

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR APRIL 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	715	7.3%	1 058	9.9%
	CHANGAN Star III	10	0.1%	6	0.1%
SUB ONE-TON TOTAL		725	7.4%	1 064	10.0%
ABOVE ONE-TON DCAB	FORD Ranger	1 223	12.5%	1 614	15.1%
	TOYOTA Hilux	617	6.3%	1 033	9.7%
	ISUZU D-MAX	457	4.7%	0	0.0%
	NISSAN NP300	228	2.3%	100	0.9%
	NISSAN Navara	177	1.8%	261	2.4%
ABOVE ONE-TON DCAB TOTAL		3 142	32.0%	3 929	36.8%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 343	13.7%	1 189	11.1%
	ISUZU D-MAX	615	6.3%	0	0.0%
	FORD Ranger	386	3.9%	758	7.1%
	HYUNDAI H100 Bakkie	248	2.5%	219	2.1%
	NISSAN NP300	205	2.1%	270	2.5%
ABOVE ONE-TON SCAB TOTAL		3 442	35.1%	3 573	33.5%
ABOVE ONE-TON XCAB	TOYOTA Hilux	451	4.6%	457	4.3%
	ISUZU D-MAX	86	0.9%	0	0.0%
	FORD Ranger	26	0.3%	0	0.0%
	ISUZU KB	15	0.2%	82	0.8%
ABOVE ONE-TON XCAB TOTAL		578	5.9%	539	5.0%
MINIBUS	TOYOTA Quantum	1 211	12.3%	971	9.1%
	VW Caddy	122	1.2%	101	0.9%
	NISSAN NV350 Taxi	18	0.2%	18	0.2%
	VW Transporter Cr-Bus	17	0.2%	28	0.3%
	FORD Tourneo Custom	10	0.1%	17	0.2%
MINIBUS TOTAL		1 378	14.0%	1 135	10.6%
PANEL VAN	VW Caddy	103	1.1%	71	0.7%
	VW Transporter P-Van	31	0.3%	10	0.1%
	FORD Transit Custom	29	0.3%	42	0.4%
	TOYOTA Quantum	25	0.3%	50	0.5%
	TOYOTA Avanza	20	0.2%	6	0.1%
PANEL VAN TOTAL		303	3.1%	294	2.8%
NON REPORTERS	HAVAL MOTORS SA	156	1.6%	103	1.0%
	MERCEDES-BENZ SA	85	0.9%	39	0.4%
NON-REPORTERS TOTAL		241	2.5%	142	1.3%
GRAND TOTAL		9 809	100.0%	10 676	100.0%

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR APRIL 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSESSES)			
MANUFACTURER	CATEGORY	MAR-19	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	76	3.8%
	XHV	317	15.9%
	BUS	2	0.1%
VOLVO TRUCKS TOTAL		395	19.8%
MERCEDES-BENZ SA	COMMERCIAL	358	17.9%
MERCEDES-BENZ SA TOTAL		358	17.9%
ISUZU MOTORS SA	MCV	128	6.4%
	HCV	105	5.3%
	XHV	24	1.2%
	BUS	2	0.1%
ISUZU MOTORS SA TOTAL		259	13.0%
TOYOTA HINO	MCV	123	6.2%
	HCV	66	3.3%
	XHV	32	1.6%
HINO TOTAL		221	11.1%
MAN	HCV	14	0.7%
	XHV	134	6.7%
	BUS	20	1.0%
MAN TOTAL		168	8.4%
SCANIA	XHV	136	6.8%
	BUS	16	0.8%
SCANIA TOTAL		152	7.6%
VOLKSWAGEN GROUP SA	MCV	95	4.8%
VOLKSWAGEN GROUP SA TOTAL		95	4.8%
FAW	MCV	4	0.2%
	HCV	58	2.9%
	XHV	17	0.9%
FAW TOTAL		79	4.0%
IVECO	MCV	32	1.6%
	HCV	1	0.1%
	XHV	19	1.0%
	BUS	12	0.6%
IVECO TOTAL		64	3.2%
TATA	MCV	23	1.2%
	HCV	27	1.4%
	XHV	9	0.5%
	BUS	1	0.1%
TATA TOTAL		60	3.0%
POWERSTAR	MCV	0	0.0%
	HCV	12	0.6%
	XHV	37	1.9%
POWERSTAR TOTAL		49	2.5%
BABCOCK	HCV	0	0.0%
	XHV	37	1.9%
BABCOCK TOTAL		37	1.9%
HYUNDAI MOTORS SA	MCV	25	1.3%
HYUNDAI TOTAL		25	1.3%
JMC	MCV	22	1.1%
JMC TOTAL		22	1.1%
VECV SOUTH AFRICA	MCV	3	0.2%
	HCV	2	0.1%
	XHV	1	0.1%
VECV TOTAL		6	0.3%
FMC	MCV	4	0.2%
FMC TOTAL		4	0.2%
PCSA	MCV	2	0.1%
PCSA TOTAL		2	0.1%
FCA SOUTH AFRICA	MCV	0	0.0%
FCA SOUTH AFRICA TOTAL		0	0.0%
GRAND TOTAL		1 996	100.0%

## South African Vehicle Sales Figures at the End of April 2019

TOP 5 PASSENGER CAR MARKET BY TYPE FOR APRIL 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 350	9.4%	2 143	8.9%
	TOYOTA Etios	719	2.9%	729	3.0%
	HYUNDAI Grand i10	718	2.9%	1 013	4.2%
	RENAULT Kwid	472	1.9%	693	2.9%
	DATSUN GO	453	1.8%	447	1.9%
ENTRY CARS TOTAL		6 319	25.3%	6 883	28.6%
SUB-SMALL	VW Polo	1 165	4.7%	1 607	6.7%
	RENAULT Clio IV	452	1.8%	220	0.9%
	SUZUKI Swift	383	1.5%	86	0.4%
	HYUNDAI i20	346	1.4%	43	0.2%
	TOYOTA Yaris	284	1.1%	402	1.7%
SUB-SMALL TOTAL		4 216	16.9%	3 807	15.8%
SMALL	TOYOTA Corolla Quest	436	1.7%	503	2.1%
	VW Golf 7	391	1.6%	271	1.1%
	NISSAN Almera	190	0.8%	409	1.7%
	AUDI A3 Sportback	155	0.6%	112	0.5%
	TOYOTA Corolla	146	0.6%	258	1.1%
SMALL TOTAL		2 200	8.8%	2 876	12.0%
MEDIUM	BMW 3-Series	354	1.4%	502	2.1%
	AUDI A4	75	0.3%	80	0.3%
	BMW 4-Series	68	0.3%	44	0.2%
	VW Arteon	19	0.1%	0	0.0%
	LEXUS ES	19	0.1%	0	0.0%
MEDIUM TOTAL		553	2.2%	644	2.7%
LARGE	BMW 5-Series	47	0.2%	50	0.2%
	AUDI A5 Sportback	36	0.1%	27	0.1%
	AUDI A5 Coupe/Cabriolet	16	0.1%	20	0.1%
	AUDI A6	5	0.0%	4	0.0%
	JAGUAR XF	3	0.0%	0	0.0%
LARGE TOTAL		111	0.4%	111	0.5%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR APRIL 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
LUXURY	BMW 6-Series	16	0.1%	5	0.0%
	BMW 7-Series	6	0.0%	7	0.0%
	BMW 8-Series	5	0.0%	0	0.0%
	VOLVO S90	2	0.0%	5	0.0%
	MASERATI Quattroporte	1	0.0%	1	0.0%
LUXURY TOTAL		31	0.1%	23	0.1%
MPV	DATSUN GO+	296	1.2%	44	0.2%
	TOYOTA Avanza	286	1.1%	389	1.6%
	HYUNDAI H1	142	0.6%	27	0.1%
	SUZUKI Ertiga	113	0.5%	60	0.2%
	VW Kombi	102	0.4%	33	0.1%
MPV TOTAL		1 023	4.1%	637	2.6%
SUV	TOYOTA RAV	839	3.4%	337	1.4%
	TOYOTA Fortuner	816	3.3%	879	3.7%
	VW Tiguan	442	1.8%	538	2.2%
	HYUNDAI Tucson	372	1.5%	227	0.9%
	FORD Everest	345	1.4%	312	1.3%
SUV TOTAL		5 459	21.9%	4 756	19.8%
SPORT AND EXOTICS	FORD Mustang	13	0.1%	63	0.3%
	BMW Z4	12	0.0%	0	0.0%
	JAGUAR F-Type	4	0.0%	3	0.0%
	NISSAN 370Z	4	0.0%	1	0.0%
SPORT AND EXOTICS TOTAL		51	0.2%	89	0.4%
CROSSOVER	FORD EcoSport	742	3.0%	213	0.9%
	MAZDA CX-3	321	1.3%	378	1.6%
	HYUNDAI Creta	235	0.9%	611	2.5%
	NISSAN Qashqai	229	0.9%	246	1.0%
CROSSOVER TOTAL		3 190	12.8%	3 038	12.6%
NON REPORTERS	MERCEDES-BENZ SA	1 064	4.3%	1 058	4.4%
	HAVAL	651	2.6%	50	0.2%
	PORSCHE	105	0.4%	74	0.3%
	BENTLEY	6	0.0%	8	0.0%
	LAMBORGHINI SOUTH AFRICA	3	0.0%	0	0.0%
NON REPORTERS TOTAL		1 829	7.3%	1 190	4.9%
GRAND TOTAL		24 982		24 054	



The new, imported Toyota Quantum with its semi-bonnet styling is made up of a wide range of minibuses and vans, including crew cabs, and will be sold as a separate range to the Toyota Hi-Ace, which is the new name for what, up to now has been the Quantum Ses'fikile minibus taxi, that continues in local production. The Quantum continues to dominate the minibus market, selling 1 211 units in April.



Toyota Quantum Ses'fikile minibus taxi

### DISCLAIMER

PLEASE NOTE • Mercedes-Benz (including Smart and Fuso), Haval, Lamborghini, Bentley and Porsche are all displayed as per aggregated total reported.  
• Mercedes-Benz South Africa Commercial Vehicle market splits are estimates.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR APRIL 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 350	9.4%	2 143	8.9%
	VW Polo	1 165	4.7%	1 607	6.7%
	VW Tiguan	442	1.8%	538	2.2%
	VW Golf 7	391	1.6%	271	1.1%
	VW Polo Sedan	235	0.9%	300	1.2%
VOLKSWAGEN GROUP SA TOTAL		5 448	21.8%	5 819	24.2%
TOYOTA	TOYOTA RAV	839	3.4%	337	1.4%
	TOYOTA Fortuner	816	3.3%	879	3.7%
	TOYOTA Etios	719	2.9%	729	3.0%
	TOYOTA Corolla Quest	436	1.7%	503	2.1%
	TOYOTA Avanza	286	1.1%	389	1.6%
TOYOTA TOTAL		4 363	17.5%	4 010	16.7%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	718	2.9%	1 013	4.2%
	HYUNDAI Tucson	372	1.5%	227	0.9%
	HYUNDAI i20	346	1.4%	43	0.2%
	HYUNDAI Creta	235	0.9%	611	2.5%
	HYUNDAI Accent	162	0.6%	154	0.6%
HYUNDAI TOTAL		2 139	8.6%	2 390	9.9%
RENAULT	RENAULT Kwid	472	1.9%	693	2.9%
	RENAULT Clio IV	452	1.8%	220	0.9%
	RENAULT Sandero II	422	1.7%	261	1.1%
	RENAULT Duster	322	1.3%	313	1.3%
	RENAULT Captur	105	0.4%	121	0.5%
RENAULT TOTAL		1 813	7.3%	1 610	6.7%
FMC	FORD EcoSport	742	3.0%	213	0.9%
	FORD Figo	426	1.7%	104	0.4%
	FORD Everest	345	1.4%	312	1.3%
	FORD Fiesta	193	0.8%	140	0.6%
	FORD Kuga	65	0.3%	98	0.4%
FMC TOTAL		1 785	7.1%	1 098	4.6%
NISSAN	DATSUN GO	453	1.8%	447	1.9%
	DATSUN GO+	296	1.2%	44	0.2%
	NISSAN X-Trail	244	1.0%	222	0.9%
	NISSAN Qashqai	229	0.9%	246	1.0%
	NISSAN Almera	190	0.8%	409	1.7%
NISSAN TOTAL		1 689	6.8%	1 606	6.7%
BMW GROUP	BMW 3-Series	354	1.4%	502	2.1%
	BMW X3	170	0.7%	244	1.0%
	BMW 1-Series	144	0.6%	96	0.4%
	BMW X5	143	0.6%	65	0.3%
	BMW X1	131	0.5%	74	0.3%
BMW GROUP TOTAL		1 446	5.8%	1 393	5.8%
MERCEDES BENZ SA TOTAL		1 064	4.3%	1 058	4.4%
MAZDA SA	MAZDA CX-5	338	1.4%	378	1.6%
	MAZDA CX-3	321	1.3%	378	1.6%
	MAZDA 2	216	0.9%	177	0.7%
	MAZDA 3	128	0.5%	249	1.0%
	MAZDA MX-5	3	0.0%	6	0.0%
MAZDA SA TOTAL		1 006	4.0%	1 188	4.9%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR APRIL 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
KIA SA	KIA Picanto	402	1.6%	798	3.3%
	KIA Rio	266	1.1%	246	1.0%
	KIA Sportage	183	0.7%	114	0.5%
	KIA Sorento	19	0.1%	17	0.1%
	KIA Grand Sedona	15	0.1%	10	0.0%
KIA TOTAL		886	3.5%	1 201	5.0%
SUZUKI	SUZUKI Swift	383	1.5%	86	0.4%
	SUZUKI Ignis	147	0.6%	212	0.9%
	SUZUKI Ertiga	113	0.5%	60	0.2%
	SUZUKI Vitara	69	0.3%	50	0.2%
	SUZUKI Celerio	51	0.2%	62	0.3%
SUZUKI TOTAL		879	3.5%	697	2.9%
HAVAL MOTORS SA TOTAL		651	2.6%	50	0.2%
HONDA	HONDA BR-V	100	0.4%	93	0.4%
	HONDA HR-V	63	0.3%	83	0.3%
	HONDA Jazz	56	0.2%	64	0.3%
	HONDA Brio	49	0.2%	79	0.3%
	HONDA Amaze	42	0.2%	0	0.0%
HONDA TOTAL		363	1.5%	446	1.9%
JAGUAR LAND ROVER	L-R Range Rover Evoque	68	0.3%	20	0.1%
	L-R Range Rover Sport	57	0.2%	62	0.3%
	L-R Discovery	33	0.1%	49	0.2%
	JAGUAR E-PACE	25	0.1%	57	0.2%
	JAGUAR F-PACE	23	0.1%	24	0.1%
JAGUAR LAND ROVER TOTAL		270	1.1%	305	1.3%
OPEL	OPEL Corsa	101	0.4%	149	0.6%
	OPEL Crossland X	83	0.3%	81	0.3%
	OPEL MOKKA X	21	0.1%	37	0.2%
	OPEL Adam	16	0.1%	7	0.0%
	OPEL Astra Hatch	15	0.1%	39	0.2%
OPEL TOTAL		243	1.0%	313	1.3%
MAHINDRA	MAHINDRA KUV	115	0.5%	35	0.1%
	MAHINDRA TUV	23	0.1%	43	0.2%
	MAHINDRA Scorpio	21	0.1%	34	0.1%
	MAHINDRA XUV	16	0.1%	29	0.1%
	MAHINDRA Thar	9	0.0%	7	0.0%
MAHINDRA TOTAL		184	0.7%	149	0.6%
VOLVO CARS	VOLVO XC60	80	0.3%	15	0.1%
	VOLVO XC40	29	0.1%	100	0.4%
	VOLVO V40	26	0.1%	21	0.1%
	VOLVO XC90	24	0.1%	36	0.1%
	VOLVO V40 CC	5	0.0%	20	0.1%
VOLVO CARS TOTAL		167	0.7%	207	0.9%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	60	0.2%	0	0.0%
	MITSUBISHI Pajero Sport	34	0.1%	44	0.2%
	MITSUBISHI Pajero	18	0.1%	12	0.0%
	MITSUBISHI ASX	16	0.1%	36	0.1%
	MITSUBISHI Outlander	5	0.0%	3	0.0%
MITSUBISHI MOTORS SA TOTAL		133	0.5%	95	0.4%



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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR APRIL 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
<b>FCA SOUTH AFRICA FIAT GROUP</b>	FIAT 500	27	0.1%	26	0.1%
	JEEP Grand Cherokee	24	0.1%	28	0.1%
	JEEP Wrangler	18	0.1%	12	0.0%
	FIAT Tipo	16	0.1%	11	0.0%
	FIAT Panda	10	0.0%	4	0.0%
<b>FIAT GROUP TOTAL</b>		<b>118</b>	<b>0.5%</b>	<b>126</b>	<b>0.5%</b>
<b>PORSCHE TOTAL</b>		<b>105</b>	<b>0.4%</b>	<b>74</b>	<b>0.3%</b>
<b>SUBARU</b>	SUBARU Forester	46	0.2%	19	0.1%
	SUBARU XV	29	0.1%	25	0.1%
	SUBARU WRX	7	0.0%	5	0.0%
	SUBARU Impreza	3	0.0%	14	0.1%
	SUBARU Outback	2	0.0%	10	0.0%
<b>SUBARU TOTAL</b>		<b>87</b>	<b>0.3%</b>	<b>73</b>	<b>0.3%</b>
<b>PCSA</b>	PEUGEOT 3008	27	0.1%	35	0.1%
	PEUGEOT 208	17	0.1%	19	0.1%
	PEUGEOT 2008	14	0.1%	41	0.2%
	PEUGEOT 308	6	0.0%	0	0.0%
	PEUGEOT 5008	5	0.0%	0	0.0%
<b>PCSA TOTAL</b>		<b>69</b>	<b>0.3%</b>	<b>95</b>	<b>0.4%</b>
<b>ISUZU MOTORS SOUTH AFRICA TOTAL</b>	ISUZU MU-X	47	0.2%	0	0.0%
<b>ISUZU MOTORS SOUTH AFRICA TOTAL</b>		<b>47</b>	<b>0.2%</b>	<b>0</b>	<b>0.0%</b>
<b>MASERATI SOUTH AFRICA</b>	MASERATI Levante	5	0.0%	4	0.0%
	MASERATI Quattroporte	1		1	
	MASERATI Ghibli	1	0.0%	2	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
<b>MASERATI TOTAL</b>		<b>7</b>	<b>0.0%</b>	<b>8</b>	<b>0.0%</b>

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR APRIL 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
<b>SCUDERIA SOUTH AFRICA</b>	FERRARI Portofino	3	0.0%	0	0.0%
	FERRARI 488 GTB	1	0.0%	1	0.0%
	FERRARI 488 Pista	1	0.0%	0	0.0%
	FERRARI 488 Spider	1	0.0%	2	0.0%
	FERRARI 812	0	0.0%	1	0.0%
<b>SCUDERIA SOUTH AFRICA TOTAL</b>		<b>6</b>	<b>0.0%</b>	<b>4</b>	<b>0.0%</b>
<b>BENTLEY TOTAL</b>		<b>6</b>	<b>0.0%</b>	<b>8</b>	<b>0.0%</b>
<b>JMC</b>	LANDWIND X5	5	0.0%	17	0.1%
<b>JMC TOTAL</b>		<b>5</b>	<b>0.0%</b>	<b>17</b>	<b>0.1%</b>
<b>LAMBORGHINI SA TOTAL</b>		<b>3</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>TATA</b>	TATA Indica Vista	0	0.0%	2	0.0%
	TATA Bolt	0	0.0%	12	0.0%
<b>TATA TOTAL</b>		<b>0</b>	<b>0.0%</b>	<b>14</b>	<b>0.1%</b>
<b>GRAND TOTAL</b>		<b>24 982</b>	<b>100.0%</b>	<b>24 054</b>	<b>100.0%</b>

TOP 5 SELLING PASSENGER CARS FOR APRIL 2019		
TYPE	2019	2019 SHARE
VW Polo Vivo	2 350	9.4%
VW Polo	1 165	4.7%
TOYOTA RAV	839	3.4%
TOYOTA Fortuner	816	3.3%
FORD EcoSport	742	3.0%
	<b>24 982</b>	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR APRIL 2019		
TYPE	2019	2019 SHARE
TOYOTA Hilux	2 411	24.6%
FORD Ranger	1 635	16.7%
TOYOTA Quantum	1 236	12.6%
ISUZU D-MAX	1 158	11.8%
NISSAN NP200	715	7.3%
	<b>9 809</b>	



The all-new Toyota RAV4 range made a storming start to its arrival on the South African market, selling 839 units, which was even more than its stablemate, the Fortuner (816 sales) which has dominated local SUV sales for years.