

South African Vehicle Sales Figures at the End of October 2016

TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 701	8.3%	3 170	8.8%
	TOYOTA Etios	1 520	4.6%	1 478	4.1%
	HYUNDAI Grand i10	709	2.2%	596	1.6%
	KIA Picanto	600	1.8%	1152	3.2%
	RENAULT Sandero II	562	1.7%	920	2.5%
ENTRY CARS TOTAL		8 063	24.6%	10 076	27.9%
SUB-SMALL	VW Polo	2 268	6.9%	2 058	5.7%
	FORD Fiesta	1 855	5.7%	1 005	2.8%
	HYUNDAI i20	872	2.7%	791	2.2%
	KIA Rio	469	1.4%	649	1.8%
	RENAULT Clio IV	347	1.1%	575	1.6%
SUB-SMALL TOTAL		7 009	21.4%	7 102	19.6%
SMALL	TOYOTA Corolla Quest	1 272	3.9%	1 119	3.1%
	TOYOTA Corolla	643	2.0%	1 565	4.3%
	FORD Focus	409	1.2%	374	1.0%
	VW Golf 7	349	1.1%	535	1.5%
	MAZDA 3	230	0.7%	269	0.7%
SMALL TOTAL		4 962	15.2%	6 729	18.6%
MEDIUM	MERCEDES C-Class	669	2.0%	1059	2.9%
	BMW 3-Series	406	1.2%	509	1.4%
	AUDI A4	197	0.6%	289	0.8%
	BMW 4-Series	117	0.4%	115	0.3%
	FORD Mustang	86	0.3%	0	0.0%
MEDIUM TOTAL		1 601	4.9%	2 200	6.1%
LARGE	MERCEDES E-Class	48	0.1%	61	0.2%
	AUDI A6	22	0.1%	23	0.1%
	AUDI A5 Sportback	17	0.1%	47	0.1%
	VOLVO S60	14	0.0%	14	0.0%
	BMW 5-Series	10	0.0%	34	0.1%
LARGE TOTAL		145	0.4%	268	0.7%
LUXURY	MERCEDES S-Class	29	0.1%	27	0.1%
	BMW 7-Series	23	0.1%	2	0.0%
	MERCEDES CLS	11	0.0%	18	0.0%
	MERCEDES AMG S	8	0.0%	13	0.0%
	PORSCHE Panamera	4	0.0%	6	0.0%
LUXURY TOTAL		83	0.3%	88	0.2%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR OCTOBER 2016					
SEGMENT	TYPE	2016	SHARE	2015	SHARE
MPV	TOYOTA Avanza	649	2.0%	489	1.4%
	HYUNDAI H1	184	0.6%	219	0.6%
	DATSUN GO+	170	0.5%	0	0.0%
	VW Kombi	125	0.4%	99	0.3%
	MERCEDES V-Class	84	0.3%	57	0.2%
MPV TOTAL		1 541	4.7%	1 353	3.7%
SUV	TOYOTA Fortuner	1 172	3.6%	746	2.1%
	HYUNDAI Tucson	625	1.9%	0	0.0%
	NISSAN X-Trail	541	1.7%	134	0.4%
	VW Tiguan	496	1.5%	140	0.4%
	TOYOTA RAV	375	1.1%	506	1.4%
SUV TOTAL		6 303	19.3%	5 425	15.0%
SPORT AND EXOTICS	MERCEDES SLC	34	0.1%	0	0.0%
	MERCEDES C-Class	23	0.1%	0	0.0%
	MERCEDES SL	20	0.1%	1	0.0%
	PORSCHE Boxster	12	0.0%	4	0.0%
	AUDI TT	11	0.0%	17	0.0%
SPORT AND EXOTICS TOTAL		174	0.5%	113	0.3%
CROSSOVER	FORD EcoSport	1 012	3.1%	967	2.7%
	HONDA BR-V	267	0.8%	0	0.0%
	RENAULT Captur	241	0.7%	357	1.0%
	MAZDA CX-3	240	0.7%	0	0.0%
	BMW X1	204	0.6%	91	0.3%
CROSSOVER TOTAL		2 854	8.7%	2 820	7.8%
GRAND TOTAL		32 735		36 174	



The Ford Fiesta set a new monthly sales figure in October, with 1 855 units sold, compared to 1 005 in October last year.

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 OCTOBER 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 701	8.3%	3 170	8.8%
	VW Polo	2 268	6.9%	2 058	5.7%
	VW Tiguan	496	1.5%	140	0.4%
	VW Golf 7	349	1.1%	535	1.5%
	AUDI A4	197	0.6%	289	0.8%
VOLKSWAGEN GROUP SA TOTAL		7 444	22.7%	8 246	22.8%
TOYOTA	TOYOTA Etios	1 520	4.6%	1 478	4.1%
	TOYOTA Corolla Quest	1 272	3.9%	1 119	3.1%
	TOYOTA Fortuner	1 172	3.6%	746	2.1%
	TOYOTA Avanza	649	2.0%	489	1.4%
	TOYOTA Corolla	643	2.0%	1 565	4.3%
TOYOTA TOTAL		6 398	19.5%	6 602	18.3%
AMH	HYUNDAI i20	872	2.7%	791	2.2%
	HYUNDAI Grand i10	709	2.2%	596	1.6%
	HYUNDAI Tucson	625	1.9%	0	0.0%
	KIA Picanto	600	1.8%	1152	3.2%
	KIA Rio	469	1.4%	649	1.8%
AMH TOTAL		4 343	13.3%	4 850	13.4%
FMC	FORD Fiesta	1 855	5.7%	1 005	2.8%
	FORD EcoSport	1 012	3.1%	967	2.7%
	FORD Focus	409	1.2%	374	1.0%
	FORD Figo	305	0.9%	835	2.3%
	FORD Kuga	174	0.5%	355	1.0%
FMC TOTAL		4 058	12.4%	3 822	10.6%
MERCEDES-BENZ SA	MERCEDES C-Class	692	2.1%	1 059	2.9%
	MERCEDES GLC	180	0.5%	0	0.0%
	MERCEDES GLA	137	0.4%	146	0.4%
	SMART forfour	89	0.3%	0	0.0%
	MERCEDES A-Class	85	0.3%	112	0.3%
MERCEDES-BENZ SA TOTAL		1 855	5.7%	2 032	5.6%
BMW GROUP	BMW 3-Series	406	1.2%	509	1.4%
	BMW X1	204	0.6%	91	0.3%
	BMW X5	175	0.5%	128	0.4%
	BMW 2-Series	147	0.4%	137	0.4%
	BMW 1-Series	133	0.4%	270	0.7%
BMW GROUP TOTAL		1 604	4.9%	1 680	4.6%
RENAULT	RENAULT Sandero II	562	1.7%	920	2.5%
	RENAULT Clio IV	347	1.1%	575	1.6%
	RENAULT Captur	241	0.7%	357	1.0%
	RENAULT Kadjar	105	0.3%	0	0.0%
	RENAULT Duster	89	0.3%	168	0.5%
RENAULT TOTAL		1 400	4.3%	2 041	5.6%
NISSAN	NISSAN X-Trail	541	1.7%	134	0.4%
	DATSUN GO	340	1.0%	416	1.1%
	DATSUN GO+	170	0.5%	0	0.0%
	NISSAN Qashqai	117	0.4%	214	0.6%
	NISSAN Almera	116	0.4%	62	0.2%
NISSAN TOTAL		1 319	4.0%	1 062	2.9%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
MAZDA SA	MAZDA CX-5	313	1.0%	217	0.6%
	MAZDA CX-3	240	0.7%	0	0.0%
	MAZDA 3	230	0.7%	269	0.7%
	MAZDA 2	131	0.4%	247	0.7%
	MAZDA MX-5	8	0.0%	1	0.0%
	MAZDA SA TOTAL		922	2.8%	796
GMSA/ISUZU TRUCKS	CHEV Spark	251	0.8%	239	0.7%
	CHEV Trailblazer	140	0.4%	56	0.2%
	OPEL Astra Hatch	122	0.4%	8	0.0%
	OPEL Mokka	87	0.3%	130	0.4%
	CHEV Captiva	50	0.2%	110	0.3%
GMSA TOTAL		811	2.5%	1511	4.2%
HONDA	HONDA BR-V	267	0.8%	0	0.0%
	HONDA Jazz	117	0.4%	158	0.4%
	HONDA Brio	92	0.3%	127	0.4%
	HONDA HR-V	83	0.3%	139	0.4%
	HONDA CR-V	66	0.2%	63	0.2%
HONDA TOTAL		720	2.2%	761	2.1%
JAGUAR LAND ROVER	L-R Range Rover Evoque	83	0.3%	59	0.2%
	L-R Discovery Sport	69	0.2%	177	0.5%
	L-R Discovery 4	65	0.2%	136	0.4%
	L-R Range Rover Sport	60	0.2%	78	0.2%
	JAGUAR F-PACE	46	0.1%	0	0.0%
JAGUAR LAND ROVER TOTAL		372	1.1%	564	1.6%
SUZUKI	SUZUKI Swift	169	0.5%	212	0.6%
	SUZUKI Ertiga	38	0.1%	18	0.0%
	SUZUKI Baleno	37	0.1%	0	0.0%
	SUZUKI Vitara	34	0.1%	0	0.0%
	SUZUKI Jimny	29	0.1%	44	0.1%
SUZUKI TOTAL		351	1.1%	386	1.1%
CHRYSLER SA	JEEP Renegade	104	0.3%	63	0.2%
	JEEP Wrangler	48	0.1%	79	0.2%
	JEEP Grand Cherokee	41	0.1%	255	0.7%
	JEEP Cherokee	23	0.1%	70	0.2%
	DODGE Journey	8	0.0%	130	0.4%
CHRYSLER SA TOTAL		224	0.7%	694	1.9%
MAHINDRA	MAHINDRA KUV100	109	0.3%	0	0.0%
	MAHINDRA XUV	38	0.1%	79	0.2%
	MAHINDRA Scorpio	38	0.1%	6	0.0%
	MAHINDRA Thar	12	0.0%	0	0.0%
MAHINDRA TOTAL		205	0.6%	97	0.3%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
VOLVO CARS	VOLVO XC60	40	0.1%	46	0.1%
	VOLVO XC90	38	0.1%	41	0.1%
	VOLVO V40	29	0.1%	69	0.2%
	VOLVO V40 CC	20	0.1%	15	0.0%
	VOLVO S60	14	0.0%	14	0.0%
VOLVO CARS TOTAL		145	0.4%	201	0.6%
FIAT GROUP	FIAT 500	46	0.1%	78	0.2%
	FIAT 500X	21	0.1%	70	0.2%
	ALFA Giulietta	16	0.0%	8	0.0%
	ABARTH 500	8	0.0%	1	0.0%
	ALFA 4C	2	0.0%	0	0.0%
FIAT GROUP TOTAL		93	0.3%	161	0.4%
TATA	TATA Bolt	74	0.2%	47	0.1%
	TATA Indica	12	0.0%	0	0.0%
	TATA Indica Vista	4	0.0%	17	0.0%
	TATA B-Line	2	0.0%	14	0.0%
TATA TOTAL		92	0.3%	78	0.2%
MITSUBISHI MOTORS SA	MITSUBISHI ASX	47	0.1%	106	0.3%
	MITSUBISHI Pajero Sport	15	0.0%	37	0.1%
	MITSUBISHI Pajero	14	0.0%	42	0.1%
	MITSUBISHI Mirage	9	0.0%	28	0.1%
	MITSUBISHI Outlander	4	0.0%	9	0.0%
MITSUBISHI MOTORS SA TOTAL		89	0.3%	222	0.6%
PORSCHE	PORSCHE Cayenne	40	0.1%	32	0.1%
	PORSCHE Macan	20	0.1%	4	0.0%
	PORSCHE Boxster	12	0.0%	4	0.0%
	PORSCHE Cayman	5	0.0%	6	0.0%
	PORSCHE Panamera	4	0.0%	6	0.0%
PORSCHE TOTAL		83	0.3%	54	0.1%
PCSA	PEUGEOT 208	42	0.1%	61	0.2%
	CITROEN C4 Cactus	22	0.1%	13	0.0%
	PEUGEOT 2008	10	0.0%	14	0.0%
	CITROEN C4 Picasso	5	0.0%	1	0.0%
	CITROEN C1	0	0.0%	3	0.0%
PCSA TOTAL		79	0.2%	129	0.4%
SUBARU	SUBARU Forester	47	0.1%	26	0.1%
	SUBARU XV	11	0.0%	25	0.1%
	SUBARU Outback	8	0.0%	13	0.0%
	SUBARU WRX	4	0.0%	4	0.0%
	SUBARU Legacy	0	0.0%	2	0.0%
SUBARU TOTAL		70	0.2%	70	0.2%
AAD	CHERY QQ3	14	0.0%	5	0.0%
	CHERY J2	4	0.0%	2	0.0%
	CHERY Tiggo	2	0.0%	6	0.0%
	CHERY J3	0	0.0%	0	0.0%
	CHERY J5	0	0.0%	0	0.0%
AAD TOTAL		20	0.1%	13	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR OCTOBER 2016					
MANUFACTURER	TYPE	2016	SHARE	2015	SHARE
JMC	LANDWIND X5	12	0.0%	2	0.0%
JMC TOTAL		12	0.0%	2	0.0%
MASERATI SOUTH AFRICA	MASERATI Ghibli	8	0.0%	6	0.0%
	MASERATI Quattroporte	1	0.0%	2	0.0%
	MASERATI GranCabrio	1	0.0%	1	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
MASERATI TOTAL		10	0.0%	10	0.0%
BENTLEY	BENTLEY Bentayga	4	0.0%	0	0.0%
	BENTLEY Mulsanne	2	0.0%	0	0.0%
	BENTLEY Flying Spur	1	0.0%	0	0.0%
	BENTLEY Continental	1	0.0%	0	0.0%
BENTLEY TOTAL		8	0.0%	0	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	3	0.0%	0	0.0%
	FERRARI California	2	0.0%	2	0.0%
	FERRARI 488 GTB	2	0.0%	0	0.0%
	FERRARI F12	1	0.0%	1	0.0%
	FERRARI 458 Italia	0	0.0%	2	0.0%
FERRARI TOTAL		8	0.0%	9	0.0%
GWMSA	GWM H5	0	0.0%	44	0.1%
	GWM M4	0	0.0%	13	0.0%
	GWM H6	0	0.0%	7	0.0%
	GWM C30	0	0.0%	2	0.0%
	GWM C20R	0	0.0%	2	0.0%
GWMSA TOTAL		0	0.0%	81	0.2%
GRAND TOTAL		32 735	100.0%	36 174	100.0%

TOP 5 SELLING PASSENGER CARS FOR OCTOBER 2016		
TYPE	2016	2016 SHARE
VW Polo Vivo Hatch/Sedan	2 701	8.3%
VW Polo	2 268	6.9%
FORD Fiesta	1 855	5.7%
TOYOTA Etios	1 520	4.6%
TOYOTA Corolla Quest	1 272	3.9%
		32 735

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR OCTOBER 2016		
TYPE	2016	2016 SHARE
FORD Ranger	2 941	21.7%
TOYOTA Hilux	2 781	20.5%
TOYOTA Quantum	1 451	10.7%
NISSAN NP200	1 175	8.7%
CHEV Utility	1 131	8.4%
		13 537

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR OCTOBER 2016					
NAAMSA STANDARD	TYPE	2016	SHARE	2015	SHARE
SUB ONE-TON	NISSAN NP200	1 175	8.7%	1 845	12.2%
	CHEV Utility	1 131	8.4%	1 947	12.8%
	SUZUKI Super Carry	13	0.1%	0	0.0%
	CHANGAN Star II	0	0.0%	22	0.1%
SUB ONE-TON TOTAL		2 319	17.1%	3 814	25.1%
ABOVE ONE-TON DCAB	FORD Ranger	1 994	14.7%	1 787	11.8%
	TOYOTA Hilux	960	7.1%	878	5.8%
	ISUZU KB	373	2.8%	566	3.7%
	NISSAN NP300 Hardbody	268	2.0%	46	0.3%
	VW Amarok	192	1.4%	411	2.7%
ABOVE ONE-TON DCAB TOTAL		4 105	30.3%	4 244	28.0%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 530	11.3%	1 412	9.3%
	FORD Ranger	619	4.6%	566	3.7%
	NISSAN NP300 Hardbody	510	3.8%	459	3.0%
	ISUZU KB	501	3.7%	657	4.3%
	HYUNDAI H100 Bakkie	338	2.5%	376	2.5%
ABOVE ONE-TON SCAB TOTAL		4 103	30.3%	4 349	28.6%
ABOVE ONE-TON XCAB	FORD Ranger	328	2.4%	387	2.5%
	TOYOTA Hilux	291	2.1%	349	2.3%
	ISUZU KB	79	0.6%	152	1.0%
	MAZDA BT-50	14	0.1%	26	0.2%
	NISSAN Navara	3	0.0%	3	0.0%
ABOVE ONE-TON XCAB TOTAL		715	5.3%	920	6.1%
MINIBUS	TOYOTA Quantum	1 377	10.2%	1 177	7.8%
	NISSAN NV350 Taxi	221	1.6%	258	1.7%
	VW Caddy	93	0.7%	12	0.1%
	FORD Tourneo Custom	32	0.2%	18	0.1%
	VW Transporter Cr-Bus	24	0.2%	19	0.1%
MINIBUS TOTAL		1 747	12.9%	1 542	10.2%
PANEL VAN	VW Caddy	80	0.6%	23	0.2%
	TOYOTA Quantum	74	0.5%	79	0.5%
	NISSAN NV200	70	0.5%	22	0.1%
	FORD Transit Connect	68	0.5%	24	0.2%
	FORD Transit Custom	67	0.5%	24	0.2%
PANEL VAN TOTAL		548	4.0%	315	2.1%
GRAND TOTAL		13 537	100.0%	15 184	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR OCTOBER 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
MERCEDES-BENZ SA	MCV	158	6.4%
	HCV	44	1.8%
	XHV	247	10.1%
	BUS	17	0.7%
MERCEDES-BENZ SA TOTAL		466	19.0%
GMSA/ISUZU TRUCKS	MCV	195	8.0%
	HCV	151	6.2%
	XHV	46	1.9%
	BUS	0	0.0%
GMSA TOTAL		392	16.0%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR OCTOBER 2016 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2016	SHARE
VOLVO GROUP SOUTHERN AFRICA	HCV	106	4.3%
	XHV	241	9.8%
	BUS	16	0.7%
VOLVO TRUCKS TOTAL		363	14.8%
SCANIA	XHV	290	11.8%
	BUS	26	1.1%
SCANIA TOTAL		316	12.9%
MAN	HCV	38	1.5%
	XHV	124	5.1%
	BUS	65	2.7%
MAN TOTAL		227	9.3%
TOYOTA	MCV	132	5.4%
	HCV	55	2.2%
	XHV	22	0.9%
HINO TOTAL		209	8.5%
IVECO	MCV	56	2.3%
	HCV	7	0.3%
	XHV	25	1.0%
	BUS	30	1.2%
IVECO TOTAL		118	4.8%
TATA	MCV	33	1.3%
	HCV	39	1.6%
	XHV	21	0.9%
	BUS	8	0.3%
TATA TOTAL		101	4.1%
FAW	MCV	0	0.0%
	HCV	72	2.9%
	XHV	15	0.6%
FAW TOTAL		87	3.5%
VOLKSWAGEN GROUP SA	MCV	85	3.5%
VOLKSWAGEN GROUP SA TOTAL		85	3.5%
POWERSTAR	HCV	0	0.0%
	XHV	30	1.2%
POWERSTAR TOTAL		30	1.2%
BABCOCK	HCV	0	0.0%
	XHV	21	0.9%
BABCOCK TOTAL		21	0.9%
JMC	MCV	11	0.4%
JMC TOTAL		11	0.4%
PCSA	MCV	10	0.4%
PCSA TOTAL		10	0.4%
AMH	MCV	8	0.3%
AMH TOTAL		8	0.3%
FMC	MCV	7	0.3%
FMC TOTAL		7	0.3%
FIAT GROUP	MCV	1	0.0%
FIAT GROUP TOTAL		1	0.0%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		2 452	100.0%