

South African Vehicle Sales Figures at the End of June 2019

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JUNE 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)				
MANUFACTURER	CATEGORY	JUN-19	SHARE	
ISUZU MOTORS SA	MCV	225	8.9%	
	HCV	145	5.7%	
	XHV	37	1.5%	
	BUS	0	0.0%	
ISUZU MOTORS SA TOTAL		407	16.1%	
TOYOTA HINO	MCV	231	9.1%	
	HCV	115	4.6%	
	XHV	48	1.9%	
HINO TOTAL		394	15.6%	
MERCEDES-BENZ SA	COMMERCIAL	389	15.4%	
MERCEDES-BENZ SA TOTAL		389	15.4%	
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%	
	HCV	54	2.1%	
	XHV	321	12.7%	
	BUS	4	0.2%	
VOLVO TRUCKS TOTAL		379	15.0%	
SCANIA	XHV	267	10.6%	
	BUS	12	0.5%	
SCANIA TOTAL		279	11.0%	
MAN	HCV	4	0.2%	
	XHV	141	5.6%	
	BUS	30	1.2%	
MAN TOTAL		175	6.9%	
TATA	MCV	62	2.5%	
	HCV	56	2.2%	
	XHV	28	1.1%	
	BUS	6	0.2%	
TATA TOTAL		152	6.0%	
IVECO	MCV	46	1.8%	
	HCV	3	0.1%	
	XHV	31	1.2%	
	BUS	11	0.4%	
IVECO TOTAL		91	3.6%	
FAW	MCV	9	0.4%	
	HCV	40	1.6%	
	XHV	35	1.4%	
FAW TOTAL		84	3.3%	
VOLKSWAGEN GROUP SA	MCV	67	2.7%	
VOLKSWAGEN GROUP SA TOTAL		67	2.7%	
POWERSTAR	MCV	0	0.0%	
	HCV	10	0.4%	
	XHV	29	1.1%	
POWERSTAR TOTAL		39	1.5%	
FMC	MCV	20	0.8%	
FMC TOTAL		20	0.8%	
JMC	MCV	18	0.7%	
JMC TOTAL		18	0.7%	
HYUNDAI MOTORS SA	MCV	16	0.6%	
HYUNDAI TOTAL		16	0.6%	
BABCOCK – DAF	HCV	0	0.0%	
	XHV	7	0.3%	
BABCOCK – DAF TOTAL		7	0.3%	
VECV SOUTH AFRICA – EICHER	MCV	1	0.0%	
	HCV	4	0.2%	
	XHV	1	0.0%	
VECV SOUTH AFRICA – EICHER TOTAL		6	0.2%	
PCSA	MCV	4	0.2%	
PCSA TOTAL		4	0.2%	
FCA SOUTH AFRICA	MCV	0	0.0%	
FCA SOUTH AFRICA TOTAL		0	0.0%	
GRAND TOTAL		2 527	100.0%	

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JUNE 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	1 709	11.8%	1 846	12.9%
	SUZUKI Gypsy	10	0.1%	3	0.0%
	CHANGAN Star III	2	0.0%	6	0.0%
SUB ONE-TON TOTAL		1 721	11.9%	1 855	13.0%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 885	13.0%	2 047	14.3%
	FORD Ranger	1 621	11.2%	1 804	12.6%
	ISUZU D-MAX	605	4.2%	0	0.0%
	NISSAN NP300	321	2.2%	302	2.1%
	VW Amarok	225	1.6%	314	2.2%
ABOVE ONE-TON DCAB TOTAL		5 120	35.3%	5 366	37.5%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 237	8.5%	1 260	8.8%
	ISUZU D-MAX	832	5.7%	0	0.0%
	NISSAN NP300	342	2.4%	481	3.4%
	HYUNDAI H100 Bakkie	321	2.2%	212	1.5%
	FORD Ranger	246	1.7%	809	5.6%
ABOVE ONE-TON SCAB TOTAL		3 704	25.6%	4 331	30.2%
ABOVE ONE-TON XCAB	TOYOTA Hilux	1 648	11.4%	633	4.4%
	FORD Ranger	162	1.1%	0	0.0%
	ISUZU D-MAX	88	0.6%	0	0.0%
	ISUZU KB	19	0.1%	89	0.6%
ABOVE ONE-TON XCAB TOTAL		1 917	13.2%	722	5.0%
MINIBUS	TOYOTA Quantum	1 303	9.0%	1 332	9.3%
	VW Caddy	88	0.6%	92	0.6%
	NISSAN NV350 Taxi	81	0.6%	27	0.2%
	VW Transporter Cr-Bus	17	0.1%	30	0.2%
	FORD Tourneo Custom	16	0.1%	18	0.1%
MINIBUS TOTAL		1 505	10.4%	1 499	10.5%
PANEL VAN	VW Caddy	75	0.5%	49	0.3%
	TOYOTA Quantum	42	0.3%	44	0.3%
	VW Transporter P-Van	27	0.2%	10	0.1%
	FORD Transit Custom	24	0.2%	35	0.2%
	OPEL Combo	22	0.2%	0	0.0%
PANEL VAN TOTAL		248	1.7%	300	2.1%
NON REPORTERS	HAVAL MOTORS SA	175	1.2%	173	1.2%
	MERCEDES-BENZ SA	105	0.7%	76	0.5%
NON-REPORTERS TOTAL		280	1.9%	249	1.7%
GRAND TOTAL		14 495	100.0%	14 322	100.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JUNE 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW POLO Vivo Hatch/Sedan	2 571	8.9%	2 285	7.7%
	RENAULT Kwid	1 056	3.7%	1 023	3.4%
	DATSUN GO	722	2.5%	466	1.6%
	TOYOTA Etios	659	2.3%	977	3.3%
	HYUNDAI Grand i10	572	2.0%	933	3.1%
ENTRY CARS TOTAL		7 237	25.0%	7 905	26.5%
SUB-SMALL	VW Polo	1 887	6.5%	1 462	4.9%
	HYUNDAI i20	670	2.3%	579	1.9%
	VW Polo Sedan	590	2.0%	382	1.3%
	RENAULT Clio IV	563	1.9%	216	0.7%
	SUZUKI Swift	548	1.9%	303	1.0%
SUB-SMALL TOTAL		6 373	22.0%	5 842	19.6%
SMALL	TOYOTA Corolla Quest	745	2.6%	645	2.2%
	VW Golf 7	312	1.1%	390	1.3%
	BMW 1-Series	281	1.0%	167	0.6%
	NISSAN Almera	242	0.8%	358	1.2%
	TOYOTA Corolla	183	0.6%	573	1.9%
SMALL TOTAL		2 668	9.2%	3 410	11.4%
MEDIUM	BMW 3-Series	240	0.8%	530	1.8%
	AUDI A4	102	0.4%	97	0.3%
	BMW 4-Series	47	0.2%	42	0.1%
	VW Arteon	27	0.1%	6	0.0%
	LEXUS ES	13	0.0%	34	0.1%
MEDIUM TOTAL		439	1.5%	746	2.5%
LARGE	AUDI A5 Sportback	30	0.1%	38	0.1%
	BMW 5-Series	28	0.1%	88	0.3%
	AUDI A5 Coupe/Cabriolet	14	0.0%	21	0.1%
	JAGUAR XF	6	0.0%	2	0.0%
	VOLVO V90 CC	4	0.0%	0	0.0%
LARGE TOTAL		87	0.3%	167	0.6%
LUXURY	VOLVO S90	20	0.1%	7	0.0%
	BMW 7-Series	15	0.1%	18	0.1%
	BMW 6-Series	11	0.0%	11	0.0%
	BMW 8-Series	3	0.0%	0	0.0%
	JAGUAR XJ	2	0.0%	1	0.0%
LUXURY TOTAL		51	0.2%	38	0.1%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JUNE 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
MPV	TOYOTA Avanza	466	1.6%	413	1.4%
	SUZUKI Ertiga	143	0.5%	92	0.3%
	VW Kombi	143	0.5%	53	0.2%
	HYUNDAI H1	71	0.2%	157	0.5%
	DATSUN GO+	49	0.2%	124	0.4%
MPV TOTAL		959	3.3%	886	3.0%
SUV	TOYOTA Fortuner	1 410	4.9%	1 190	4.0%
	TOYOTA RAV	653	2.3%	753	2.5%
	VW Tiguan	401	1.4%	518	1.7%
	HYUNDAI Tucson	334	1.2%	189	0.6%
	RENAULT Duster	308	1.1%	165	0.6%
SUV TOTAL		5 665	19.6%	6 327	21.2%
SPORT AND EXOTICS	ALFA 4C	26	0.1%	2	0.0%
	JAGUAR F-Type	14	0.0%	8	0.0%
	BMW Z4	12	0.0%	0	0.0%
	FORD Mustang	7	0.0%	61	0.2%
	BMW 8-Series	6	0.0%	0	0.0%
SPORT AND EXOTICS TOTAL		82	0.3%	105	0.4%
CROSSOVER	FORD EcoSport	819	2.8%	221	0.7%
	MAZDA CX-3	332	1.1%	172	0.6%
	NISSAN Qashqai	283	1.0%	124	0.4%
	HYUNDAI Creta	221	0.8%	597	2.0%
	TOYOTA RUSH	221	0.8%	0	0.0%
CROSSOVER TOTAL		3 553	12.3%	2 752	9.2%
NON REPORTERS	MERCEDES-BENZ SA	1071	3.7%	1506	5.0%
	HAVAL MOTORS SA	636	2.2%	40	0.1%
	PORSCHE	101	0.3%	97	0.3%
	LAMBORGHINI SOUTH AFRICA	5	0.0%	0	0.0%
	BENTLEY	4	0.0%	6	0.0%
NON REPORTERS TOTAL		1 817	6.3%	1 649	5.5%
GRAND TOTAL		28 931		29 827	



The spectacular-looking Alfa Romeo 4C certainly went out on a high note with 26 reported sales in June, after seldom selling more than single digits most months. This Spider is certain to be a treasured collectable in the future.



The Volvo S90 was the top seller in the luxury market in South Africa in June, selling 20 units. Next best was the BMW 7-Series with 15. (It must be mentioned that Mercedes-Benz SA has chosen not to report sales figures in detail so we don't know how many S-Class models it sold in June).

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 JUNE 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 571	8.9%	2 285	7.7%
	VW Polo	1 887	6.5%	1 462	4.9%
	VW Polo Sedan	590	2.0%	382	1.3%
	VW Tiguan	401	1.4%	518	1.7%
	VW Golf 7	312	1.1%	390	1.3%
VOLKSWAGEN GROUP SA TOTAL		6 720	23.2%	6 175	20.7%
TOYOTA	TOYOTA Fortuner	1 410	4.9%	1 190	4.0%
	TOYOTA Corolla Quest	745	2.6%	645	2.2%
	TOYOTA Etios	659	2.3%	977	3.3%
	TOYOTA RAV	653	2.3%	753	2.5%
	TOYOTA Avanza	466	1.6%	413	1.4%
TOYOTA TOTAL		5 409	18.7%	5 893	19.8%
RENAULT	RENAULT Kwid	1 056	3.7%	1 023	3.4%
	RENAULT Clio IV	563	1.9%	216	0.7%
	RENAULT Sandero II	376	1.3%	937	3.1%
	RENAULT Duster	308	1.1%	165	0.6%
	RENAULT Captur	83	0.3%	128	0.4%
RENAULT TOTAL		2 426	8.4%	2 469	8.3%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	670	2.3%	579	1.9%
	HYUNDAI Grand i10	572	2.0%	933	3.1%
	HYUNDAI Tucson	334	1.2%	189	0.6%
	HYUNDAI Creta	221	0.8%	597	2.0%
	HYUNDAI Accent	168	0.6%	236	0.8%
HYUNDAI TOTAL		2 215	7.7%	2 861	9.6%
NISSAN	DATSUN GO	722	2.5%	466	1.6%
	NISSAN Micra	292	1.0%	308	1.0%
	NISSAN Qashqai	283	1.0%	124	0.4%
	NISSAN Almera	242	0.8%	358	1.2%
	NISSAN X-Trail	110	0.4%	508	1.7%
NISSAN TOTAL		1 797	6.2%	2 108	7.1%
FMC	FORD EcoSport	819	2.8%	221	0.7%
	FORD Figo	356	1.2%	111	0.4%
	FORD Everest	291	1.0%	440	1.5%
	FORD Fiesta	216	0.7%	345	1.2%
	FORD Kuga	65	0.2%	103	0.3%
FMC TOTAL		1 754	6.1%	1 334	4.5%
BMW GROUP	BMW 1-Series	281	1.0%	167	0.6%
	BMW 3-Series	240	0.8%	530	1.8%
	BMW X3	165	0.6%	293	1.0%
	BMW X5	143	0.5%	84	0.3%
	BMW X1	134	0.5%	107	0.4%
BMW GROUP TOTAL		1 439	5.0%	1 714	5.7%
SUZUKI	SUZUKI Swift	548	1.9%	303	1.0%
	SUZUKI Celerio	249	0.9%	53	0.2%
	SUZUKI Ignis	204	0.7%	173	0.6%
	SUZUKI Ertiga	143	0.5%	92	0.3%
	SUZUKI Dzire	98	0.3%	43	0.1%
SUZUKI TOTAL		1 416	4.9%	864	2.9%
MERCEDES BENZ SA TOTAL		1 071	3.7%	1 506	5.0%
KIA SA	KIA Picanto	462	1.6%	764	2.6%
	KIA Rio	280	1.0%	315	1.1%
	KIA Sportage	138	0.5%	142	0.5%
	KIA Grand Sedona	36	0.1%	2	0.0%
	KIA Sorento	15	0.1%	6	0.0%
KIA TOTAL		931	3.2%	1 246	4.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JUNE 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
MAZDA SA	MAZDA CX-3	332	1.1%	172	0.6%
	MAZDA CX-5	301	1.0%	427	1.4%
	MAZDA 2	217	0.8%	207	0.7%
	MAZDA 3	66	0.2%	254	0.9%
	MAZDA MX-5	2	0.0%	7	0.0%
MAZDA SA TOTAL		918	3.2%	1 067	3.6%
HAVAL MOTORS SA TOTAL		636	2.2%	40	0.1%
HONDA	HONDA Amaze	102	0.4%	0	0.0%
	HONDA BR-V	95	0.3%	83	0.3%
	HONDA Jazz	55	0.2%	116	0.4%
	HONDA HR-V	51	0.2%	119	0.4%
	HONDA CR-V	30	0.1%	130	0.4%
HONDA TOTAL		395	1.4%	662	2.2%
JAGUAR LAND ROVER	L-R Range Rover Evoque	86	0.3%	35	0.1%
	L-R Range Rover Sport	58	0.2%	124	0.4%
	L-R Range Rover Velar	40	0.1%	54	0.2%
	L-R Discovery	34	0.1%	80	0.3%
	JAGUAR E-PACE	34	0.1%	79	0.3%
JAGUAR LAND ROVER TOTAL		351	1.2%	486	1.6%
MAHINDRA	MAHINDRA KUV	180	0.6%	49	0.2%
	MAHINDRA XUV300	81	0.3%	0	0.0%
	MAHINDRA XUV500	27	0.1%	38	0.1%
	MAHINDRA Scorpio	21	0.1%	34	0.1%
	MAHINDRA TUV	13	0.0%	43	0.1%
MAHINDRA TOTAL		327	1.1%	187	0.6%
VOLVO CARS	VOLVO V40	61	0.2%	54	0.2%
	VOLVO XC60	55	0.2%	83	0.3%
	VOLVO XC90	45	0.2%	21	0.1%
	VOLVO XC40	25	0.1%	101	0.3%
	VOLVO S90	20	0.1%	7	0.0%
VOLVO CARS TOTAL		227	0.8%	301	1.0%
OPEL	OPEL Crossland X	71	0.2%	39	0.1%
	OPEL Grandland X	57	0.2%	22	0.1%
	OPEL Corsa	54	0.2%	66	0.2%
	OPEL MOKKA X	18	0.1%	34	0.1%
	OPEL Astra Hatch	15	0.1%	15	0.1%
OPEL TOTAL		218	0.8%	185	0.6%
FCA SOUTH AFRICA FIAT GROUP	JEEP Wrangler	42	0.1%	14	0.0%
	ALFA 4C	26	0.1%	2	0.0%
	JEEP Grand Cherokee	23	0.1%	19	0.1%
	FIAT 500	20	0.1%	14	0.0%
	FIAT Tipo	10	0.0%	12	0.0%
FIAT GROUP TOTAL		135	0.5%	107	0.4%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	56	0.2%	0	0.0%
	MITSUBISHI Pajero Sport	31	0.1%	32	0.1%
	MITSUBISHI ASX	23	0.1%	34	0.1%
	MITSUBISHI Pajero	6	0.0%	13	0.0%
	MITSUBISHI Outlander	6	0.0%	4	0.0%
MITSUBISHI MOTORS SA TOTAL		122	0.4%	83	0.3%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JUNE 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
PCSA	PEUGEOT 308	54	0.2%	9	0.0%
	PEUGEOT 3008	33	0.1%	42	0.1%
	PEUGEOT 2008	15	0.1%	26	0.1%
	PEUGEOT 208	14	0.0%	19	0.1%
PCSA TOTAL		116	0.4%	96	0.3%
ISUZU	ISUZU MU-X	112	0.4%	208	0.7%
ISUZU MOTORS SOUTH AFRICA TOTAL		112	0.4%	208	0.7%
PORSCHE TOTAL		101	0.3%	97	0.3%
SUBARU	SUBARU XV	31	0.1%	40	0.1%
	SUBARU Forester	31	0.1%	35	0.1%
	SUBARU WRX	8	0.0%	3	0.0%
	SUBARU Outback	3	0.0%	12	0.0%
	SUBARU Impreza	0	0.0%	5	0.0%
SUBARU TOTAL		73	0.3%	95	0.3%
MASERATI SOUTH AFRICA	MASERATI Levante	5	0.0%	3	0.0%
	MASERATI Ghibli	1	0.0%	1	0.0%
	MASERATI GranTurismo	0	0.0%	1	0.0%
	MASERATI GranCabrio	0	0.0%	1	0.0%
MASERATI TOTAL		6	0.0%	6	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		5	0.0%	0	0.0%
JMC	LANDWIND X5	4	0.0%	13	0.0%
JMC TOTAL		4	0.0%	13	0.0%
BENTLEY TOTAL		4	0.0%	6	0.0%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JUNE 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	1	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	0	0.0%	2	0.0%
	FERRARI 812	0	0.0%	3	0.0%
SCUDERIA TOTAL		3	0.0%	6	0.0%
TATA	TATA Indica	0	0.0%	3	0.0%
	TATA Bolt	0	0.0%	9	0.0%
TATA TOTAL		0	0.0%	12	0.0%
GRAND TOTAL		28 931	100.0%	29 827	100.0%

TOP 5 SELLING PASSENGER CARS FOR JUNE 2019		
TYPE	2019	2019 SHARE
VW Polo Vivo	2 571	9.5%
VW Polo	1 887	7.0%
TOYOTA Fortuner	1 410	5.2%
RENAULT Kwid	1 056	3.9%
FORD EcoSport	819	3.0%
	27 129	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JUNE 2019		
TYPE	2019	2019 SHARE
TOYOTA Hilux	4 770	33.1%
FORD Ranger	2 029	14.1%
NISSAN NP200	1 709	11.9%
ISUZU D-MAX	1 525	10.6%
TOYOTA Quantum	1 345	9.3%
	14 390	



The Toyota Hilux astonished friend and foe when it not only topped the overall and commercial vehicle sales charts in June, but that it set a new record for sales of a model range in a month in a depressed market. The Hilux range sold a total of 4 770 units and topped all three segments – double cabs with 1 885 units, Xtra cabs with 1 648 units and single cabs with 1 237 units. The overall record of 4 770 units beat the previous record - also established by Hilux - when 4 335 of these one-ton bakkies were sold in March this year. Toyota added to its achievement in June by introducing the Gazoo Racing and Legend 50 ranges in July to keep up its sales momentum.