

South African Vehicle Sales Figures at the End of 2018

TOP 5 PASSENGER CAR MARKET BY TYPE FOR 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	27 318	7.5%	28 402	7.7%
	HYUNDAI Grand i10	11 941	3.3%	5 327	1.4%
	TOYOTA Etios	10 410	2.9%	14 686	4.0%
	RENAULT Kwid	9 695	2.7%	8 027	2.2%
	KIA Picanto	9 119	2.5%	8 136	2.2%
ENTRY CARS TOTAL		94 115	25.8%	94 217	25.6%
SUB-SMALL	VW Polo	25 120	6.9%	20 067	5.5%
	TOYOTA Yaris	8 717	2.4%	1 624	0.4%
	FORD Fiesta	6 021	1.6%	11 446	3.1%
	HYUNDAI i20	5 831	1.6%	5 971	1.6%
	RENAULT Clio IV	5 180	1.4%	3 776	1.0%
SUB-SMALL TOTAL		77 210	21.1%	66 211	18.0%
SMALL	TOYOTA Corolla Quest	11 869	3.2%	12 333	3.4%
	TOYOTA Corolla	5 197	1.4%	6 470	1.8%
	VW Golf 7	4 508	1.2%	6 161	1.7%
	NISSAN Almera	4 339	1.2%	3 462	0.9%
	MAZDA 3	3 019	0.8%	2 810	0.8%
SMALL TOTAL		47 367	13.0%	56 125	15.2%
MEDIUM	BMW 3-Series	5 837	1.6%	5 162	1.4%
	MERCEDES C-Class	5 403	1.5%	7 440	2.0%
	AUDI A4	1 502	0.4%	2 153	0.6%
	BMW 4-Series	807	0.2%	1 222	0.3%
	MERCEDES AMG C	381	0.1%	452	0.1%
MEDIUM TOTAL		14 624	4.0%	17 534	4.8%
LARGE	BMW 5-Series	834	0.2%	915	0.2%
	MERCEDES E-Class	764	0.2%	798	0.2%
	AUDI A5 Sportback	428	0.1%	435	0.1%
	AUDI A5 Coupe/Cabriolet	277	0.1%	300	0.1%
	AUDI A6	95	0.0%	174	0.0%
LARGE TOTAL		2 729	0.7%	3 188	0.9%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
LUXURY	BMW 7-Series	149	0.0%	252	0.1%
	PORSCHE Panamera	117	0.0%	120	0.0%
	VOLVO S90	92	0.0%	120	0.0%
	BMW 6-Series	72	0.0%	66	0.0%
	MERCEDES S-Class	53	0.0%	73	0.0%
LUXURY TOTAL		558	0.2%	779	0.2%
MPV	TOYOTA Avanza	5 672	1.6%	5 321	1.4%
	DATSUN GO+	1 467	0.4%	1 986	0.5%
	VW Kombi	1 463	0.4%	1 232	0.3%
	HYUNDAI H1	1 322	0.4%	1 626	0.4%
	MERCEDES V-Class	844	0.2%	882	0.2%
MPV TOTAL		12 938	3.5%	13 780	3.7%
SUV	TOYOTA Fortuner	13 099	3.6%	13 696	3.7%
	VW Tiguan	6 306	1.7%	4 186	1.1%
	TOYOTA RAV	5 936	1.6%	7 622	2.1%
	FORD Everest	4 793	1.3%	5 751	1.6%
	MAZDA CX-5	4 702	1.3%	3 827	1.0%
SUV TOTAL		72 324	19.8%	74 945	20.4%
SPORT AND EXOTICS	FORD Mustang	797	0.2%	898	0.2%
	PORSCHE 911	425	0.1%	428	0.1%
	MERCEDES C-Class	150	0.0%	253	0.1%
	PORSCHE Cayman	119	0.0%	88	0.0%
	AUDI TT	111	0.0%	136	0.0%
SPORT AND EXOTICS TOTAL		2 236	0.6%	2 672	0.7%
CROSSOVER	FORD EcoSport	5 769	1.6%	9 920	2.7%
	HYUNDAI Creta	4 870	1.3%	3 474	0.9%
	MAZDA CX-3	3 770	1.0%	3 547	1.0%
	NISSAN Qashqai	2 699	0.7%	2 562	0.7%
	TOYOTA C-HR	2 273	0.6%	1 838	0.5%
CROSSOVER TOTAL		41 141	11.3%	38 663	10.5%
GRAND TOTAL		365 242		368 114	



The Volkswagen Polo Vivo once again claimed the title of South Africa's best-selling passenger car in 2018. A total of 27 318 of these models were sold, which equated to a 7.5% market share. Runner-up was its stablemate, the Polo, with sales of 25 120 units (6.9% share).



The Toyota Hilux continues to rule the roost in South Africa in terms of the ultra-competitive one-ton pick-up market, but also as the most popular overall vehicle range. Sales in 2018 totalled 40 022 units (28.1% share of the LCV market), which was 9 887 units ahead of its nearest rival, the Ford Ranger. Hilux also played a key role in enabling Toyota to be the best-selling vehicle brand in South Africa for the 38th year (since 1980!).

DISCLAIMER

PLEASE NOTE • Mercedes-Benz disaggregated sales volumes from October 2014 reflect estimates calculated from the aggregated volumes reported by MBSA. From Jan 2017 the disaggregated numbers are purified.
• Currently BMW and Porsche are also reporting only aggregated data.
• Split volumes are based on historical trends and forecasting techniques.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLKSWAGEN SA	VW Polo Vivo	27 318	7.5%	28 402	7.7%
	VW Polo	25 120	6.9%	20 067	5.5%
	VW Tiguan	6 306	1.7%	4 186	1.1%
	VW Polo Sedan	4 656	1.3%	2 508	0.7%
	VW Golf 7	4 508	1.2%	6 161	1.7%
VOLKSWAGEN GROUP SA TOTAL		83 288	22.8%	79 972	21.7%
TOYOTA	TOYOTA Fortuner	13 099	3.6%	13 696	3.7%
	TOYOTA Corolla Quest	11 869	3.2%	12 333	3.4%
	TOYOTA Etios	10 410	2.9%	14 686	4.0%
	TOYOTA Yaris	8 717	2.4%	1 624	0.4%
	TOYOTA RAV	5 936	1.6%	7 622	2.1%
TOYOTA TOTAL		70 170	19.2%	68 810	18.7%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	11 941	3.3%	5 327	1.4%
	HYUNDAI i20	5 831	1.6%	5 971	1.6%
	HYUNDAI Creta	4 870	1.3%	3 474	0.9%
	HYUNDAI Tucson	3 701	1.0%	5 703	1.5%
	HYUNDAI Accent	1 925	0.5%	4 053	1.1%
HYUNDAI TOTAL		32 288	8.8%	31 503	8.6%
FMC	FORD Figo	6 544	1.8%	4 427	1.2%
	FORD Fiesta	6 021	1.6%	11 446	3.1%
	FORD EcoSport	5 769	1.6%	9 920	2.7%
	FORD Everest	4 793	1.3%	5 751	1.6%
	FORD Focus	1 587	0.4%	3 930	1.1%
FMC TOTAL		26 673	7.3%	37 313	10.1%
RENAULT	RENAULT Kwid	9 695	2.7%	8 027	2.2%
	RENAULT Sandero II	5 773	1.6%	5 006	1.4%
	RENAULT Clio IV	5 180	1.4%	3 776	1.0%
	RENAULT Duster	2 670	0.7%	1 823	0.5%
	RENAULT Captur	1 917	0.5%	1 672	0.5%
RENAULT TOTAL		25 433	7.0%	22 559	6.1%
NISSAN	DATSUN GO	5 782	1.6%	4 687	1.3%
	NISSAN Almera	4 339	1.2%	3 462	0.9%
	NISSAN X-Trail	3 345	0.9%	3 383	0.9%
	NISSAN Micra	2 794	0.8%	1 590	0.4%
	NISSAN Qashqai	2 699	0.7%	2 562	0.7%
NISSAN TOTAL		22 352	6.1%	18 418	5.0%
BMW GROUP	BMW 3-Series	5 837	1.6%	5 162	1.4%
	BMW X3	2 157	0.6%	1 012	0.3%
	BMW 1-Series	1 847	0.5%	2 041	0.6%
	BMW X1	1 352	0.4%	1 611	0.4%
	BMW 2-Series	1 087	0.3%	1 553	0.4%
BMW GROUP TOTAL		18 260	5.0%	18 184	4.9%
MERCEDES-BENZ SA	MERCEDES C-Class	5 553	1.5%	7 693	2.1%
	MERCEDES GLC	2 050	0.6%	2 652	0.7%
	MERCEDES A-Class	1 419	0.4%	2 049	0.6%
	MERCEDES GLA	1 276	0.3%	1 131	0.3%
	MERCEDES CLA	1 236	0.3%	1 368	0.4%
MERCEDES-BENZ SA TOTAL		16 164	4.4%	20 732	5.6%
KIA SA	KIA Picanto	9 119	2.5%	8 136	2.2%
	KIA Rio	3 893	1.1%	5 724	1.6%
	KIA Sportage	2 292	0.6%	1 306	0.4%
	KIA Grand Sedona	177	0.0%	141	0.0%
	KIA Sorento	169	0.0%	216	0.1%
KIA TOTAL		15 941	4.4%	15 975	4.3%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
MAZDA SA	MAZDA CX-5	4 702	1.3%	3 827	1.0%
	MAZDA CX-3	3 770	1.0%	3 547	1.0%
	MAZDA 3	3 019	0.8%	2 810	0.8%
	MAZDA 2	2 547	0.7%	2 596	0.7%
	MAZDA MX-5	53	0.0%	64	0.0%
MAZDA SA TOTAL		14 091	3.9%	12 844	3.5%
SUZUKI	SUZUKI Swift	4 234	1.2%	3 153	0.9%
	SUZUKI Ignis	2 190	0.6%	937	0.3%
	SUZUKI Celerio	1 280	0.4%	1 229	0.3%
	SUZUKI Jimny	998	0.3%	928	0.3%
	SUZUKI Baleno	947	0.3%	837	0.2%
SUZUKI TOTAL		11 757	3.2%	8 532	2.3%
HONDA	HONDA BR-V	1 609	0.4%	1 614	0.4%
	HONDA Jazz	1 408	0.4%	1 237	0.3%
	HONDA HR-V	1 091	0.3%	1 347	0.4%
	HONDA Brio	1 074	0.3%	1 411	0.4%
	HONDA CR-V	986	0.3%	555	0.2%
HONDA TOTAL		7 530	2.1%	7 187	2.0%
JAGUAR LAND ROVER	L-R Range Rover Sport	991	0.3%	854	0.2%
	L-R Discovery	756	0.2%	902	0.2%
	JAGUAR E-PACE	740	0.2%	0	0.0%
	L-R Discovery Sport	699	0.2%	890	0.2%
	L-R Range Rover Velar	661	0.2%	337	0.1%
JAGUAR LAND ROVER TOTAL		5 130	1.4%	4 996	1.4%
OPEL	OPEL Corsa	1 097	0.3%	1 195	0.3%
	OPEL Crossland X	585	0.2%	15	0.0%
	OPEL MOKKA X	424	0.1%	1 028	0.3%
	OPEL Astra Hatch	335	0.1%	939	0.3%
	OPEL Grandland X	296	0.1%	0	0.0%
OPEL TOTAL		2 928	0.8%	3 397	0.9%
VOLVO CARS	VOLVO XC60	741	0.2%	586	0.2%
	VOLVO XC40	707	0.2%	0	0.0%
	VOLVO XC90	426	0.1%	377	0.1%
	VOLVO V40	417	0.1%	451	0.1%
	VOLVO V40 CC	178	0.0%	181	0.0%
VOLVO CARS TOTAL		2 679	0.7%	1 957	0.5%
MAHINDRA	MAHINDRA KUV	851	0.2%	818	0.2%
	MAHINDRA XUV	497	0.1%	471	0.1%
	MAHINDRA TUV	449	0.1%	435	0.1%
	MAHINDRA Scorpio	330	0.1%	370	0.1%
	MAHINDRA Thar	159	0.0%	209	0.1%
MAHINDRA TOTAL		2 294	0.6%	2 363	0.6%
FCA SOUTH AFRICA FIAT GROUP	FIAT 500	305	0.1%	413	0.1%
	JEEP Grand Cherokee	258	0.1%	653	0.2%
	JEEP Wrangler	226	0.1%	330	0.1%
	JEEP Renegade	206	0.1%	601	0.2%
	FIAT Tipo	174	0.0%	172	0.0%
FIAT GROUP TOTAL		1 600	0.4%	2 897	0.8%
PORSCHE	PORSCHE Cayenne	479	0.1%	439	0.1%
	PORSCHE 911	425	0.1%	428	0.1%
	PORSCHE Cayman	119	0.0%	88	0.0%
	PORSCHE Panamera	117	0.0%	120	0.0%
	PORSCHE Boxster	101	0.0%	90	0.0%
PORSCHE TOTAL		1 332	0.4%	1 298	0.4%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	535	0.1%	283	0.1%
	MITSUBISHI ASX	412	0.1%	578	0.2%
	MITSUBISHI Pajero	216	0.1%	203	0.1%
	MITSUBISHI Outlander	96	0.0%	51	0.0%
	MITSUBISHI Mirage	1	0.0%	77	0.0%
	MITSUBISHI MOTORS SA TOTAL		1 260	0.3%	1 192
SUBARU	SUBARU XV	438	0.1%	373	0.1%
	SUBARU Forester	345	0.1%	393	0.1%
	SUBARU Outback	114	0.0%	95	0.0%
	SUBARU Impreza	78	0.0%	93	0.0%
	SUBARU WRX	54	0.0%	35	0.0%
	SUBARU TOTAL		1 031	0.3%	1 002
PCSA	PEUGEOT 3008	389	0.1%	193	0.1%
	PEUGEOT 208	342	0.1%	320	0.1%
	PEUGEOT 2008	263	0.1%	284	0.1%
	PEUGEOT 308	30	0.0%	3	0.0%
	CITROEN C4 Cactus	0	0.0%	5	0.0%
PCSA TOTAL		1 024	0.3%	808	0.2%
ISUZU MOTORS SA	ISUZU MU-X	757	0.2%	0	0.0%
ISUZU MOTORS SA TOTAL		757	0.2%	0	0.0%
GWM	GWM M4	551	0.2%	687	0.2%
	GWM H5	109	0.0%	82	0.0%
	GWM H6	0	0.0%	96	0.0%
GWM TOTAL		660	0.2%	865	0.2%
TATA	TATA Bolt	157	0.0%	500	0.1%
	TATA Indica Vista	21	0.0%	60	0.0%
	TATA Indica	10	0.0%	292	0.1%
	TATA B-Line	1	0.0%	0	0.0%
	TATA Manza	0	0.0%	57	0.0%
TATA TOTAL		189	0.1%	909	0.2%
JMC	LANDWIND X5	158	0.0%	132	0.0%
JMC TOTAL		158	0.0%	132	0.0%
BENTLEY	BENTLEY Bentayga	62	0.0%	29	0.0%
	BENTLEY Continental	23	0.0%	27	0.0%
	BENTLEY Flying Spur	2	0.0%	3	0.0%
	BENTLEY Mulsanne	1	0.0%	2	0.0%
BENTLEY TOTAL		88	0.0%	61	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	60	0.0%	108	0.0%
	MASERATI Ghibli	13	0.0%	20	0.0%
	MASERATI GranTurismo	7	0.0%	10	0.0%
	MASERATI Quattroporte	3	0.0%	14	0.0%
	MASERATI GranCabrio	3	0.0%	12	0.0%
MASERATI TOTAL		86	0.0%	164	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
SCUDERIA SOUTH AFRICA	FERRARI 488 Spider	25	0.0%	32	0.0%
	FERRARI 812	18	0.0%		0.0%
	FERRARI 488 GTB	16	0.0%	18	0.0%
	FERRARI Portofino	14	0.0%		0.0%
	FERRARI GTC4Lusso	4	0.0%	8	0.0%
SCUDERIA TOTAL		79	0.0%	76	0.0%
GMSA/ISUZU TRUCKS	CHEV Sonic	0	0.0%	3	0.0%
	CHEV Trailblazer	0	0.0%	712	0.2%
	CHEV Spark	0	0.0%	2 159	0.6%
	CHEV Cruze	0	0.0%	259	0.1%
	CHEV Captiva	0	0.0%	567	0.2%
GMSA TOTAL		0	0.0%	3 701	1.0%
CHERY AUTO SOUTH AFRICA	CHERY Tiggo	0	0.0%	39	0.0%
	CHERY QQ3	0	0.0%	108	0.0%
	CHERY J2	0	0.0%	32	0.0%
	CHERY J3	0	0.0%	2	0.0%
CHERY AUTO SOUTH AFRICA TOTAL		0	0.0%	181	0.0%
FAW SOUTH AFRICA	FAW V2	0	0.0%	3	0.0%
	FAW Sirius	0	0.0%	83	0.0%
FAW SOUTH AFRICA TOTAL		0	0.0%	86	0.0%
GRAND TOTAL		365 242	100.0%	368 114	100.0%

TOP 5 SELLING PASSENGER CARS FOR 2018		
TYPE	2018	2018 SHARE
VW Polo Vivo	27 318	7.5%
VW Polo	25 120	6.9%
TOYOTA Fortuner	13 099	3.6%
HYUNDAI Grand i10	11 941	3.3%
TOYOTA Corolla Quest	11 869	3.2%
	365 242	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR 2018		
TYPE	2018	2018 SHARE
TOYOTA Hilux	40 022	25.1%
FORD Ranger	30 135	18.9%
NISSAN NP200	19 582	12.3%
TOYOTA Quantum	16 584	10.4%
ISUZU KB	14 182	8.9%
	159 449	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
SUB ONE-TON	NISSAN NP200	19 582	12.3%	15 074	9.2%
	CHANGAN Star III	90		43	
	CHANGAN Star II	0	0.0%	1	0.0%
	CHEV Utility	0	0.0%	7 544	4.6%
SUB ONE-TON TOTAL		19 672	12.3%	22 662	13.9%
ABOVE ONE-TON DCAB	FORD Ranger	20 681	13.0%	22 362	13.7%
	TOYOTA Hilux	16 691	10.5%	15 466	9.5%
	ISUZU KB	54 93	3.4%	6 248	3.8%
	NISSAN NP300	3 445	2.2%	4 255	2.6%
	VW Amarok	2 972	1.9%	2 924	1.8%
ABOVE ONE-TON DCAB TOTAL		56 606	35.5%	57 357	35.1%
ABOVE ONE-TON SCAB	TOYOTA Hilux	16 471	10.3%	16 247	9.9%
	FORD Ranger	9 454	5.9%	9 428	5.8%
	ISUZU KB	7 584	4.8%	6 808	4.2%
	NISSAN NP300	5 232	3.3%	8 396	5.1%
	HYUNDAI H100 Bakkie	3 241	2.0%	3 398	2.1%
ABOVE ONE-TON SCAB TOTAL		52 098	32.7%	52 571	32.2%
ABOVE ONE-TON XCAB	TOYOTA Hilux	6 860	4.3%	4 709	2.9%
	ISUZU KB	1 105	0.7%	1 199	0.7%
	ISUZU D-MAX	62	0.0%	0	0.0%
	TATA Xenon	1	0.0%	0	0.0%
	MAZDA BT-50	0	0.0%	37	0.0%
ABOVE ONE-TON XCAB TOTAL		8 028	5.0%	6 942	4.3%
MINIBUS	TOYOTA Quantum	15 836	9.9%	15 123	9.3%
	VW Caddy	1 430	0.9%	1 294	0.8%
	NISSAN NV350 Taxi	1 077	0.7%	2 130	1.3%
	VW Transporter Cr-Bus	396	0.2%	414	0.3%
	FORD Tourneo Custom	262	0.2%	340	0.2%
MINIBUS TOTAL		19 016	11.9%	19 306	11.8%
PANEL VAN	TOYOTA Quantum	748	0.5%	571	0.3%
	VW Caddy	744	0.5%	946	0.6%
	FORD Transit Custom	407	0.3%	470	0.3%
	NISSAN NV200	305	0.2%	241	0.1%
	FIAT Fiorino	292	0.2%	115	0.1%
PANEL VAN TOTAL		4 029	2.5%	4 479	2.7%
GRAND TOTAL		159 449	100.0%	163 317	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
MERCEDES-BENZ SA	MCV	1 941	7.0%
	HCV	551	2.0%
	XHV	2 966	10.8%
	BUS	177	0.6%
MERCEDES-BENZ SA TOTAL		5 635	20.5%
VOLVO GROUP SOUTHERN AFRICA	MCV	1	0.0%
	HCV	945	3.4%
	XHV	3 597	13.1%
	BUS	87	0.3%
VOLVO TRUCKS TOTAL		4 630	16.8%
ISUZU MOTORS SA	MCV	2 094	7.6%
	HCV	1 430	5.2%
	XHV	339	1.2%
	BUS	8	0.0%
ISUZU MOTORS SA TOTAL		3 871	14.1%
TOYOTA HINO	MCV	1 713	6.2%
	HCV	1 086	3.9%
	XHV	405	1.5%
HINO TOTAL		3 204	11.6%
SCANIA	XHV	2 331	8.5%
	BUS	241	0.9%
SCANIA TOTAL		2 572	9.3%
MAN	HCV	57	0.2%
	XHV	1 804	6.6%
	BUS	421	1.5%
MAN TOTAL		2 282	8.3%
IVECO	MCV	702	2.5%
	HCV	56	0.2%
	XHV	470	1.7%
	BUS	102	0.4%
IVECO TOTAL		1 330	4.8%
TATA	MCV	359	1.3%
	HCV	525	1.9%
	XHV	192	0.7%
	BUS	34	0.1%
TATA TOTAL		1 110	4.0%
FAW	MCV	1	0.0%
	HCV	654	2.4%
	XHV	313	1.1%
FAW TOTAL		968	3.5%
POWERSTAR	MCV	18	0.1%
	HCV	56	0.2%
	XHV	476	1.7%
POWERSTAR TOTAL		550	2.0%
VOLKSWAGEN GROUP SA	MCV	516	1.9%
VOLKSWAGEN GROUP SA TOTAL		516	1.9%
BABCOCK	XHV	263	1.0%
BABCOCK TOTAL		263	1.0%
HYUNDAI MOTORS SA	MCV	222	0.8%
HYUNDAI TOTAL		222	0.8%
JMC	MCV	128	0.5%
JMC TOTAL		128	0.5%
FMC	MCV	92	0.3%
FMC TOTAL		92	0.3%
VECV SOUTH AFRICA	MCV	53	0.2%
	HCV	32	0.1%
	XHV	3	0.0%
VECV TOTAL		88	0.3%
PCSA	MCV	56	0.2%
PCSA TOTAL		56	0.2%
FCA SOUTH AFRICA	MCV	18	0.1%
FCA SOUTH AFRICA TOTAL		18	0.1%
GRAND TOTAL		27 535	100.0%