

## South African Vehicle Sales Figures at the End of September 2018

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR SEPTEMBER 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
MERCEDES-BENZ SA	MCV	185	7.4%
	HCV	60	2.4%
	XHV	286	11.4%
	BUS	16	0.6%
MERCEDES-BENZ SA TOTAL		547	21.7%
TOYOTA HINO	MCV	214	8.5%
	HCV	153	6.1%
	XHV	36	1.4%
HINO TOTAL		403	16.0%
VOLVO GROUP SOUTHERN AFRICA	HCV	78	3.1%
	XHV	298	11.8%
	BUS	13	0.5%
VOLVO TRUCKS TOTAL		389	15.5%
MAN	HCV	6	0.2%
	XHV	188	7.5%
	BUS	66	2.6%
MAN TOTAL		260	10.3%
ISUZU MOTORS SA	MCV	133	5.3%
	HCV	99	3.9%
	XHV	13	0.5%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		245	9.7%
SCANIA	XHV	214	8.5%
	BUS	18	0.7%
SCANIA TOTAL		232	9.2%
IVECO	MCV	51	2.0%
	HCV	3	0.1%
	XHV	37	1.5%
	BUS	19	0.8%
IVECO TOTAL		110	4.4%
TATA	MCV	25	1.0%
	HCV	62	2.5%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR SEPTEMBER 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
TATA	XHV	8	0.3%
	BUS	0	0.0%
TATA TOTAL		95	3.8%
FAW	MCV	0	0.0%
	HCV	47	1.9%
	XHV	31	1.2%
FAW TOTAL		78	3.1%
VOLKSWAGEN GROUP SA	MCV	50	2.0%
	VOLKSWAGEN GROUP SA TOTAL		50
BABCOCK	HCV	0	0.0%
	XHV	32	1.3%
BABCOCK TOTAL		32	1.3%
POWERSTAR	MCV	0	0.0%
	HCV	3	0.1%
	XHV	20	0.8%
POWERSTAR TOTAL		23	0.9%
HYUNDAI MOTORS SA	MCV	16	0.6%
HYUNDAI TOTAL		16	0.6%
VECV SOUTH AFRICA	MCV	2	0.1%
	HCV	8	0.3%
VECV TOTAL		10	0.4%
JMC	MCV	8	0.3%
JMC TOTAL		8	0.3%
FMC	MCV	8	0.3%
FMC TOTAL		8	0.3%
PCSA	MCV	6	0.2%
PCSA TOTAL		6	0.2%
FCA SOUTH AFRICA	MCV	3	0.1%
FCA SOUTH AFRICA TOTAL		3	0.1%
VDL BUS & COACH SA	BUS	0	0.0%
VDL BUS & COACH SA TOTAL		0	0.0%
GRAND TOTAL		2 515	100.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR SEPTEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
SUB ONE-TON	NISSAN NP200	1 888	13.2%	1 628	11.2%
	CHANGAN Star III	16	0.1%	4	0.0%
	CHEV Utility	0	0.0%	412	2.8%
SUB ONE-TON TOTAL		1 904	13.3%	2 044	14.1%
ABOVE ONE-TON DCAB	FORD Ranger	2 153	15.0%	1 602	11.0%
	TOYOTA Hilux	1 303	9.1%	1 662	11.5%
	ISUZU KB	449	3.1%	642	4.4%
	VW Amarok	291	2.0%	222	1.5%
	NISSAN NP300	214	1.5%	301	2.1%
ABOVE ONE-TON DCAB TOTAL		4 966	34.6%	4 930	34.0%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 838	12.8%	1 918	13.2%
	FORD Ranger	857	6.0%	734	5.1%
	ISUZU KB	649	4.5%	675	4.7%
	NISSAN NP300	484	3.4%	646	4.5%
	HYUNDAI H100 Bakkie	290	2.0%	320	2.2%
ABOVE ONE-TON SCAB TOTAL		4 802	33.5%	5 093	35.1%
ABOVE ONE-TON XCAB	TOYOTA Hilux	802	5.6%	415	2.9%
	ISUZU KB	95	0.7%	123	0.8%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR SEPTEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ABOVE ONE-TON XCAB	FORD Ranger	0	0.0%	1	0.0%
	MAZDA BT-50	0	0.0%	1	0.0%
ABOVE ONE-TON XCAB TOTAL		897	6.3%	540	3.7%
MINIBUS	TOYOTA Quantum	1 260	8.8%	1 189	8.2%
	NISSAN NV350 Taxi	133	0.9%	148	1.0%
	VW Caddy	73	0.5%	96	0.7%
	VW Transporter Cr-Bus	23	0.2%	71	0.5%
	FORD Tourneo Custom	21	0.1%	26	0.2%
MINIBUS TOTAL		1 510	10.5%	1 530	10.5%
PANEL VAN	VW Caddy	77	0.5%	93	0.6%
	NISSAN NV200	50	0.3%	26	0.2%
	TOYOTA Quantum	27	0.2%	28	0.2%
	MERCEDES Vito	14	0.1%	14	0.1%
PANEL VAN TOTAL		256	1.8%	373	2.6%
GRAND TOTAL		14 335	100.0%	14 510	100.0%

## TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2018

SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	1 976	6.0%	2 942	8.7%
	HYUNDAI Grand i10	1 049	3.2%	490	1.5%
	RENAULT Kwid	808	2.5%	758	2.3%
	KIA Picanto	750	2.3%	970	2.9%
	TOYOTA Etios	738	2.3%	974	2.9%
ENTRY CARS TOTAL		7 388	22.5%	8 485	25.2%
SUB-SMALL	VW Polo	3 532	10.8%	2 011	6.0%
	TOYOTA Yaris	1 111	3.4%	92	0.3%
	FORD Fiesta	837	2.6%	1 447	4.3%
	RENAULT Clio IV	677	2.1%	272	0.8%
	HYUNDAI i20	592	1.8%	577	1.7%
SUB-SMALL TOTAL		8 779	26.8%	6 746	20.0%
SMALL	TOYOTA Corolla Quest	1 375	4.2%	1 222	3.6%
	NISSAN Almera	385	1.2%	368	1.1%
	VW Golf 7	305	0.9%	441	1.3%
	TOYOTA Corolla	293	0.9%	592	1.8%
	MAZDA 3	225	0.7%	252	0.7%
SMALL TOTAL		3 978	12.1%	4 854	14.4%
MEDIUM	BMW 3-Series	451	1.4%	594	1.8%
	MERCEDES C-Class	415	1.3%	684	2.0%
	AUDI A4	180	0.5%	225	0.7%
	BMW 4-Series	77	0.2%	163	0.5%
	MERCEDES AMG C	35	0.1%	28	0.1%
MEDIUM TOTAL		1 226	3.7%	1 792	5.3%
LARGE	MERCEDES E-Class	81	0.2%	70	0.2%
	BMW 5-Series	74	0.2%	70	0.2%
	AUDI A5 Sportback	30	0.1%	46	0.1%
	AUDI A5 Coupe/Cabriolet	29	0.1%	25	0.1%
	JAGUAR XF	10	0.0%	15	0.0%
LARGE TOTAL		242	0.7%	262	0.8%



Renault, as a brand, continues to astound with its excellent sales figures these days. This time it was the turn of the Captur to chase the Ford EcoSport, the long-time leader in the crossover category. Captur sold 432 units to the 460 of EcoSport, which has the benefit of being a facelifted model. Last September EcoSport sold 814 units to the 256 of the Captur.



The latest, larger Toyota Yaris is proving a big hit with South Africans. Sales of 1 111 units in September marked a new monthly sales record for this model and placed it second behind the Polo in the Sub-Small category. It is proving particularly popular in the rental market.

## TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2018

SEGMENT	TYPE	2018	SHARE	2017	SHARE
LUXURY	BMW 7-Series	15	0.0%	28	0.1%
	VOLVO S90	14	0.0%	17	0.1%
	PORSCHE Panamera	9	0.0%	13	0.0%
	MERCEDES S-Class	5	0.0%	1	0.0%
	BMW 6-Series	5	0.0%	5	0.0%
	LUXURY TOTAL		51	0.2%	79
MPV	TOYOTA Avanza	491	1.5%	510	1.5%
	DATSUN GO+	217	0.7%	192	0.6%
	VW Kombi	115	0.4%	140	0.4%
	HYUNDAI H1	110	0.3%	273	0.8%
	SUZUKI Ertiga	70	0.2%	74	0.2%
MPV TOTAL		1 189	3.6%	1 440	4.3%
SUV	TOYOTA Fortuner	1 345	4.1%	999	3.0%
	VW Tiguan	565	1.7%	224	0.7%
	FORD Everest	426	1.3%	556	1.7%
	RENAULT Duster	373	1.1%	235	0.7%
	NISSAN X-Trail	364	1.1%	316	0.9%
SUV TOTAL		6 149	18.8%	6 166	18.3%
SPORT AND EXOTICS	FORD Mustang	79	0.2%	75	0.2%
	PORSCHE 911	31	0.1%	42	0.1%
	MERCEDES C-Class	13	0.0%	24	0.1%
	MAZDA MX-5	9	0.0%	3	0.0%
	JAGUAR F-Type	9	0.0%	24	0.1%
SPORT AND EXOTICS TOTAL		187	0.6%	226	0.7%
CROSSOVER	FORD EcoSport	460	1.4%	814	2.4%
	RENAULT Captur	431	1.3%	256	0.8%
	HYUNDAI Creta	370	1.1%	418	1.2%
	MAZDA CX-3	318	1.0%	293	0.9%
	TOYOTA RUSH	248	0.8%	0	0.0%
CROSSOVER TOTAL		3 592	11.0%	3 628	10.8%
GRAND TOTAL		32 781		33 678	

### 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.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLKSWAGEN SA	VW Polo	3 532	10.8%	2 011	6.0%
	VW Polo Vivo	1 976	6.0%	2 942	8.7%
	VW Tiguan	565	1.7%	224	0.7%
	VW Polo Sedan	334	1.0%	282	0.8%
	VW Golf 7	305	0.9%	441	1.3%
VOLKSWAGEN GROUP SA TOTAL		8 011	24.4%	7 396	22.0%
TOYOTA	TOYOTA Corolla Quest	1 375	4.2%	1 222	3.6%
	TOYOTA Fortuner	1 345	4.1%	999	3.0%
	TOYOTA Yaris	1 111	3.4%	92	0.3%
	TOYOTA Etios	738	2.3%	974	2.9%
	TOYOTA Avanza	491	1.5%	510	1.5%
TOYOTA TOTAL		6 450	19.7%	5 269	15.6%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	1 049	3.2%	490	1.5%
	HYUNDAI i20	592	1.8%	577	1.7%
	HYUNDAI Creta	370	1.1%	418	1.2%
	HYUNDAI Tucson	281	0.9%	480	1.4%
	HYUNDAI Accent	151	0.5%	284	0.8%
HYUNDAI TOTAL		2 633	8.0%	2 814	8.4%
RENAULT	RENAULT Kwid	808	2.5%	758	2.3%
	RENAULT Clio IV	677	2.1%	272	0.8%
	RENAULT Captur	431	1.3%	256	0.8%
	RENAULT Duster	373	1.1%	235	0.7%
	RENAULT Sandero II	283	0.9%	413	1.2%
RENAULT TOTAL		2 590	7.9%	2 394	7.1%
FMC	FORD Fiesta	837	2.6%	1 447	4.3%
	FORD Figo	520	1.6%	546	1.6%
	FORD EcoSport	460	1.4%	814	2.4%
	FORD Everest	426	1.3%	556	1.7%
	FORD Kuga	97	0.3%	30	0.1%
FMC TOTAL		2 452	7.5%	3 746	11.1%
NISSAN	DATSUN GO	483	1.5%	558	1.7%
	NISSAN Almera	385	1.2%	368	1.1%
	NISSAN X-Trail	364	1.1%	316	0.9%
	NISSAN Qashqai	244	0.7%	380	1.1%
	DATSUN GO+	217	0.7%	192	0.6%
NISSAN TOTAL		1 984	6.1%	2 059	6.1%
BMW GROUP	BMW 3-Series	451	1.4%	594	1.8%
	BMW X3	161	0.5%	43	0.1%
	BMW 1-Series	142	0.4%	143	0.4%
	BMW X1	109	0.3%	124	0.4%
	BMW 2-Series	97	0.3%	110	0.3%
BMW GROUP TOTAL		1 463	4.5%	1 664	4.9%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
MERCEDES-BENZ SA	MERCEDES C-Class	428	1.3%	708	2.1%
	MERCEDES GLC	166	0.5%	314	0.9%
	MERCEDES GLA	113	0.3%	104	0.3%
	MERCEDES A-Class	111	0.3%	145	0.4%
	MERCEDES CLA	93	0.3%	151	0.4%
MERCEDES-BENZ SA TOTAL		1 305	4.0%	1 917	5.7%
KIA SA	KIA Picanto	750	2.3%	970	2.9%
	KIA Rio	271	0.8%	795	2.4%
	KIA Sportage	208	0.6%	72	0.2%
	KIA Soul	10	0.0%	10	0.0%
	Kia Stinger	6	0.0%	0	0.0%
KIA TOTAL		1 252	3.8%	1 874	5.6%
SUZUKI	SUZUKI Swift	414	1.3%	281	0.8%
	SUZUKI Celerio	208	0.6%	164	0.5%
	SUZUKI Ignis	154	0.5%	118	0.4%
	SUZUKI Ciaz	114	0.3%	23	0.1%
	SUZUKI Ertiga	70	0.2%	74	0.2%
SUZUKI TOTAL		1 137	3.5%	823	2.4%
MAZDA SA	MAZDA CX-5	352	1.1%	310	0.9%
	MAZDA CX-3	318	1.0%	293	0.9%
	MAZDA 3	225	0.7%	252	0.7%
	MAZDA 2	204	0.6%	208	0.6%
	MAZDA MX-5	9	0.0%	3	0.0%
MAZDA SA TOTAL		1 108	3.4%	1 066	3.2%
HONDA	HONDA Brio	237	0.7%	88	0.3%
	HONDA BR-V	150	0.5%	176	0.5%
	HONDA Jazz	106	0.3%	140	0.4%
	HONDA HR-V	71	0.2%	72	0.2%
	HONDA CR-V	67	0.2%	77	0.2%
HONDA TOTAL		686	2.1%	623	1.8%
JAGUAR LAND ROVER	L-R Range Rover Sport	68	0.2%	80	0.2%
	JAGUAR E-PACE	67	0.2%	0	0.0%
	L-R Discovery	61	0.2%	96	0.3%
	L-R Discovery Sport	58	0.2%	89	0.3%
	L-R Range Rover Velar	44	0.1%	9	0.0%
JAGUAR LAND ROVER TOTAL		384	1.2%	440	1.3%
VOLVO CARS	VOLVO XC60	115	0.4%	122	0.4%
	VOLVO XC40	78	0.2%	0	0.0%
	VOLVO XC90	49	0.1%	24	0.1%
	VOLVO V40	41	0.1%	28	0.1%
	VOLVO V40 CC	15	0.0%	8	0.0%
VOLVO CARS TOTAL		325	1.0%	221	0.7%
OPEL	OPEL Corsa	137	0.4%	86	0.3%
	OPEL MOKKA X	31	0.1%	102	0.3%
	OPEL Crossland X	27	0.1%	0	0.0%
	OPEL Astra Hatch	25	0.1%	67	0.2%
	OPEL Adam	18	0.1%	16	0.0%
OPEL TOTAL		243	0.7%	271	0.8%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
MAHINDRA	MAHINDRA XUV	61	0.2%	41	0.1%
	MAHINDRA KUV	50	0.2%	67	0.2%
	MAHINDRA TUV	34	0.1%	41	0.1%
	MAHINDRA Scorpio	26	0.1%	18	0.1%
	MAHINDRA Thar	12	0.0%	14	0.0%
MAHINDRA TOTAL		183	0.6%	183	0.5%
PORSCHE	PORSCHE Cayenne	41	0.1%	26	0.1%
	PORSCHE 911	31	0.1%	42	0.1%
	PORSCHE Panamera	9	0.0%	13	0.0%
	PORSCHE Cayman	8	0.0%	5	0.0%
	PORSCHE Macan	7	0.0%	11	0.0%
PORSCHE TOTAL		102	0.3%	102	0.3%
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	51	0.2%	96	0.3%
	MITSUBISHI ASX	16	0.0%	20	0.1%
	MITSUBISHI Pajero	11	0.0%	16	0.0%
	MITSUBISHI Outlander	9	0.0%	1	0.0%
	MITSUBISHI Mirage	0	0.0%	0	0.0%
MITSUBISHI MOTORS SA TOTAL		87	0.3%	133	0.4%
SUBARU	SUBARU Forester	35	0.1%	30	0.1%
	SUBARU XV	25	0.1%	34	0.1%
	SUBARU WRX	15	0.0%	2	0.0%
	SUBARU Outback	6	0.0%	3	0.0%
	SUBARU Impreza	5	0.0%	26	0.1%
SUBARU TOTAL		86	0.3%	95	0.3%
PCSA	PEUGEOT 3008	34	0.1%	37	0.1%
	PEUGEOT 208	34	0.1%	30	0.1%
	PEUGEOT 2008	11	0.0%	22	0.1%
	PEUGEOT 308	2	0.0%	1	0.0%
PCSA TOTAL		81	0.2%	90	0.3%
FCA SOUTH AFRICA / FIAT GROUP	FIAT Tipo	13	0.0%	5	0.0%
	JEEP Wrangler	11	0.0%	27	0.1%
	FIAT Panda	9	0.0%	8	0.0%
	FIAT 500	9	0.0%	24	0.1%
JEEP Compass	8	0.0%	0	0.0%	
FIAT GROUP TOTAL		79	0.2%	205	0.6%
ISUZU MOTORS SA	ISUZU MU-X	55	0.2%	0	0.0%
ISUZU MOTORS SA TOTAL		55	0.2%	0	0.0%
GWM	GWM M4	38	0.1%	39	0.1%
	GWM H5	6	0.0%	9	0.0%
	GWM H6	0	0.0%	19	0.1%
GWM TOTAL		44	0.1%	67	0.2%
JMC	LANDWIND X5	13	0.0%	15	0.0%
JMC TOTAL		13	0.0%	15	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
BENTLEY	BENTLEY Bentayga	8	0.0%	2	0.0%
	BENTLEY Continental	3	0.0%	1	0.0%
	BENTLEY Mulsanne	0	0.0%	0	0.0%
	BENTLEY Flying Spur	0	0.0%	0	0.0%
BENTLEY TOTAL		11	0.0%	3	0.0%
SCUDERIA SOUTH AFRICA	FERRARI Portofino	3	0.0%	0	0.0%
	FERRARI GTC4Lusso	1	0.0%	0	0.0%
	FERRARI 488 Spider	1	0.0%	1	0.0%
	FERRARI 488 GTB	1	0.0%	0	0.0%
	FERRARI California	0	0.0%	0	0.0%
SCUDERIA TOTAL		6	0.0%	1	0.0%
TATA	TATA Bolt	6	0.0%	22	0.1%
	TATA Manza	0	0.0%	7	0.0%
	TATA Indica Vista	0	0.0%	3	0.0%
	TATA B-Line	0	0.0%	0	0.0%
TATA Indica	0	0.0%	28	0.1%	
TATA TOTAL		6	0.0%	60	0.2%
MASERATI SOUTH AFRICA	MASERATI Levante	4	0.0%	5	0.0%
	MASERATI Ghibli	1	0.0%	1	0.0%
	MASERATI Quattroporte	0	0.0%	6	0.0%
	MASERATI GranCabrio	0	0.0%	1	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
MASERATI TOTAL		5	0.0%	14	0.0%
GMSA/ISUZU TRUCKS	CHEV Trailblazer	0	0.0%	20	0.1%
	CHEV Spark	0	0.0%	82	0.2%
	CHEV Captiva	0	0.0%	28	0.1%
	CHEV Cruze	0	0.0%	3	0.0%
GMSA TOTAL		0	0.0%	133	0.4%
GRAND TOTAL		32 781	100.0%	33 678	100.0%

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR SEPTEMBER 2018		
TYPE	2018	2018 SHARE
TOYOTA Hilux	3 943	27.5%
FORD Ranger	3 010	21.0%
NISSAN NP200	1 888	13.2%
TOYOTA Quantum	1 287	9.0%
ISUZU KB	1 193	8.3%
	14 335	

TOP 5 SELLING PASSENGER CARS FOR SEPTEMBER 2018		
TYPE	2018	2018 SHARE
VW Polo	3 532	10.8%
VW Polo Vivo Hatch/Sedan	1 976	6.0%
TOYOTA Corolla Quest	1 375	4.2%
TOYOTA Fortuner	1 345	4.1%
TOYOTA Yaris	1 111	3.4%
	32 781	