

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MARCH 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	MAR-19	SHARE
MERCEDES-BENZ SA	MCV	175	7.4%
	HCV	51	2.2%
	XHV	269	11.4%
	BUS	16	0.7%
MERCEDES-BENZ SA TOTAL		511	21.7%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	72	3.1%
	XHV	302	12.8%
	BUS	1	0.0%
VOLVO TRUCKS TOTAL		375	15.9%
TOYOTA HINO	MCV	188	8.0%
	HCV	110	4.7%
	XHV	24	1.0%
HINO TOTAL		322	13.7%
ISUZU MOTORS SA	MCV	144	6.1%
	HCV	101	4.3%
	XHV	42	1.8%
	BUS	1	0.0%
ISUZU MOTORS SA TOTAL		288	12.2%
MAN	HCV	13	0.6%
	XHV	140	5.9%
	BUS	32	1.4%
MAN TOTAL		185	7.9%
SCANIA	XHV	119	5.1%
	BUS	27	1.1%
	SCANIA TOTAL		146
VOLKSWAGEN GROUP SA	MCV	127	5.4%
VOLKSWAGEN GROUP SA TOTAL		127	5.4%
TATA	MCV	27	1.1%
	HCV	58	2.5%
	XHV	10	0.4%
	BUS	0	0.0%
TATA TOTAL		95	4.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MARCH 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	MAR-19	SHARE
FAW	MCV	14	0.6%
	HCV	48	2.0%
	XHV	29	1.2%
FAW TOTAL		91	3.9%
IVECO	MCV	54	2.3%
	HCV	4	0.2%
	XHV	23	1.0%
	BUS	3	0.1%
IVECO TOTAL		84	3.6%
BABCOCK	HCV	0	0.0%
	XHV	50	2.1%
BABCOCK TOTAL		50	2.1%
POWERSTAR	MCV	4	0.2%
	HCV	8	0.3%
	XHV	16	0.7%
POWERSTAR TOTAL		28	1.2%
HYUNDAI MOTORS SA	MCV	19	0.8%
HYUNDAI TOTAL		19	0.8%
JMC	MCV	15	0.6%
JMC TOTAL		15	0.6%
VECV SOUTH AFRICA	MCV	1	0.0%
	HCV	6	0.3%
	XHV	1	0.0%
VECV TOTAL		8	0.3%
FMC	MCV	4	0.2%
FMC TOTAL		4	0.2%
FCA SOUTH AFRICA	MCV	3	0.1%
FCA SOUTH AFRICA TOTAL		3	0.1%
PCSA	MCV	2	0.1%
PCSA TOTAL		2	0.1%
GRAND TOTAL		2 353	100.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR MARCH 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	2 144	14.3%	1 562	10.6%
	CHANGAN Star III	8	0.1%	7	0.0%
SUB ONE-TON TOTAL		2 152	14.4%	1 569	10.7%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 552	10.4%	1 685	11.4%
	FORD Ranger	1 369	9.1%	1 943	13.2%
	ISUZU D-MAX	588	3.9%	0	0.0%
	NISSAN NP300	514	3.4%	257	1.7%
	VW Amarok	188	1.3%	176	1.2%
ABOVE ONE-TON DCAB TOTAL		4 873	32.5%	5 483	37.3%
ABOVE ONE-TON SCAB	TOYOTA Hilux	2 029	13.5%	1 570	10.7%
	FORD Ranger	1 006	6.7%	810	5.5%
	ISUZU D-MAX	771	5.1%	0	0.0%
	NISSAN NP300	404	2.7%	346	2.4%
	HYUNDAI H100 Bakkie	236	1.6%	285	1.9%
ABOVE ONE-TON SCAB TOTAL		5 533	36.9%	4 559	31.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR MARCH 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ABOVE ONE-TON XCAB	TOYOTA Hilux	671	4.5%	570	3.9%
	ISUZU D-MAX	86	0.6%	0	0.0%
	ISUZU KB	16	0.1%	97	0.7%
	FORD Ranger	1	0.0%	0	0.0%
ABOVE ONE-TON XCAB TOTAL		774	5.2%	667	4.5%
MINIBUS	TOYOTA Quantum	1 224	8.2%	1 498	10.2%
	VW Caddy	128	0.9%	184	1.3%
	NISSAN NV350 Taxi	23	0.2%	184	1.3%
	VW Transporter Cr-Bus	18	0.1%	39	0.3%
	FORD Tourneo Custom	5	0.0%	26	0.2%
MINIBUS TOTAL		1 398	9.3%	1 931	13.1%
PANEL VAN	TOYOTA Quantum	86	0.6%	42	0.3%
	VW Caddy	57	0.4%	69	0.5%
	FORD Transit Custom	21	0.1%	101	0.7%
	TOYOTA Avanza	15	0.1%	15	0.1%
	MERCEDES Vito	15	0.1%	19	0.1%
PANEL VAN TOTAL		265	1.8%	510	3.5%
GRAND TOTAL		14 995	100.0%	14 719	100.0%

South African Vehicle Sales Figures at the End of March 2019

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MARCH 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 498	8.2%	2 736	8.5%
	RENAULT Kwid	1 081	3.6%	856	2.7%
	HYUNDAI Grand i10	1 030	3.4%	1 032	3.2%
	TOYOTA Etios	755	2.5%	696	2.2%
	FORD Figo	722	2.4%	370	1.2%
ENTRY CARS TOTAL		8316	27.4%	8 501	26.4%
SUB-SMALL	VW Polo	1 383	4.6%	1 960	6.1%
	HYUNDAI i20	476	1.6%	63	0.2%
	SUZUKI Swift	453	1.5%	279	0.9%
	FORD Fiesta	402	1.3%	477	1.5%
	VW Polo Sedan	353	1.2%	161	0.5%
SUB-SMALL TOTAL		5 269	17.4%	5 602	17.4%
SMALL	TOYOTA Corolla	1 081	3.6%	430	1.3%
	TOYOTA Corolla Quest	462	1.5%	738	2.3%
	VW Golf 7	382	1.3%	381	1.2%
	NISSAN Almera	304	1.0%	403	1.3%
	AUDI A3 Sportback	193	0.6%	139	0.4%
SMALL TOTAL		3 791	12.5%	4 126	12.8%
MEDIUM	MERCEDES C-Class	416	1.4%	704	2.2%
	BMW 3-Series	373	1.2%	506	1.6%
	AUDI A4	102	0.3%	110	0.3%
	BMW 4-Series	65	0.2%	80	0.2%
	MERCEDES AMG C	39	0.1%	35	0.1%
MEDIUM TOTAL		1 069	3.5%	1 485	4.6%
LARGE	BMW 5-Series	56	0.2%	87	0.3%
	AUDI A5 Sportback	34	0.1%	31	0.1%
	AUDI A5 Coupe/Cabriolet	29	0.1%	24	0.1%
	MERCEDES E-Class	26	0.1%	76	0.2%
	AUDI A7 Sportback	16	0.1%	1	0.0%
LARGE TOTAL		184	0.6%	256	0.8%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MARCH 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
LUXURY	BMW 7-Series	15	0.0%	5	0.0%
	BMW 6-Series	8	0.0%	7	0.0%
	MERCEDES AMG CLS	7	0.0%	0	0.0%
	AUDI A8	4	0.0%	2	0.0%
	MERCEDES AMG S	3	0.0%	3	0.0%
LUXURY TOTAL		43	0.1%	41	0.1%
MPV	TOYOTA Avanza	335	1.1%	425	1.3%
	HYUNDAI H1	172	0.6%	54	0.2%
	DATSUN GO+	111	0.4%	30	0.1%
	SUZUKI Ertiga	90	0.3%	53	0.2%
	VW Kombi	62	0.2%	57	0.2%
MPV TOTAL		991	3.3%	795	2.5%
SUV	TOYOTA Fortuner	954	3.1%	1274	4.0%
	TOYOTA RAV	715	2.4%	463	1.4%
	FORD Everest	447	1.5%	559	1.7%
SUV	VW Tiguan	447	1.5%	525	1.6%
	MAZDA CX-5	407	1.3%	378	1.2%
SUV TOTAL		6 308	20.8%	6 919	21.5%
SPORT AND EXOTICS	FORD Mustang	22	0.1%	56	0.2%
	BMW Z4	19	0.1%	0	0.0%
	PORSCHE 911	15	0.0%	47	0.1%
	BMW 8-Series	11	0.0%	0	0.0%
	AUDI R8	10	0.0%	1	0.0%
SPORT AND EXOTICS TOTAL		105	0.3%	216	0.7%
CROSSOVER	FORD EcoSport	868	2.9%	813	2.5%
	HYUNDAI Creta	308	1.0%	413	1.3%
	HAVAL H2	300	1.0%	0	0.0%
	MAZDA CX-3	295	1.0%	349	1.1%
	NISSAN Qashqai	252	0.8%	489	1.5%
CROSSOVER TOTAL		4 263	14.1%	4 212	13.1%
GRAND TOTAL		30 339		32 153	



The Suzuki Swift is proving increasingly popular among South African buyers and last month sold 453 units to end above the long-established Ford Fiesta (402 units sold), although both were behind the VW Polo and Hyundai i20 for the month.



The latest Ford EcoSport continues to reign supreme in the crossover segment, despite the arrival of many new competitors. EcoSport sold 868 units in March.

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.
 - BMW is now reporting its sales in detail while Porsche is reporting disaggregated sales figures.
 - Split volumes are based on historical trends and forecasting techniques.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 498	8.2%	2 736	8.5%
	VW Polo	1 383	4.6%	1 960	6.1%
	VW Tiguan	447	1.5%	525	1.6%
	VW Golf 7	382	1.3%	381	1.2%
	VW Polo Sedan	353	1.2%	161	0.5%
VOLKSWAGEN GROUP SA TOTAL		6 207	20.5%	6 991	21.7%
TOYOTA	TOYOTA Corolla	1 081	3.6%	430	1.3%
	TOYOTA Fortuner	954	3.1%	1 274	4.0%
	TOYOTA Etios	755	2.5%	696	2.2%
	TOYOTA RAV	715	2.4%	463	1.4%
	TOYOTA Corolla Quest	462	1.5%	738	2.3%
TOYOTA TOTAL		5 490	18.1%	5 261	16.4%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	1 030	3.4%	1 032	3.2%
	HYUNDAI i20	476	1.6%	63	0.2%
	HYUNDAI Creta	308	1.0%	413	1.3%
	HYUNDAI Tucson	271	0.9%	400	1.2%
	HYUNDAI Accent	173	0.6%	143	0.4%
HYUNDAI TOTAL		2 624	8.6%	2 762	8.6%
FMC	FORD EcoSport	868	2.9%	813	2.5%
	FORD Figo	722	2.4%	370	1.2%
	FORD Everest	447	1.5%	559	1.7%
	FORD Fiesta	402	1.3%	477	1.5%
	FORD Kuga	91	0.3%	119	0.4%
FMC TOTAL		2 553	8.4%	2 680	8.3%
RENAULT	RENAULT Kwid	1 081	3.6%	856	2.7%
	RENAULT Sandero II	627	2.1%	294	0.9%
	RENAULT Duster	241	0.8%	186	0.6%
	RENAULT Clio IV	167	0.6%	422	1.3%
	RENAULT Captur	122	0.4%	120	0.4%
RENAULT TOTAL		2 287	7.5%	1 881	5.9%
NISSAN	DATSUN GO	605	2.0%	610	1.9%
	NISSAN Almera	304	1.0%	403	1.3%
	NISSAN X-Trail	294	1.0%	444	1.4%
	NISSAN Micra 5	264	0.9%	0	0.0%
	NISSAN Qashqai	252	0.8%	489	1.5%
NISSAN TOTAL		2 027	6.7%	2 411	7.5%
BMW GROUP	BMW 3-Series	373	1.2%	506	1.6%
	BMW X3	218	0.7%	78	0.2%
	BMW X5	98	0.3%	171	0.5%
	BMW X1	87	0.3%	224	0.7%
	BMW 1-Series	84	0.3%	169	0.5%
BMW GROUP TOTAL		1 385	4.6%	1 713	5.3%
KIA SA	KIA Picanto	630	2.1%	789	2.5%
	KIA Rio	322	1.1%	355	1.1%
	KIA Sportage	181	0.6%	181	0.6%
	KIA Grand Sedona	48	0.2%	7	0.0%
	KIA Sorento	17	0.1%	15	0.0%
KIA TOTAL		1 200	4.0%	1 404	4.4%
MAZDA SA	MAZDA CX-5	407	1.3%	378	1.2%
	MAZDA CX-3	295	1.0%	349	1.1%
	MAZDA 2	254	0.8%	174	0.5%
	MAZDA 3	191	0.6%	240	0.7%
	MAZDA MX-5	2	0.0%	7	0.0%
MAZDA SA TOTAL		1 149	3.8%	1 148	3.6%
MERCEDES-BENZ SA	MERCEDES C-Class	418	1.4%	719	2.2%
	MERCEDES A-Class	174	0.6%	186	0.6%
	MERCEDES CLA	111	0.4%	132	0.4%
	MERCEDES GLC	93	0.3%	236	0.7%
	MERCEDES GLA	89	0.3%	121	0.4%
MERCEDES-BENZ SA TOTAL		1 129	3.7%	1 838	5.7%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
SUZUKI	SUZUKI Swift	453	1.5%	279	0.9%
	SUZUKI Ignis	160	0.5%	290	0.9%
	SUZUKI Dzire	158	0.5%	0	0.0%
	SUZUKI Ertiga	90	0.3%	53	0.2%
	SUZUKI Ciaz	59	0.2%	32	0.1%
SUZUKI TOTAL		1 089	3.6%	1 011	3.1%
HONDA	HONDA BR-V	217	0.7%	277	0.9%
	HONDA Jazz	175	0.6%	199	0.6%
	HONDA CR-V	100	0.3%	114	0.4%
	HONDA HR-V	87	0.3%	122	0.4%
	HONDA Ballade	85	0.3%	104	0.3%
HONDA TOTAL		744	2.5%	942	2.9%
HAVAL	HAVAL H2	300	1.0%	0	0.0%
	HAVAL H1	245	0.8%	0	0.0%
	HAVAL H6 C	48	0.2%	0	0.0%
	HAVAL H6	30	0.1%	0	0.0%
	HAVAL H9	8	0.0%	0	0.0%
HAVAL TOTAL		631	2.1%	0	0.0%
JAGUAR LAND ROVER	L-R Range Rover Evoque	82	0.3%	51	0.2%
	L-R Range Rover Sport	82	0.3%	147	0.5%
	L-R Discovery	47	0.2%	94	0.3%
	JAGUAR E-PACE	44	0.1%	136	0.4%
	L-R Range Rover Velar	36	0.1%	72	0.2%
JAGUAR LAND ROVER TOTAL		368	1.2%	649	2.0%
MAHINDRA	MAHINDRA KUV	215	0.7%	66	0.2%
	MAHINDRA XUV	49	0.2%	64	0.2%
	MAHINDRA TUV	30	0.1%	37	0.1%
	MAHINDRA Scorpio	25	0.1%	23	0.1%
	MAHINDRA Thar	11	0.0%	19	0.1%
MAHINDRA TOTAL		330	1.1%	209	0.7%
VOLVO CARS	VOLVO XC60	71	0.2%	4	0.0%
	VOLVO XC90	44	0.1%	39	0.1%
	VOLVO V40	38	0.1%	46	0.1%
	VOLVO XC40	36	0.1%	15	0.0%
	VOLVO V40 CC	26	0.1%	15	0.0%
VOLVO CARS TOTAL		224	0.7%	143	0.4%
FCA SOUTH AFRICA / FIAT GROUP	JEEP Grand Cherokee	37	0.1%	65	0.2%
	FIAT 500	25	0.1%	28	0.1%
	JEEP Cherokee	17	0.1%	9	0.0%
	JEEP Wrangler	16	0.1%	64	0.2%
	ALFA Stelvio	13	0.0%	4	0.0%
FIAT GROUP TOTAL		164	0.5%	284	0.9%
OPEL	OPEL Corsa	61	0.2%	122	0.4%
	OPEL Crossland X	39	0.1%	50	0.2%
	OPEL Astra Hatch	24	0.1%	19	0.1%
	OPEL MOKKA X	12	0.0%	14	0.0%
	OPEL Grandland X	10	0.0%	0	0.0%
OPEL TOTAL		154	0.5%	225	0.7%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	70	0.2%	0	0.0%
	MITSUBISHI Pajero Sport	39	0.1%	24	0.1%
	MITSUBISHI ASX	19	0.1%	46	0.1%
	MITSUBISHI Pajero	13	0.0%	21	0.1%
	MITSUBISHI Outlander	9	0.0%	3	0.0%
MITSUBISHI MOTORS SA TOTAL		150	0.5%	95	0.3%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
PORSCHÉ	PORSCHÉ Cayenne	65	0.2%	31	0.1%
	PORSCHÉ Macan	61	0.2%	19	0.1%
	PORSCHÉ 911	15	0.0%	47	0.1%
	PORSCHÉ Panamera	1	0.0%	11	0.0%
	PORSCHÉ Boxster	1	0.0%	15	0.0%
PORSCHÉ TOTAL		144	0.5%	141	0.4%
PCSA	PEUGEOT 208	30	0.1%	43	0.1%
	PEUGEOT 3008	28	0.1%	30	0.1%
	PEUGEOT 2008	21	0.1%	33	0.1%
	PEUGEOT 308	15	0.0%	0	0.0%
	PEUGEOT 5008	2	0.0%	0	0.0%
PCSA TOTAL		96	0.3%	106	0.3%
SUBARU	SUBARU XV	41	0.1%	40	0.1%
	SUBARU Forester	41	0.1%	21	0.1%
	SUBARU WRX	7	0.0%	6	0.0%
	SUBARU Impreza	5	0.0%	21	0.1%
	SUBARU Outback	2	0.0%	11	0.0%
SUBARU TOTAL		96	0.3%	100	0.3%
ISUZU	ISUZU MU-X	54	0.2%	0	0.0%
ISUZU MOTORS SA TOTAL		54	0.2%	0	0.0%
GWM	GWM M4	16	0.1%	49	0.2%
	GWM H5	0	0.0%	10	0.0%
GWM TOTAL		16	0.1%	59	0.2%
JMC	LANDWIND X5	7	0.0%	23	0.1%
JMC TOTAL		7	0.0%	23	0.1%
SCUDERIA SOUTH AFRICA	FERRARI 812	4	0.0%	3	0.0%
	FERRARI Portofino	1	0.0%	0	0.0%
	FERRARI 488 Spider	1	0.0%	6	0.0%
	FERRARI 488 GTB	0	0.0%	2	0.0%
SCUDERIA TOTAL		6	0.0%	11	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MARCH 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
LAMBORGHINI SOUTH AFRICA	LAMBORGHINI Urus	6	0.0%	0	0.0%
	LAMBORGHINI Aventador	0	0.0%	0	0.0%
LAMBORGHINI SA TOTAL		6	0.0%	0	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	4	0.0%	9	0.0%
	MASERATI Ghibli	1	0.0%	0	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
MASERATI TOTAL		5	0.0%	10	0.0%
BENTLEY	BENTLEY Bentayga	3	0.0%	6	0.0%
	BENTLEY Continental	1	0.0%	2	0.0%
BENTLEY TOTAL		4	0.0%	8	0.0%
TATA	TATA Bolt	0	0.0%	45	0.1%
	TATA Indica Vista	0	0.0%	2	0.0%
	TATA Indica	0	0.0%	1	0.0%
TATA TOTAL		0	0.0%	48	0.1%
GRAND TOTAL		30 339	100.0%	32 153	100.0%

TOP 5 SELLING PASSENGER CARS FOR MARCH 2019		
TYPE	2019	2019 SHARE
VW Polo Vivo	2 498	8.2%
VW Polo	1 383	4.6%
TOYOTA Corolla	1 081	3.6%
RENAULT Kwid	1 081	3.6%
HYUNDAI Grand i10	1 030	3.4%
	30 339	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR MARCH 2019		
TYPE	2019	2019 SHARE
TOYOTA Hilux	4 252	28.4%
FORD Ranger	2 376	15.8%
NISSAN NP200	2 144	14.3%
ISUZU D-MAX	1 445	9.6%
TOYOTA Quantum	1 310	8.7%
	14 995	



Haval has made a big impression with the first release of its monthly sales figure, reporting 631 sales in March. They are currently not reporting a split according to models, but Lightstone Auto estimates that 300 of the reported sales were the H2 model (above) and 245 of the smaller H1, which made up the bulk of sales.