

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

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR SEPTEMBER 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	SEP-19	SHARE
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	86	3.4%
	XHV	431	16.9%
	BUS	0	0.0%
VOLVO TRUCKS TOTAL		517	20.3%
MERCEDES-BENZ SA	COMMERCIAL	473	18.5%
MERCEDES-BENZ SA TOTAL		473	18.5%
TOYOTA HINO	MCV	267	10.5%
	HCV	94	3.7%
	XHV	29	1.1%
HINO TOTAL		390	15.3%
ISUZU MOTORS SA	MCV	120	4.7%
	HCV	87	3.4%
	XHV	31	1.2%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		238	9.3%
MAN	HCV	5	0.2%
	XHV	199	7.8%
	BUS	22	0.9%
MAN TOTAL		226	8.9%
SCANIA	XHV	189	7.4%
	BUS	19	0.7%
SCANIA TOTAL		208	8.2%
IVECO	MCV	111	4.3%
	HCV	4	0.2%
	XHV	30	1.2%
	BUS	4	0.2%
IVECO TOTAL		149	5.8%
TATA	MCV	42	1.6%
	HCV	41	1.6%
	XHV	22	0.9%
	BUS	4	0.2%
TATA TOTAL		109	4.3%
FAW	MCV	11	0.4%
	HCV	50	2.0%
	XHV	28	1.1%
FAW TOTAL		89	3.5%
VOLKSWAGEN GROUP SA	MCV	49	1.9%
VOLKSWAGEN GROUP SA TOTAL		49	1.9%
POWERSTAR	MCV	0	0.0%
	HCV	21	0.8%
	XHV	28	1.1%
POWERSTAR TOTAL		49	1.9%
JMC	MCV	12	0.5%
JMC TOTAL		12	0.5%
BABCOCK	HCV	0	0.0%
	XHV	11	0.4%
BABCOCK TOTAL		11	0.4%
HYUNDAI MOTORS SA	MCV	10	0.4%
HYUNDAI TOTAL		10	0.4%
VECV SOUTH AFRICA	MCV	0	0.0%
	HCV	9	0.4%
	XHV	0	0.0%
VECV TOTAL		9	0.4%
PCSA	MCV	8	0.3%
PCSA TOTAL		8	0.3%
FMC	MCV	5	0.2%
FMC TOTAL		5	0.2%
FCA SOUTH AFRICA	MCV	0	0.0%
FCA SOUTH AFRICA TOTAL		0	0.0%
GRAND TOTAL		2 552	100.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR SEPTEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	2 250	16.7%	1 888	13.1%
	CHANGAN Star III	8	0.1%	16	0.1%
	SUZUKI Gypsy	3	0.0%	0	0.0%
SUB ONE-TON TOTAL		2 261	16.8%	1 904	13.3%
ABOVE ONE-TON DCAB	FORD Ranger	1 742	12.9%	2 153	15.0%
	TOYOTA Hilux	1 567	11.6%	1 472	10.2%
	ISUZU D-MAX	496	3.7%	0	0.0%
	VW Amarok	163	1.2%	291	2.0%
	TOYOTA Landcruiser PU	91	0.7%	67	0.5%
ABOVE ONE-TON DCAB TOTAL		4 433	32.9%	5 023	35.0%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 390	10.3%	1 669	11.6%
	ISUZU D-MAX	658	4.9%	0	0.0%
	NISSAN NP300	425	3.2%	484	3.4%
	FORD Ranger	292	2.2%	513	3.6%
	HYUNDAI H100 Bakkie	223	1.7%	290	2.0%
ABOVE ONE-TON SCAB TOTAL		3 648	27.1%	4 196	29.2%
ABOVE ONE-TON XCAB	TOYOTA Hilux	453	3.4%	802	5.6%
	FORD Ranger	287	2.1%	344	2.4%
	ISUZU D-MAX	43	0.3%	0	0.0%
	ISUZU KB	0	0.0%	95	0.7%
ABOVE ONE-TON XCAB TOTAL		783	5.8%	1 241	8.6%
MINIBUS	TOYOTA Hi-Ace	1 441	10.7%	0	0.0%
	NISSAN NV350 Taxi	149	1.1%	133	0.9%
	VW Caddy	102	0.8%	73	0.5%
	TOYOTA Quantum	90	0.7%	1260	8.8%
	VW Transporter Cr-Bus	23	0.2%	23	0.2%
MINIBUS TOTAL		1 816	13.5%	1 510	10.5%
PANEL VAN	TOYOTA Quantum	73	0.5%	27	0.2%
	VW Caddy	63	0.5%	77	0.5%
	HYUNDAI Grand i10	27	0.2%	0	0.0%
	FORD Transit Custom	19	0.1%	8	0.1%
	OPEL Combo	17	0.1%	0	0.0%
PANEL VAN TOTAL		253	1.9%	240	1.7%
NON REPORTERS	HAVAL MOTORS SA	169	1.3%	163	1.1%
	MERCEDES-BENZ SA	105	0.8%	90	0.6%
NON-REPORTERS TOTAL		274	2.0%	253	1.8%
GRAND TOTAL		13 468	100.0%	14 367	100.0%

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

TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW Polo Vivo	2 540	7.7%	1 976	6.0%
	FORD Figo	1 128	3.4%	520	1.6%
	RENAULT Kwid	956	2.9%	808	2.5%
	KIA Picanto	775	2.3%	750	2.3%
	RENAULT Sandero II	721	2.2%	283	0.9%
ENTRY CARS TOTAL		8 425	25.4%	7 198	22.0%
SUB-SMALL	VW Polo	2 326	7.0%	3 532	10.8%
	TOYOTA Yaris	925	2.8%	1 111	3.4%
	HYUNDAI i20	595	1.8%	592	1.8%
	SUZUKI Swift	579	1.7%	414	1.3%
	VW Polo Sedan	546	1.6%	334	1.0%
SUB-SMALL TOTAL		7 224	21.8%	8 969	27.4%
SMALL	TOYOTA Corolla Quest	1 352	4.1%	1 375	4.2%
	TOYOTA Corolla	493	1.5%	293	0.9%
	NISSAN Almera	297	0.9%	385	1.2%
	VW Golf 7	280	0.8%	305	0.9%
	AUDI A3 Sportback	130	0.4%	164	0.5%
SMALL TOTAL		3 399	10.3%	3 895	11.9%
MEDIUM	BMW 3-Series	307	0.9%	317	1.0%
	AUDI A4	86	0.3%	180	0.5%
	BMW 4-Series	31	0.1%	51	0.2%
	LEXUS ES	20	0.1%	8	0.0%
	VW Arteon	13	0.0%	26	0.1%
MEDIUM TOTAL		464	1.4%	622	1.9%
LARGE	BMW 5-Series	30	0.1%	48	0.1%
	AUDI A5 Sportback	29	0.1%	30	0.1%
	AUDI A5 Coupe/ Cabriolet	8	0.0%	29	0.1%
	JAGUAR XF	7	0.0%	10	0.0%
	VOLVO V90 CC	1	0.0%	0	0.0%
LARGE TOTAL		76	0.2%	122	0.4%
LUXURY	BMW 7-Series	5	0.0%	7	0.0%
	VOLVO S90	4	0.0%	14	0.0%
	BMW 6-Series	3	0.0%	7	0.0%
	BMW 8-Series	3	0.0%	0	0.0%
	LEXUS LS	0	0.0%	1	0.0%
LUXURY TOTAL		15	0.0%	29	0.1%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR SEPTEMBER 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
MPV	TOYOTA Avanza	574	1.7%	491	1.5%
	HYUNDAI H1	158	0.5%	110	0.3%
	DATSUN GO+	139	0.4%	217	0.7%
	SUZUKI Ertiga	131	0.4%	70	0.2%
	VW Kombi	106	0.3%	115	0.4%
MPV TOTAL		1 257	3.8%	1 070	3.3%
SUV	TOYOTA Fortuner	918	2.8%	1345	4.1%
	VW Tiguan	632	1.9%	565	1.7%
	TOYOTA RAV	608	1.8%	291	0.9%
	HYUNDAI Tucson	440	1.3%	281	0.9%
	MAZDA CX-5	330	1.0%	352	1.1%
SUV TOTAL		5 877	17.7%	5 841	17.8%
SPORT AND EXOTICS	FORD Mustang	32	0.1%	79	0.2%
	AUDI TT	11	0.0%	6	0.0%
	TOYOTA Supra	10	0.0%	0	0.0%
	BMW Z4	7	0.0%	0	0.0%
	BMW 8-Series	7	0.0%	0	0.0%
SPORT AND EXOTICS TOTAL		79	0.2%	123	0.4%
CROSSOVER	VW T-Cross	810	2.4%	0	0.0%
	FORD EcoSport	693	2.1%	460	1.4%
	HYUNDAI Creta	346	1.0%	370	1.1%
	MAZDA CX-3	334	1.0%	318	1.0%
	NISSAN Qashqai	285	0.9%	244	0.7%
CROSSOVER TOTAL		4 215	12.7%	3 450	10.5%
NON REPORTERS	MERCEDES-BENZ SA	1 224	3.7%	1 305	4.0%
	HAVAL MOTORS SA	771	2.3%	44	0.1%
	PORSCHE	87	0.3%	102	0.3%
	LAMBORGHINI SOUTH AFRICA	6	0.0%	0	0.0%
	BENTLEY	1	0.0%	11	0.0%
NON REPORTERS TOTAL		2 089	6.3%	1 462	4.5%
GRAND TOTAL		33 120		32 781	



The Volkswagen T-Cross has been an immediate hit with South African motorists, jumping into top spot in retail cross-over sales in September, selling 810 units compared to 693 Ford Eco-Sports sold. The latter has been the long-time leader in this market.



Toyota has moved its Quantum into a new market segment in South Africa with the addition of the VX luxury specification to the range. The imported Quantum sold 90 units in September, while the renamed Hi-Ace people carrier sold an impressive 1 441 units. The locally-manufactured Hi-Ace was previously badged as a Quantum Ses'fikile.

### 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 SEPTEMBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 540	7.7%	1 976	6.0%
	VW Polo	2 326	7.0%	3 532	10.8%
	VW T-Cross	810	2.4%	0	0.0%
	VW Tiguan	632	1.9%	565	1.7%
	VW Polo Sedan	546	1.6%	334	1.0%
VOLKSWAGEN GROUP SA TOTAL		8 212	24.8%	8 011	24.4%
TOYOTA	TOYOTA Corolla Quest	1 352	4.1%	1 375	4.2%
	TOYOTA Yaris	925	2.8%	1 111	3.4%
	TOYOTA Fortuner	918	2.8%	1 345	4.1%
	TOYOTA RAV	608	1.8%	291	0.9%
	TOYOTA Etios	602	1.8%	738	2.3%
TOYOTA TOTAL		6 144	18.6%	6 450	19.7%
RENAULT	RENAULT Kwid	956	2.9%	808	2.5%
	RENAULT Sandero II	721	2.2%	283	0.9%
	RENAULT Clio IV	536	1.6%	677	2.1%
	RENAULT Duster	287	0.9%	373	1.1%
	RENAULT Captur	80	0.2%	431	1.3%
RENAULT TOTAL		2 623	7.9%	2 590	7.9%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	710	2.1%	1 049	3.2%
	HYUNDAI i20	595	1.8%	592	1.8%
	HYUNDAI Tucson	440	1.3%	281	0.9%
	HYUNDAI Creta	346	1.0%	370	1.1%
	HYUNDAI Accent	180	0.5%	151	0.5%
HYUNDAI TOTAL		2 562	7.7%	2 633	8.0%
FMC	FORD Figo	1 128	3.4%	520	1.6%
	FORD EcoSport	693	2.1%	460	1.4%
	FORD Everest	199	0.6%	426	1.3%
	FORD Fiesta	181	0.5%	837	2.6%
	FORD Kuga	75	0.2%	97	0.3%
	FMC TOTAL		2 308	7.0%	2 452
NISSAN	DATSUN GO	640	1.9%	483	1.5%
	NISSAN X-Trail	309	0.9%	364	1.1%
	NISSAN Almera	297	0.9%	385	1.2%
	NISSAN Qashqai	285	0.9%	244	0.7%
	NISSAN Micra 5	177	0.5%	150	0.5%
NISSAN TOTAL		1 896	5.7%	1 984	6.1%
SUZUKI	SUZUKI Swift	579	1.7%	414	1.3%
	SUZUKI Vitara	199	0.6%	50	0.2%
	SUZUKI Ertiga	131	0.4%	70	0.2%
	SUZUKI Dzire	126	0.4%	33	0.1%
	SUZUKI Ignis	123	0.4%	154	0.5%
SUZUKI TOTAL		1 544	4.7%	1 137	3.5%
KIA SA	KIA Picanto	775	2.3%	750	2.3%
	KIA Sportage	290	0.9%	208	0.6%
	KIA Rio	290	0.9%	271	0.8%
	KIA Sorento	19	0.1%	3	0.0%
	KIA Grand Sedona	17	0.1%	2	0.0%
KIA TOTAL		1 391	4.2%	1 252	3.8%
BMW GROUP	BMW 3-Series	307	0.9%	317	1.0%
	BMW X3	284	0.9%	233	0.7%
	BMW X1	179	0.5%	107	0.3%
	BMW X5	114	0.3%	47	0.1%
	BMW 2-Series	69	0.2%	131	0.4%
BMW GROUP TOTAL		1 349	4.1%	1 463	4.5%
MERCEDES BENZ SA TOTAL		1 224	3.7%	1 305	4.0%
MAZDA SA	MAZDA CX-3	334	1.0%	318	1.0%
	MAZDA CX-5	330	1.0%	352	1.1%
	MAZDA 2	207	0.6%	204	0.6%
	MAZDA 3	79	0.2%	225	0.7%
	MAZDA MX-5	2	0.0%	9	0.0%
MAZDA SA TOTAL		952	2.9%	1 108	3.4%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
HAVAL MOTORS SA TOTAL		771	2.3%	44	0.1%
HONDA	HONDA BR-V	132	0.4%	150	0.5%
	HONDA Jazz	116	0.4%	106	0.3%
	HONDA HR-V	57	0.2%	71	0.2%
	HONDA CR-V	47	0.1%	67	0.2%
	HONDA Amaze	47	0.1%	53	0.2%
HONDA TOTAL		453	1.4%	686	2.1%
MAHINDRA	MAHINDRA KUV	214	0.6%	50	0.2%
	MAHINDRA XUV300	63	0.2%	0	0.0%
	MAHINDRA XUV500	36	0.1%	61	0.2%
	MAHINDRA Scorpio	22	0.1%	26	0.1%
	MAHINDRA Thar	6	0.0%	12	0.0%
MAHINDRA TOTAL		345	1.0%	183	0.6%
JAGUAR LAND ROVER	L-R Range Rover Sport	78	0.2%	68	0.2%
	L-R Range Rover Evoque	45	0.1%	23	0.1%
	JAGUAR F-PACE	42	0.1%	21	0.1%
	L-R Range Rover Velar	37	0.1%	44	0.1%
	L-R Discovery Sport	36	0.1%	58	0.2%
JAGUAR LAND ROVER TOTAL		322	1.0%	384	1.2%
VOLVO CARS	VOLVO XC60	65	0.2%	115	0.4%
	VOLVO V40	45	0.1%	41	0.1%
	VOLVO XC40	38	0.1%	78	0.2%
	VOLVO XC90	28	0.1%	49	0.1%
	VOLVO V40 CC	14	0.0%	15	0.0%
VOLVO CARS TOTAL		195	0.6%	325	1.0%
OPEL	OPEL Corsa	118	0.4%	137	0.4%
	OPEL Crossland X	30	0.1%	27	0.1%
	OPEL Astra Hatch	14	0.0%	25	0.1%
	OPEL Mokka X	12	0.0%	31	0.1%
	OPEL Combo Life	8	0.0%	0	0.0%
OPEL TOTAL		188	0.6%	243	0.7%
PCSA	PEUGEOT 5008	44	0.1%	0	0.0%
	PEUGEOT 3008	42	0.1%	34	0.1%
	PEUGEOT 108	39	0.1%	0	0.0%
	PEUGEOT 208	20	0.1%	34	0.1%
	PEUGEOT 2008	6	0.0%	11	0.0%
PCSA TOTAL		151	0.5%	81	0.2%
FCA SOUTH AFRICA FIAT GROUP	FIAT 500	29	0.1%	9	0.0%
	FIAT Tipo	22	0.1%	13	0.0%
	JEEP Grand Cherokee	19	0.1%	8	0.0%
	JEEP Wrangler	16	0.0%	11	0.0%
	FIAT Panda	12	0.0%	9	0.0%
FIAT GROUP TOTAL		124	0.4%	79	0.2%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	35	0.1%	0	0.0%
	MITSUBISHI ASX	33	0.1%	16	0.0%
	MITSUBISHI Pajero Sport	25	0.1%	51	0.2%
	MITSUBISHI Pajero	11	0.0%	11	0.0%
	MITSUBISHI Outlander	6	0.0%	9	0.0%
MITSUBISHI MOTORS SA TOTAL		110	0.3%	87	0.3%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR SEPTEMBER 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
SUBARU	SUBARU Forester	60	0.2%	35	0.1%
	SUBARU XV	21	0.1%	25	0.1%
	SUBARU WRX	7	0.0%	15	0.0%
	SUBARU Outback	2	0.0%	6	0.0%
	SUBARU Impreza	0	0.0%	5	0.0%
SUBARU TOTAL		90	0.3%	86	0.3%
PORSCHÉ TOTAL		87	0.3%	102	0.3%
ISUZU	ISUZU MU-X	51	0.2%	55	0.2%
ISUZU MOTORS SOUTH AFRICA TOTAL		51	0.2%	55	0.2%
MASERATI SOUTH AFRICA	MASERATI Levante	8	0.0%	4	0.0%
	MASERATI GranCabrio	1	0.0%	0	0.0%
	MASERATI Ghibli	0	0.0%	1	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
MASERATI TOTAL		9	0.0%	5	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		6	0.0%	0	0.0%
JMC	LANDWIND X5	6	0.0%	13	0.0%
JMC TOTAL		6	0.0%	13	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 812	3	0.0%	0	0.0%
	FERRARI Portofino	2	0.0%	3	0.0%
	FERRARI 488 Pista	1	0.0%	0	0.0%
	FERRARI GTC4Lusso	0	0.0%	1	0.0%
	FERRARI 488 GTB	0	0.0%	1	0.0%
SCUDERIA TOTAL		6	0.0%	6	0.0%
BENTLEY TOTAL		1	0.0%	11	0.0%
TATA	TATA Bolt	0	0.0%	6	0.0%
	TATA Indica Vista	0	0.0%	0	0.0%
	TATA Indica	0	0.0%	0	0.0%
TATA TOTAL		0	0.0%	6	0.0%
GRAND TOTAL		33 120	100.0%	32 781	100.0%



The Datsun Go continues to be the biggest contributor to Nissan's sales in South Africa, selling 640 units out of the Nissan total of 1 896 units in September. Now Reuters is reporting that Nissan is considering terminating the Datsun brand again as it fights to get back on its feet financially. The Datsun name was put on ice in 1986 and resurrected as a budget brand for a number of markets in Asia, Europe and Africa in 2013. Nissan's financial health has deteriorated to such an extent that it has announced that it is to cut its model line-up by 10% over the next three years and to shed at least 12 500 jobs worldwide.

TOP 5 SELLING PASSENGER CARS FOR SEPTEMBER		
TYPE	2019	2019 SHARE
VW Polo Vivo	2 540	7.7%
VW Polo	2 326	7.0%
TOYOTA Corolla Quest	1 352	4.1%
FORD Figo	1 128	3.4%
RENAULT Kwid	956	2.9%
	33 120	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR SEPTEMBER		
TYPE	2019	2019 SHARE
TOYOTA Hilux	3 410	25.3%
FORD Ranger	2 321	17.2%
NISSAN NP200	2 250	16.7%
TOYOTA Hi-Ace	1 441	10.7%
ISUZU D-MAX	1 197	8.9%
	13 468	



The Volkswagen Polo Vivo (left) and Polo (right) continue to dominate sales in the SA passenger car market, contributing 14.7% of the 33 120 cars sold in September. This was made up of 2 540 Vivo sales and 2 326 Polos.