six cars in September 2019.



The Toyota Hilux, which has been given an appearance and feature refreshing as well as a realignment of the local model range, reigned supreme in September vehicle sales, with 4 252 units sold for a dominant 34.6% share of the light commercial market. This performance put Hilux well ahead of its nearest challenger in the important one-ton pick-up market, the Ford Ranger, which sold 2 188 units for a 17.8% share.

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR SEPTEMBER 2020

SEGMENT	TYPE	2020	SHARE	2019	SHARE
SUB ONE-TON	NISSAN NP200	1 118	9.1%	2 250	16.7%
	SUZUKI Gypsy	15	0.1%	3	0.0%
	CHANGAN Star III	15	0.1%	8	0.1%
SUB ONE-TON TOTAL		1 148	9.3%	2 261	16.8%
ABOVE ONE-TON DCAB	TOYOTA Hilux	2 355	19.2%	1 567	11.6%
	FORD Ranger	1 736	14.1%	1 742	12.9%
	ISUZU D-MAX	375	3.1%	496	3.7%
	NISSAN NP300	320	2.6%	84	0.6%
	VW Amarok	120	1.0%	163	1.2%
ABOVE ONE-TON DCAB TOTAL		5 231	42.6%	4 433	32.9%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 225	10.0%	1 390	10.3%
	ISUZU D-MAX	473	3.9%	658	4.9%
	FORD Ranger	280	2.3%	287	2.1%
	NISSAN NP300	278	2.3%	425	3.2%
	HYUNDAI H100 Bakkie	266	2.2%	223	1.7%
ABOVE ONE-TON SCAB TOTAL		3 197	26.0%	3 643	27.0%
ABOVE ONE-TON XCAB	TOYOTA Hilux	672	5.5%	453	3.4%
	FORD Ranger	172	1.4%	292	2.2%
	ISUZU D-MAX	87	0.7%	43	0.3%
	ISUZU KB	0	0.0%	0	0.0%
ABOVE ONE-TON XCAB TOTAL		931	7.6%	788	5.9%
MINIBUS	TOYOTA Hi-Ace	1 050	8.5%	1 441	10.7%
	VW Caddy	98	0.8%	102	0.8%
	FORD Tourneo Custom	58	0.5%	11	0.1%
	NISSAN NV350 Taxi	41	0.3%	149	1.1%
	TOYOTA Quantum	6	0.0%	90	0.7%
MINIBUS TOTAL		1 257	10.2%	1 816	13.5%
PANEL VAN	VW Caddy	64	0.5%	63	0.5%
	HYUNDAI H1	38	0.3%	4	0.0%
	TOYOTA Quantum	36	0.3%	73	0.5%
	HYUNDAI Grand i10	30	0.2%	27	0.2%
	FORD Transit Custom	18	0.1%	19	0.1%
PANEL VAN TOTAL		248	2.0%	254	1.9%
NON-REPORTERS	HAVAL MOTORS SA	176	1.4%	169	1.3%
	MERCEDES-BENZ SA	93	0.8%	105	0.8%
NON-REPORTERS TOTAL		269	2.2%	274	2.0%
GRAND TOTAL		12 281	100.0%	13 469	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR SEPTEMBER 2020 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)

MANUFACTURER	CATEGORY	SEP-20	SHARE
MERCEDES-BENZ SA TOTAL		480	20.7%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	113	4.9%
	XHV	300	13.0%
	BUS	0	0.0%
VOLVO TRUCKS TOTAL		413	17.8%
ISUZU MOTORS SA	MCV	122	5.3%
	HCV	92	4.0%
	XHV	16	0.7%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		230	9.9%
TOYOTA HINO	MCV	134	5.8%
	HCV	69	3.0%
	XHV	20	0.9%
HINO TOTAL		223	9.6%
MAN	HCV	5	0.2%
	XHV	171	7.4%
	BUS	19	0.8%
MAN TOTAL		195	8.4%
FAW	MCV	2	0.1%
	HCV	75	3.2%
	XHV	85	3.7%
FAW TOTAL		162	7.0%
IVECO	MCV	121	5.2%
	HCV	1	0.0%
	XHV	17	0.7%
	BUS	6	0.3%
IVECO TOTAL		145	6.3%
SCANIA	XHV	133	5.7%
	BUS	0	0.0%
SCANIA TOTAL		133	5.7%
TATA	MCV	37	1.6%
	HCV	39	1.7%
	XHV	24	1.0%
	BUS	0	0.0%
TATA TOTAL		100	4.3%
POWERSTAR	MCV	1	0.0%
	HCV	21	0.9%
	XHV	47	2.0%
POWERSTAR TOTAL		69	3.0%
VOLKSWAGEN GROUP SA	MCV	49	2.1%
VOLKSWAGEN GROUP SA TOTAL		49	2.1%
BABCOCK	HCV	0	0.0%
	XHV	29	1.3%
BABCOCK TOTAL		29	1.3%
VECV SOUTH AFRICA	MCV	3	0.1%
	HCV	21	0.9%
	XHV	2	0.1%
VECV TOTAL		26	1.1%
JMC	MCV	26	1.1%
JMC TOTAL		26	1.1%
HYUNDAI MOTORS SA	MCV	22	1.0%
HYUNDAI TOTAL		22	1.0%
PCSA	MCV	7	0.3%
PCSA TOTAL		7	0.3%
FMC	MCV	4	0.2%
FMC TOTAL		4	0.2%
FCA SOUTH AFRICA	MCV	1	0.0%
FCA SOUTH AFRICA TOTAL		1	0.0%
GRAND TOTAL		2 314	100.0%