

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

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR DECEMBER 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
SCANIA	XHV	411	18.2%
	BUS	43	1.9%
SCANIA TOTAL		454	20.1%
MERCEDES-BENZ SA	MCV	161	7.1%
	HCV	41	1.8%
	XHV	231	10.2%
	BUS	13	0.6%
MERCEDES-BENZ SA TOTAL		446	19.7%
ISUZU MOTORS SA	MCV	164	7.3%
	HCV	121	5.3%
	XHV	34	1.5%
	BUS	1	0.0%
ISUZU MOTORS SA TOTAL		320	14.1%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	77	3.4%
	XHV	201	8.9%
	BUS	1	0.0%
VOLVO TRUCKS TOTAL		279	12.3%
TOYOTA HINO	MCV	71	3.1%
	HCV	68	3.0%
	XHV	34	1.5%
HINO TOTAL		173	7.6%
MAN	HCV	5	0.2%
	XHV	130	5.7%
	BUS	25	1.1%
MAN TOTAL		160	7.1%
IVECO	MCV	58	2.6%
	HCV	6	0.3%
	XHV	79	3.5%
	BUS	9	0.4%
IVECO TOTAL		152	6.7%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR DECEMBER 2018 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2018	SHARE
VOLKSWAGEN GROUP SA	MCV	87	3.8%
VOLKSWAGEN GROUP SA TOTAL		87	3.8%
TATA	MCV	28	1.2%
	HCV	25	1.1%
	XHV	17	0.8%
	BUS	3	0.1%
TATA TOTAL		73	3.2%
POWERSTAR	MCV	0	0.0%
	HCV	8	0.4%
	XHV	48	2.1%
POWERSTAR TOTAL		56	2.5%
FAW	MCV	0	0.0%
	HCV	5	0.2%
	XHV	16	0.7%
FAW TOTAL		21	0.9%
HYUNDAI MOTORS SA	MCV	14	0.6%
HYUNDAI TOTAL		14	0.6%
BABCOCK	HCV	0	0.0%
	XHV	10	0.4%
BABCOCK TOTAL		10	0.4%
FMC	MCV	7	0.3%
FMC TOTAL		7	0.3%
PCSA	MCV	6	0.3%
PCSA TOTAL		6	0.3%
JMC	MCV	3	0.1%
JMC TOTAL		3	0.1%
FCA SOUTH AFRICA	MCV	1	0.0%
FCA SOUTH AFRICA TOTAL		1	0.0%
VECV SOUTH AFRICA	MCV	0	0.0%
	HCV	0	0.0%
	XHV	0	0.0%
VECV TOTAL		0	0.0%
GRAND TOTAL		2 262	100.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR DECEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
SUB ONE-TON	NISSAN NP200	1 572	14.0%	1 033	8.6%
	CHANGAN Star III	1	0.0%	2	0.0%
	CHEV Utility	0	0.0%	7	0.1%
SUB ONE-TON TOTAL		1 573	14.0%	1 042	8.6%
ABOVE ONE-TON DCAB	FORD Ranger	1 459	13.0%	1 897	15.7%
	TOYOTA Hilux	1 002	8.9%	1 522	12.6%
	VW Amarok	323	2.9%	315	2.6%
	NISSAN NP300	294	2.6%	307	2.5%
	ISUZU D-MAX	277	2.5%	0	0.0%
ABOVE ONE-TON DCAB TOTAL		4 026	35.9%	5 198	43.1%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 354	12.1%	1 474	12.2%
	FORD Ranger	472	4.2%	784	6.5%
	ISUZU D-MAX	282	2.5%	0	0.0%
	HYUNDAI H100 Bakkie	215	1.9%	148	1.2%
	ISUZU KB	180	1.6%	347	2.9%
ABOVE ONE-TON SCAB TOTAL		3 233	28.8%	3 847	31.9%
ABOVE ONE-TON XCAB	TOYOTA Hilux	551	4.9%	386	3.2%
	ISUZU KB	41	0.4%	31	0.3%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR DECEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ABOVE ONE-TON XCAB	ISUZU D-MAX	34	0.3%		0.0%
	TATA Xenon	0	0.0%		0.0%
ABOVE ONE-TON XCAB TOTAL		626	5.6%	417	3.5%
MINIBUS	TOYOTA Quantum	1 126	10.0%	1 117	9.3%
	NISSAN NV350 Taxi	164	1.5%	86	0.7%
	VW Caddy	100	0.9%	80	0.7%
	VW Transporter Cr-Bus	25	0.2%	15	0.1%
	FORD Tourneo Custom	24	0.2%	28	0.2%
	MINIBUS TOTAL		1 439	12.8%	1 326
PANEL VAN	TOYOTA Quantum	119	1.1%	19	0.2%
	VW Caddy	39	0.3%	69	0.6%
	NISSAN NV200	38	0.3%	10	0.1%
	FORD Transit Custom	22	0.2%	23	0.2%
	VW Transporter P-Van	19	0.2%	6	0.0%
PANEL VAN TOTAL		318	2.8%	237	2.0%
GRAND TOTAL		11 215	100.0%	12 067	100.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR DECEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	1 711	6.4%	1 230	4.6%
	RENAULT Kwid	1 354	5.1%	1 120	4.2%
	HYUNDAI Grand i10	905	3.4%	503	1.9%
	KIA Picanto	508	1.9%	652	2.5%
	TOYOTA Etios	507	1.9%	954	3.6%
ENTRY CARS TOTAL		6 812	25.7%	6 168	23.2%
SUB-SMALL	VW Polo	1 360	5.1%	867	3.3%
	RENAULT Clio IV	775	2.9%	308	1.2%
	VW Polo Sedan	691	2.6%	145	0.5%
	HYUNDAI i20	619	2.3%	415	1.6%
	SUZUKI Swift	419	1.6%	237	0.9%
SUB-SMALL TOTAL		5 438	20.5%	4 197	15.8%
SMALL	TOYOTA Corolla Quest	552	2.1%	438	1.6%
	TOYOTA Corolla	305	1.1%	673	2.5%
	VW Golf 7	296	1.1%	437	1.6%
	BMW 1-Series	265	1.0%	134	0.5%
	MAZDA 3	223	0.8%	263	1.0%
SMALL TOTAL		2 789	10.5%	3 912	14.7%
MEDIUM	MERCEDES C-Class	316	1.2%	466	1.8%
	BMW 3-Series	307	1.2%	334	1.3%
	BMW 4-Series	89	0.3%	79	0.3%
	AUDI A4	76	0.3%	168	0.6%
	VW Arteon	32	0.1%	0	0.0%
MEDIUM TOTAL		878	3.3%	1142	4.3%
LARGE	BMW 5-Series	45	0.2%	78	0.3%
	AUDI A5 Sportback	44	0.2%	32	0.1%
	AUDI A5 Coupe/ Cabriolet	37	0.1%	24	0.1%
	MERCEDES E-Class	16	0.1%	23	0.1%
	AUDI A6	11	0.0%	15	0.1%
LARGE TOTAL		169	0.6%	218	0.8%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR DECEMBER 2018					
SEGMENT	TYPE	2018	SHARE	2017	SHARE
LUXURY	PORSCHE Panamera	10	0.0%	13	0.0%
	BMW 7-Series	7	0.0%	24	0.1%
	AUDI A8	5	0.0%	3	0.0%
	BMW 6-Series	2	0.0%	3	0.0%
	LEXUS LS	2	0.0%	0	0.0%
LUXURY TOTAL		29	0.1%	51	0.2%
MPV	TOYOTA Avanza	416	1.6%	299	1.1%
	VW Kombi	408	1.5%	251	0.9%
	HYUNDAI H1	166	0.6%	51	0.2%
	MERCEDES V-Class	102	0.4%	97	0.4%
	DATSUN GO+	55	0.2%	134	0.5%
MPV TOTAL		1 303	4.9%	984	3.7%
SUV	TOYOTA Fortuner	1027	3.9%	1108	4.2%
	VW Tiguan	485	1.8%	432	1.6%
	TOYOTA RAV	410	1.5%	791	3.0%
	MAZDA CX-5	389	1.5%	290	1.1%
	FORD Everest	385	1.5%	559	2.1%
SUV TOTAL		5 904	22.2%	6 410	24.1%
SPORT AND EXOTICS	FORD Mustang	50	0.2%	44	0.2%
	PORSCHE 911	34	0.1%	74	0.3%
	PORSCHE Boxster	21	0.1%	5	0.0%
	PORSCHE Cayman	17	0.1%	7	0.0%
	AUDI R8	10	0.0%	9	0.0%
SPORT AND EXOTICS TOTAL		178	0.7%	211	0.8%
CROSSOVER	FORD EcoSport	332	1.3%	892	3.4%
	MAZDA CX-3	293	1.1%	312	1.2%
	TOYOTA RUSH	292	1.1%		0.0%
	NISSAN Qashqai	263	1.0%	194	0.7%
	HYUNDAI Creta	254	1.0%	425	1.6%
CROSSOVER TOTAL		3 043	11.5%	3 302	12.4%
GRAND TOTAL		26 543		26 595	



The Datsun Go continues to outsell the other passenger cars in the Nissan SA range. In December the Go sold 507 units.



The popularity of the Kwid, which sold 1 354 units boosted Renault's passenger car sales to 2 933 units and 11% market share in December. This excellent performance placed Renault third among passenger car brands, behind only Volkswagen and Toyota. By comparison, in December 2017 Renault sold 2 177 units, for an 8.2% share of the passenger market.

#### 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 DECEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
VOLKSWAGEN SA	VW Polo Vivo	1 711	6.4%	1 230	4.6%
	VW Polo	1360	5.1%	867	3.3%
	VW Polo Sedan	691	2.6%	145	0.5%
	VW Tiguan	485	1.8%	432	1.6%
	VW Kombi	408	1.5%	251	0.9%
VOLKSWAGEN GROUP SA TOTAL		5 979	22.5%	4 800	18.0%
TOYOTA	TOYOTA Fortuner	1 027	3.9%	1 108	4.2%
	TOYOTA Corolla Quest	552	2.1%	438	1.6%
	TOYOTA Etios	507	1.9%	954	3.6%
	TOYOTA Avanza	416	1.6%	299	1.1%
	TOYOTA RAV	410	1.5%	791	3.0%
TOYOTA TOTAL		4 430	16.7%	4 913	18.5%
RENAULT	RENAULT Kwid	1 354	5.1%	1 120	4.2%
	RENAULT Clio IV	775	2.9%	308	1.2%
	RENAULT Sandero II	449	1.7%	341	1.3%
	RENAULT Duster	242	0.9%	136	0.5%
	RENAULT Captur	86	0.3%	137	0.5%
RENAULT TOTAL		2 933	11.0%	2 177	8.2%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	905	3.4%	503	1.9%
	HYUNDAI i20	619	2.3%	415	1.6%
	HYUNDAI Tucson	294	1.1%	506	1.9%
	HYUNDAI Creta	254	1.0%	425	1.6%
	HYUNDAI H1	166	0.6%	51	0.2%
HYUNDAI TOTAL		2 603	9.8%	2 180	8.2%
BMW GROUP	BMW 3-Series	307	1.2%	334	1.3%
	BMW X3	287	1.1%	166	0.6%
	BMW 1-Series	265	1.0%	134	0.5%
	BMW X1	115	0.4%	120	0.5%
	BMW 4-Series	89	0.3%	79	0.3%
BMW GROUP TOTAL		1 583	6.0%	1 372	5.2%
FMC	FORD Figo	424	1.6%	445	1.7%
	FORD Everest	385	1.5%	559	2.1%
	FORD EcoSport	332	1.3%	892	3.4%
	FORD Fiesta	217	0.8%	522	2.0%
	FORD Kuga	64	0.2%	66	0.2%
FMC TOTAL		1 480	5.6%	2 679	10.1%
NISSAN	DATSUN GO	507	1.9%	264	1.0%
	NISSAN Qashqai	263	1.0%	194	0.7%
	NISSAN X-Trail	216	0.8%	215	0.8%
	NISSAN Micra	110	0.4%	480	1.8%
	NISSAN Almera	108	0.4%	292	1.1%
NISSAN TOTAL		1 434	5.4%	1 673	6.3%
MAZDA SA	MAZDA CX-5	389	1.5%	290	1.1%
	MAZDA CX-3	293	1.1%	312	1.2%
	MAZDA 3	223	0.8%	263	1.0%
	MAZDA 2	197	0.7%	246	0.9%
	MAZDA MX-5	6	0.0%	1	0.0%
MAZDA SA TOTAL		1 108	4.2%	1 112	4.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR DECEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
KIA SA	KIA Picanto	508	1.9%	652	2.5%
	KIA Rio	304	1.1%	508	1.9%
	KIA Sportage	208	0.8%	225	0.8%
	KIA Grand Sedona	31	0.1%	14	0.1%
	KIA Sorento	31	0.1%	16	0.1%
KIA TOTAL		1 091	4.1%	1 481	5.6%
MERCEDES-BENZ SA	MERCEDES C-Class	316	1.2%	487	1.8%
	MERCEDES A-Class	102	0.4%	138	0.5%
	MERCEDES V-Class	102	0.4%	97	0.4%
	MERCEDES CLA	97	0.4%	73	0.3%
	MERCEDES GLC	88	0.3%	135	0.5%
MERCEDES-BENZ SA TOTAL		915	3.4%	1236	4.6%
SUZUKI	SUZUKI Swift	419	1.6%	237	0.9%
	SUZUKI Ignis	118	0.4%	161	0.6%
	SUZUKI Jimny	113	0.4%	74	0.3%
	SUZUKI Celerio	101	0.4%	74	0.3%
	SUZUKI Baleno	44	0.2%	88	0.3%
SUZUKI TOTAL		883	3.3%	742	2.8%
HONDA	HONDA Ballade	118	0.4%	37	0.1%
	HONDA BR-V	92	0.3%	84	0.3%
	HONDA Jazz	73	0.3%	120	0.5%
	HONDA HR-V	50	0.2%	97	0.4%
	HONDA CR-V	48	0.2%	64	0.2%
HONDA TOTAL		466	1.8%	499	1.9%
JAGUAR LAND ROVER	L-R Range Rover Sport	83	0.3%	93	0.3%
	L-R Range Rover Evoque	73	0.3%	57	0.2%
	L-R Discovery Sport	62	0.2%	87	0.3%
	JAGUAR E-PACE	49	0.2%		0.0%
	L-R Discovery	46	0.2%	94	0.4%
JAGUAR LAND ROVER TOTAL		416	1.6%	506	1.9%
MAHINDRA	MAHINDRA KUV	174	0.7%	44	0.2%
	MAHINDRA XUV	28	0.1%	38	0.1%
	MAHINDRA Scorpio	25	0.1%	18	0.1%
	MAHINDRA TUV	24	0.1%	35	0.1%
	MAHINDRA Thar	9	0.0%	8	0.0%
MAHINDRA TOTAL		260	1.0%	144	0.5%
VOLVO CARS	VOLVO XC60	109	0.4%	15	0.1%
	VOLVO XC40	54	0.2%		0.0%
	VOLVO V40	42	0.2%	51	0.2%
	VOLVO XC90	38	0.1%	34	0.1%
VOLVO V40 CC	10	0.0%	26	0.1%	
VOLVO CARS TOTAL		258	1.0%	139	0.5%

&lt; continued from previous page

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR DECEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
OPEL	OPEL Corsa	80	0.3%	9	0.0%
	OPEL Crossland X	34	0.1%	0	0.0%
	OPEL Grandland X	24	0.1%	0	0.0%
	OPEL Astra Hatch	21	0.1%	69	0.3%
	OPEL MOKKA X	20	0.1%	20	0.1%
	<b>OPEL TOTAL</b>		<b>185</b>	<b>0.7%</b>	<b>106</b>
PORSCHE	PORSCHE 911	34	0.1%	74	0.3%
	PORSCHE Cayenne	28	0.1%	42	0.2%
	PORSCHE Boxster	21	0.1%	5	0.0%
	PORSCHE Cayman	17	0.1%	7	0.0%
	PORSCHE Panamera	10	0.0%	13	0.0%
<b>PORSCHE TOTAL</b>		<b>112</b>	<b>0.4%</b>	<b>152</b>	<b>0.6%</b>
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	36	0.1%	38	0.1%
	MITSUBISHI ASX	32	0.1%	70	0.3%
	MITSUBISHI Outlander	18	0.1%	4	0.0%
	MITSUBISHI Pajero	14	0.1%	23	0.1%
	MITSUBISHI Mirage	0	0.0%	0	0.0%
<b>MITSUBISHI MOTORS SA TOTAL</b>		<b>100</b>	<b>0.4%</b>	<b>135</b>	<b>0.5%</b>
FCA SOUTH AFRICA FIAT GROUP	FIAT 500	34	0.1%	34	0.1%
	JEEP Grand Cherokee	15	0.1%	61	0.2%
	JEEP Wrangler	14	0.1%	21	0.1%
	FIAT Tipo	10	0.0%	16	0.1%
	JEEP Renegade	6	0.0%	35	0.1%
<b>FIAT GROUP TOTAL</b>		<b>97</b>	<b>0.4%</b>	<b>200</b>	<b>0.8%</b>
SUBARU	SUBARU Forester	34	0.1%	21	0.1%
	SUBARU XV	28	0.1%	38	0.1%
	SUBARU Outback	9	0.0%	0	0.0%
	SUBARU Impreza	5	0.0%	0	0.0%
	SUBARU WRX	4	0.0%	1	0.0%
<b>SUBARU TOTAL</b>		<b>80</b>	<b>0.3%</b>	<b>67</b>	<b>0.3%</b>
PCSA	PEUGEOT 3008	15	0.1%	23	0.1%
	PEUGEOT 208	13	0.0%	58	0.2%
	PEUGEOT 2008	10	0.0%	22	0.1%
	PEUGEOT 308	2	0.0%	0	0.0%
<b>PCSA TOTAL</b>		<b>40</b>	<b>0.2%</b>	<b>103</b>	<b>0.4%</b>
ISUZU MOTORS SA	ISUZU MU-X	37	0.1%	0	0.0%
<b>ISUZU MOTORS SA TOTAL</b>		<b>37</b>	<b>0.1%</b>	<b>0</b>	<b>0.0%</b>
GWM	GWM M4	25	0.1%	48	0.2%
	GWM H5	2	0.0%	11	0.0%
	GWM H6	0	0.0%	8	0.0%
<b>GWM TOTAL</b>		<b>27</b>	<b>0.1%</b>	<b>67</b>	<b>0.3%</b>
BENTLEY	BENTLEY Bentayga	8	0.0%	5	0.0%
	BENTLEY Continental	5	0.0%	3	0.0%
	BENTLEY Mulsanne	0	0.0%	0	0.0%
	BENTLEY Flying Spur	0	0.0%	0	0.0%
<b>BENTLEY TOTAL</b>		<b>13</b>	<b>0.0%</b>	<b>8</b>	<b>0.0%</b>

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR DECEMBER 2018					
MANUFACTURER	TYPE	2018	SHARE	2017	SHARE
JMC	LANDWIND X5	5	0.0%	13	0.0%
<b>JMC TOTAL</b>		<b>5</b>	<b>0.0%</b>	<b>13</b>	<b>0.0%</b>
MASERATI SOUTH AFRICA	MASERATI Levante	3	0.0%	14	0.1%
	MASERATI Quattroporte	1	0.0%	1	0.0%
	MASERATI Ghibli	0	0.0%	3	0.0%
	MASERATI GranCabrio	0	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
	<b>MASERATI TOTAL</b>		<b>4</b>	<b>0.0%</b>	<b>18</b>
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	2	0.0%	0	0.0%
	FERRARI Portofino	2	0.0%	0	0.0%
	FERRARI GTC4Lusso	0	0.0%	3	0.0%
	FERRARI 488 Spider	0	0.0%	3	0.0%
	FERRARI 488 GTB	0	0.0%	3	0.0%
	<b>SCUDERIA TOTAL</b>		<b>4</b>	<b>0.0%</b>	<b>10</b>
GMSA/ISUZU TRUCKS	CHEV Captiva	0	0.0%	1	0.0%
	CHEV Trailblazer	0	0.0%	2	0.0%
	CHEV Spark	0	0.0%	2	0.0%
<b>GMSA TOTAL</b>		<b>0</b>	<b>0.0%</b>	<b>5</b>	<b>0.0%</b>
TATA	TATA Indica Vista	0	0.0%	3	0.0%
	TATA B-Line	0	0.0%	0	0.0%
	TATA Manza	0	0.0%	1	0.0%
	TATA Bolt	0	0.0%	50	0.2%
	TATA Indica	0	0.0%	4	0.0%
<b>TATA TOTAL</b>		<b>0</b>	<b>0.0%</b>	<b>58</b>	<b>0.2%</b>
<b>GRAND TOTAL</b>		<b>26 543</b>	<b>100.0%</b>	<b>26 595</b>	<b>100.0%</b>

TOP 5 SELLING PASSENGER CARS FOR DECEMBER 2018		
TYPE	2018	2018 SHARE
VW Polo Vivo	1 711	6.4%
VW Polo	1 360	5.1%
RENAULT Kwid	1 354	5.1%
TOYOTA Fortuner	1 027	3.9%
HYUNDAI Grand i10	905	3.4%
	<b>26 543</b>	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR DECEMBER 2018		
TYPE	2018	2018 SHARE
TOYOTA Hilux	2 907	25.9%
FORD Ranger	1 931	17.2%
NISSAN NP200	1 572	14.0%
TOYOTA Quantum	1 245	11.1%
ISUZU D-MAX	593	5.3%
	<b>11 215</b>	