

South African Vehicle Sales Figures at the End of February 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 646	8.1%	2 401	6.9%
	TOYOTA Etios	1 313	4.0%	1 599	4.6%
	KIA Picanto	902	2.7%	209	0.6%
	FORD Figo	767	2.3%	714	2.0%
	CHEV Spark	625	1.9%	586	1.7%
ENTRY CARS TOTAL		9 077	27.6%	9 511	27.2%
SUB-SMALL	VW Polo	1 665	5.1%	2 004	5.7%
	FORD Fiesta	895	2.7%	508	1.5%
	HYUNDAI i20	769	2.3%	1 252	3.6%
	KIA Rio	518	1.6%	666	1.9%
	RENAULT Clio IV	410	1.2%	324	0.9%
SUB-SMALL TOTAL		6 217	18.9%	6 633	19.0%
SMALL	TOYOTA Corolla	758	2.3%	914	2.6%
	TOYOTA Corolla Quest	648	2.0%	561	1.6%
	VW Golf 7	490	1.5%	646	1.8%
	FORD Focus	431	1.3%	136	0.4%
	BMW 1-Series	338	1.0%	276	0.8%
SMALL TOTAL		5 357	16.3%	5 735	16.4%
MEDIUM	MERCEDES C-Class	695	2.1%	1 087	3.1%
	BMW 3-Series	689	2.1%	804	2.3%
	AUDI A4	320	1.0%	318	0.9%
	BMW 4-Series	134	0.4%	229	0.7%
	FORD Mustang	90	0.3%	0	0.0%
MEDIUM TOTAL		2 131	6.5%	2 625	7.5%
LARGE	BMW 5-Series	138	0.4%	63	0.2%
	MERCEDES E-Class	54	0.2%	145	0.4%
	JAGUAR XF	52	0.2%	29	0.1%
	AUDI A5 Sportback	42	0.1%	32	0.1%
	AUDI A6	28	0.1%	37	0.1%
LARGE TOTAL		362	1.1%	411	1.2%
LUXURY	MERCEDES S-Class	39	0.1%	39	0.1%
	BMW 6-Series	36	0.1%	15	0.0%
	BMW 7-Series	35	0.1%	5	0.0%
	MERCEDES CLS	22	0.1%	9	0.0%
	AUDI A8	7	0.0%	7	0.0%
LUXURY TOTAL		146	0.4%	88	0.3%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FEBRUARY 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	378	1.2%	379	1.1%
	HYUNDAI H1	228	0.7%	257	0.7%
	HONDA Mobilio	149	0.5%	75	0.2%
	MERCEDES B-Class	147	0.4%	149	0.4%
	MERCEDES V-Class	108	0.3%	0	0.0%
MPV TOTAL		1 437	4.4%	1 303	3.7%
SUV	TOYOTA RAV	498	1.5%	414	1.2%
	MAZDA CX-5	377	1.1%	171	0.5%
	NISSAN X-Trail	323	1.0%	254	0.7%
	FORD Kuga	314	1.0%	370	1.1%
	HYUNDAI ix35	251	0.8%	485	1.4%
SUV TOTAL		4 981	15.2%	5 685	16.3%
SPORT AND EXOTICS	MERCEDES SLK	49	0.1%	10	0.0%
	PORSCHE 911	44	0.1%	17	0.0%
	AUDI TT	23	0.1%	100	0.3%
	PORSCHE Boxster	19	0.1%	16	0.0%
	PORSCHE Cayman	15	0.0%	15	0.0%
SPORT AND EXOTICS TOTAL		197	0.6%	219	0.6%
CROSSOVER	FORD EcoSport	1 003	3.1%	1 318	3.8%
	NISSAN Qashqai	276	0.8%	307	0.9%
	RENAULT Captur	252	0.8%	0	0.0%
	MAZDA CX-3	227	0.7%	0	0.0%
	MERCEDES GLA	210	0.6%	130	0.4%
CROSSOVER TOTAL		2 964	9.0%	2 737	7.8%
GRAND TOTAL		32 869		34 947	



The iconic Ford Mustang proved a big sales success in the South African sports car market in its launch month of February selling 90 units.

PLEASE NOTE:

- These retail sales figures were supplied by Lightstone Auto the independent provider of South African new vehicle sales information to the Department of Trade and Industry (dti) and the automotive industry.
- For the time being Mercedes-Benz South Africa (Pty) Ltd will only report aggregated sales data.
- These figures include aggregated figures for the various categories of certain brands sold by Associated Motor Holdings, including Kia and Hyundai. The split volumes for the various individual models of these brands are estimates based on historical trends and forecasting techniques by Lightstone Auto.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 646	8.1%	2401	6.9%
	VW Polo	1 665	5.1%	2 004	5.7%
	VW Golf 7	490	1.5%	646	1.8%
	AUDI A4	320	1.0%	318	0.9%
	VW up	273	0.8%	491	1.4%
VOLKSWAGEN GROUP SA TOTAL		7 077	21.5%	7 755	22.2%
TOYOTA	TOYOTA Etios	1 313	4.0%	1 599	4.6%
	TOYOTA Corolla	758	2.3%	914	2.6%
	TOYOTA Corolla Quest	648	2.0%	561	1.6%
	TOYOTA RAV	498	1.5%	414	1.2%
	TOYOTA Avanza	378	1.2%	379	1.1%
TOYOTA TOTAL		4 502	13.7%	5 106	14.6%
AMH	KIA Picanto	902	2.7%	209	0.6%
	HYUNDAI i20	769	2.3%	1 252	3.6%
	KIA Rio	518	1.6%	666	1.9%
	HYUNDAI Grand i10	495	1.5%	882	2.5%
	HYUNDAI i10	491	1.5%	374	1.1%
AMH TOTAL		4 392	13.4%	5 223	14.9%
FMC	FORD EcoSport	1 003	3.1%	1 318	3.8%
	FORD Fiesta	895	2.7%	508	1.5%
	FORD Figo	767	2.3%	714	2.0%
	FORD Focus	431	1.3%	136	0.4%
	FORD Kuga	314	1.0%	370	1.1%
FMC TOTAL		3 823	11.6%	3 186	9.1%
BMW GROUP	BMW 3-Series	689	2.1%	804	2.3%
	BMW 1-Series	338	1.0%	276	0.8%
	BMW 2-Series	236	0.7%	171	0.5%
	BMW X1	207	0.6%	27	0.1%
	BMW X5	207	0.6%	157	0.4%
BMW GROUP TOTAL		2 470	7.5%	2 233	6.4%
MERCEDES-BENZ SA	MERCEDES C-Class	695	2.1%	1087	3.1%
	MERCEDES M-Class	223	0.7%	139	0.4%
	MERCEDES CLA	211	0.6%	134	0.4%
	MERCEDES GLA	210	0.6%	130	0.4%
	MERCEDES B-Class	147	0.4%	149	0.4%
MERCEDES-BENZ SA TOTAL		2 063	6.3%	2 185	6.3%
GMSA/ISUZU TRUCKS	CHEV Spark	625	1.9%	586	1.7%
	OPEL Corsa	175	0.5%	285	0.8%
	CHEV Aveo	157	0.5%	236	0.7%
	OPEL Mokka	150	0.5%	0	0.0%
	OPEL Adam	117	0.4%	280	0.8%
GMSA TOTAL		1 565	4.8%	1 873	5.4%
NISSAN	DATSUN GO	351	1.1%	564	1.6%
	NISSAN X-Trail	323	1.0%	254	0.7%
	NISSAN Qashqai	276	0.8%	307	0.9%
	NISSAN Almera	143	0.4%	90	0.3%
	NISSAN Micra	102	0.3%	35	0.1%
NISSAN TOTAL		1 333	4.1%	1 457	4.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
RENAULT	RENAULT Sandero II	415	1.3%	407	1.2%
	RENAULT Clio IV	410	1.2%	324	0.9%
	RENAULT Captur	252	0.8%	0	0.0%
	RENAULT Duster	184	0.6%	346	1.0%
	RENAULT Megane III	6	0.0%	22	0.1%
RENAULT TOTAL		1 267	3.9%	1 138	3.3%
MAZDA SA PCSA	MAZDA CX-5	377	1.1%	171	0.5%
	MAZDA 3	293	0.9%	213	0.6%
	MAZDA CX-3	227	0.7%	0	0.0%
	MAZDA 2	179	0.5%	72	0.2%
	MAZDA MX-5	6	0.0%	3	0.0%
MAZDA SA TOTAL		1 083	3.3%	483	1.4%
HONDA	HONDA Ballade	266	0.8%	330	0.9%
	HONDA Brio	221	0.7%	468	1.3%
	HONDA Mobilio	149	0.5%	75	0.2%
	HONDA Jazz	130	0.4%	328	0.9%
	HONDA CR-V	66	0.2%	170	0.5%
HONDA TOTAL		1 000	3.0%	1 411	4.0%
SUZUKI	SUZUKI Swift	175	0.5%	170	0.5%
	SUZUKI Jimny	68	0.2%	72	0.2%
	SUZUKI Celerio	67	0.2%	89	0.3%
	SUZUKI Vitara	47	0.1%	0	0.0%
	SUZUKI Ciaz	44	0.1%	0	0.0%
SUZUKI TOTAL		457	1.4%	509	1.5%
JAGUAR LAND ROVER	L-R Range Rover Sport	102	0.3%	69	0.2%
	L-R Discovery Sport	96	0.3%	0	0.0%
	L-R Range Rover Evoque	95	0.3%	104	0.3%
	L-R Discovery 4	60	0.2%	158	0.5%
	JAGUAR XF	52	0.2%	29	0.1%
JAGUAR LAND ROVER TOTAL		449	1.4%	407	1.2%
CHRYSLER SA	JEEP Renegade	129	0.4%	2	0.0%
	JEEP Grand Cherokee	86	0.3%	186	0.5%
	JEEP Wrangler	75	0.2%	138	0.4%
	JEEP Cherokee	38	0.1%	55	0.2%
	JEEP Compass	21	0.1%	140	0.4%
CHRYSLER SA TOTAL		366	1.1%	643	1.8%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	110	0.3%	180	0.5%
	MITSUBISHI Pajero Sport	41	0.1%	47	0.1%
	MITSUBISHI Pajero	37	0.1%	54	0.2%
	MITSUBISHI Mirage	17	0.1%	54	0.2%
	MITSUBISHI Outlander	9	0.0%	4	0.0%
MITSUBISHI MOTORS SA TOTAL		214	0.7%	340	1.0%

< continued from previous page

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLVO CARS	VOLVO V40	47	0.1%	111	0.3%
	VOLVO XC90	42	0.1%	1	0.0%
	VOLVO XC60	29	0.1%	40	0.1%
	VOLVO V40 CC	17	0.1%	32	0.1%
	VOLVO S60	15	0.0%	34	0.1%
VOLVO CARS TOTAL		158	0.5%	229	0.7%
PORSCHE	PORSCHE Cayenne	46	0.1%	47	0.1%
	PORSCHE 911	44	0.1%	17	0.0%
	PORSCHE Macan	20	0.1%	43	0.1%
	PORSCHE Boxster	19	0.1%	16	0.0%
	PORSCHE Cayman	15	0.0%	15	0.0%
PORSCHE TOTAL		144	0.4%	142	0.4%
FIAT GROUP	FIAT 500	94	0.3%	30	0.1%
	FIAT 500X	8	0.0%	0	0.0%
	ABARTH 500	5	0.0%	2	0.0%
	ALFA Giulietta	5	0.0%	12	0.0%
	ALFA MiTo	2	0.0%	3	0.0%
FIAT GROUP TOTAL		120	0.4%	67	0.2%
PCSA	PEUGEOT 308	50	0.2%	8	0.0%
	PEUGEOT 208	22	0.1%	65	0.2%
	PEUGEOT 2008	10	0.0%	30	0.1%
	CITROEN DS3	9	0.0%	3	0.0%
	CITROEN C4 Cactus	9	0.0%	0	0.0%
PCSA TOTAL		111	0.3%	156	0.4%
SUBARU	SUBARU Forester	36	0.1%	35	0.1%
	SUBARU XV	31	0.1%	30	0.1%
	SUBARU Outback	10	0.0%	1	0.0%
	SUBARU WRX	2	0.0%	8	0.0%
	SUBARU Legacy	1	0.0%	0	0.0%
SUBARU TOTAL		80	0.2%	74	0.2%
MAHINDRA	MAHINDRA XUV	62	0.2%	60	0.2%
	MAHINDRA Xylo	6	0.0%	12	0.0%
	MAHINDRA Quanto	3	0.0%	5	0.0%
	SSANGYONG Korando	2	0.0%	17	0.0%
	MAHINDRA Scorpio	2	0.0%	5	0.0%
MAHINDRA TOTAL		75	0.2%	100	0.3%
TATA	TATA Bolt	46	0.1%	0	0.0%
	TATA Indica Vista	24	0.1%	6	0.0%
	TATA B-Line	4	0.0%	59	0.2%
	TATA Manza	0	0.0%	2	0.0%
TATA TOTAL		74	0.2%	67	0.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FEBRUARY 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
AAD	CHERY QQ3	15	0.0%	24	0.1%
	CHERY J2	3	0.0%	11	0.0%
	CHERY Tiggo	0	0.0%	26	0.1%
	CHERY J3	0	0.0%	1	0.0%
CHERY J5	0	0.0%	1	0.0%	
AAD TOTAL		18	0.1%	63	0.2%
GWMSA	GWM H6	17	0.1%	13	0.0%
	GWM M4	0	0.0%	14	0.0%
	GWM H5	0	0.0%	16	0.0%
	GWM C30	0	0.0%	10	0.0%
GWM C20R	0	0.0%	20	0.1%	
GWMSA TOTAL		17	0.1%	87	0.2%
SCUDERIA SOUTH AFRICA	FERRARI 488 GTB	3	0.0%	0	0.0%
	FERRARI California	2	0.0%	5	0.0%
	FERRARI 458 Speciale	1	0.0%	2	0.0%
	FERRARI F12	0	0.0%	1	0.0%
	FERRARI FF	0	0.0%	0	0.0%
FERRARI TOTAL		6	0.0%	8	0.0%
MASERATI SOUTH AFRICA	MASERATI Quattroporte	2	0.0%	0	0.0%
	MASERATI Ghibli	1	0.0%	0	0.0%
	MASERATI GranCabrio	1	0.0%	0	0.0%
MASERATI TOTAL		4	0.0%	0	0.0%
JMC	LANDWIND X5	1	0.0%	0	0.0%
JMC TOTAL		1	0.0%	0	0.0%
MASERATI	MASERATI GranCabrio	0	0.0%	1	0.0%
	MASERATI Quattroporte	0	0.0%	3	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
MASERATI TOTAL		0	0.0%	5	0.0%
GRAND TOTAL		32 869	100.0%	34 947	100.0%

TOP 5 SELLING PASSENGER CARS FOR FEBRUARY 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	2 646	8.1%
VW Polo	1 665	5.1%
TOYOTA Etios	1 313	4.0%
FORD EcoSport	1 003	3.1%
KIA Picanto	902	2.7%
		32 869

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR FEBRUARY 2016		
TYPE	2016	2016 SHARE
FORD Ranger	2 763	21.0%
TOYOTA Hilux	2 260	17.2%
TOYOTA Quantum	1 291	9.8%
NISSAN NP200	1 141	8.7%
ISUZU KB	1 108	8.4%
		13 140

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR FEBRUARY 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	1 141	8.7%	1 425	9.4%
	CHEV Utility	980	7.5%	1 407	9.3%
	DAIHATSU Gran Max	0	0.0%	7	0.0%
SUB ONE-TON TOTAL		2 121	16.1%	2 839	18.7%
ABOVE ONE-TON DCAB	FORD Ranger	1 514	11.5%	2 001	13.2%
	TOYOTA Hilux	907	6.9%	1 053	7.0%
	ISUZU KB	415	3.2%	306	2.0%
	VW Amarok	158	1.2%	311	2.1%
	NISSAN NP300 Hardbody	135	1.0%	72	0.5%
ABOVE ONE-TON DCAB TOTAL		3 572	27.2%	4 304	28.4%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 212	9.2%	1 714	11.3%
	FORD Ranger	942	7.2%	672	4.4%
	NISSAN NP300 Hardbody	726	5.5%	481	3.2%
	ISUZU KB	546	4.2%	702	4.6%
	HYUNDAI H100 Bakkie	311	2.4%	342	2.3%
ABOVE ONE-TON SCAB TOTAL		47 15	35.9%	4 946	32.7%
ABOVE ONE-TON XCAB	FORD Ranger	307	2.3%	405	2.7%
	ISUZU KB	147	1.1%	204	1.3%
	TOYOTA Hilux	141	1.1%	330	2.2%
	MAZDA BT-50	20	0.2%	47	0.3%
	NISSAN Navara	16	0.1%	8	0.1%
ABOVE ONE-TON XCAB TOTAL		631	4.8%	1 003	6.6%
MINIBUS	TOYOTA Quantum	1 229	9.4%	1 253	8.3%
	NISSAN NV350 Taxi	211	1.6%	210	1.4%
	VW Caddy	86	0.7%	50	0.3%
	JINBEI Haise	50	0.4%	42	0.3%
	FORD Tourneo Custom	37	0.3%	47	0.3%
MINIBUS TOTAL		1 632	12.4%	1 644	10.9%
PANEL VAN	VW Caddy	112	0.9%	92	0.6%
	TOYOTA Quantum	62	0.5%	59	0.4%
	CHEV Spark	53	0.4%	20	0.1%
	NISSAN NV200	47	0.4%	22	0.1%
	FORD Transit Custom	43	0.3%	38	0.3%
PANEL VAN TOTAL		469	3.6%	407	2.7%
GRAND TOTAL		13 140	100.0%	15 143	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FEBRUARY 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	161	7.5%
	HCV	42	2.0%
	XHV	295	13.7%
	BUS	17	0.8%
MERCEDES-BENZ SA TOTAL		515	23.9%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	80	3.7%
	XHV	277	12.9%
	BUS	2	0.1%
VOLVO TRUCKS TOTAL		359	16.7%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FEBRUARY 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
TOYOTA	MCV	202	9.4%
	HCV	86	4.0%
	XHV	26	1.2%
TOYOTA TOTAL		314	14.6%
GMSA/ISUZU TRUCKS	MCV	117	5.4%
	HCV	81	3.8%
	XHV	34	1.6%
	BUS	1	0.0%
GMSA TOTAL		233	10.8%
SCANIA	XHV	171	7.9%
	BUS	32	1.5%
SCANIA TOTAL		203	9.4%
MAN	HCV	6	0.3%
	XHV	104	4.8%
	BUS	26	1.2%
MAN TOTAL		136	6.3%
IVECO	MCV	34	1.6%
	HCV	8	0.4%
	XHV	40	1.9%
	BUS	5	0.2%
IVECO TOTAL		87	4.0%
FAW	MCV	0	0.0%
	HCV	52	2.4%
	XHV	23	1.1%
FAW TOTAL		75	3.5%
TATA	MCV	22	1.0%
	HCV	25	1.2%
	XHV	18	0.8%
	BUS	4	0.2%
TATA TOTAL		69	3.2%
VOLKSWAGEN GROUP SA	MCV	65	3.0%
VOLKSWAGEN GROUP SA TOTAL		65	3.0%
POWERSTAR	HCV	0	0.0%
	XHV	32	1.5%
POWERSTAR TOTAL		32	1.5%
AMH	MCV	19	0.9%
AMH TOTAL		19	0.9%
FMC	MCV	16	0.7%
FMC TOTAL		16	0.7%
BABCOCK	HCV	0	0.0%
	XHV	13	0.6%
BABCOCK TOTAL		13	0.6%
JMC	MCV	6	0.3%
JMC TOTAL		6	0.3%
PCSA	MCV	5	0.2%
PCSA TOTAL		5	0.2%
FIAT GROUP	MCV	5	0.2%
FIAT GROUP TOTAL		5	0.2%
VDL BUS & COACH SA	BUS	1	0.0%
VDL BUS & COACH SA TOTAL		1	0.0%
GRAND TOTAL		2 153	100.0%