

South African Vehicle Sales Figures at the End of 2019

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR FULL YEAR 2019 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	2019	SHARE
MERCEDES-BENZ SA	COMMERCIAL	5 241	18.7%
MERCEDES-BENZ SA TOTAL		5 241	18.7%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	799	2.8%
	XHV	4 171	14.9%
	BUS	40	0.1%
VOLVO TRUCKS TOTAL		5 010	17.9%
TOYOTA HINO	MCV	2 301	8.2%
	HCV	1 010	3.6%
	XHV	347	1.2%
HINO TOTAL		3 658	13.0%
ISUZU MOTORS SA	MCV	1 966	7.0%
	HCV	1 323	4.7%
	XHV	343	1.2%
	BUS	5	0.0%
ISUZU MOTORS SA TOTAL		3 637	13.0%
MAN	HCV	96	0.3%
	XHV	1 829	6.5%
	BUS	443	1.6%
MAN TOTAL		2 368	8.4%
SCANIA	XHV	2 133	7.6%
	BUS	196	0.7%
SCANIA TOTAL		2 329	8.3%
IVECO	MCV	810	2.9%
	HCV	29	0.1%
	XHV	289	1.0%
	BUS	58	0.2%
IVECO TOTAL		1 186	4.2%
TATA	MCV	417	1.5%
	HCV	502	1.8%
	XHV	216	0.8%
	BUS	35	0.1%
TATA TOTAL		1 170	4.2%
FAW	MCV	97	0.3%
	HCV	555	2.0%
	XHV	402	1.4%
FAW TOTAL		1 054	3.8%
VOLKSWAGEN GROUP SA	MCV	787	2.8%
VOLKSWAGEN GROUP SA TOTAL		787	2.8%
POWERSTAR	MCV	12	0.0%
	HCV	127	0.5%
	XHV	530	1.9%
POWERSTAR TOTAL		669	2.4%
BABCOCK	HCV	0	0.0%
	XHV	286	1.0%
BABCOCK TOTAL		286	1.0%
HYUNDAI MOTORS SA	MCV	216	0.8%
HYUNDAI TOTAL		216	0.8%
JMC	MCV	162	0.6%
JMC TOTAL		162	0.6%
VECV SOUTH AFRICA	MCV	37	0.1%
	HCV	77	0.3%
	XHV	8	0.0%
VECV TOTAL		122	0.4%
FMC	MCV	85	0.3%
FMC TOTAL		85	0.3%
PCSA	MCV	49	0.2%
PCSA TOTAL		49	0.2%
FCA SOUTH AFRICA	MCV	12	0.0%
FCA SOUTH AFRICA TOTAL		12	0.0%
GRAND TOTAL		28 041	100.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR FULL YEAR 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
SUB ONE-TON	NISSAN NP200	17 955	11.7%	19 582	12.3%
	CHANGAN Star III	81	0.1%	90	0.1%
	SUZUKI Gypsy	54	0.0%	26	0.0%
SUB ONE-TON TOTAL		18 090	11.8%	19 698	12.3%
ABOVE ONE-TON DCAB	TOYOTA Hilux	18 712	12.2%	17 661	11.1%
	FORD Ranger	18 363	12.0%	20 681	13.0%
	ISUZU D-MAX	6 135	4.0%	529	0.3%
	NISSAN NP300	3 862	2.5%	3 445	2.2%
	VW Amarok	2 596	1.7%	2 972	1.9%
ABOVE ONE-TON DCAB TOTAL		55 135	36.0%	56 477	35.4%
ABOVE ONE-TON SCAB	TOYOTA Hilux	14 718	9.6%	15 501	9.7%
	ISUZU D-MAX	8 244	5.4%	728	0.5%
	NISSAN NP300	4 056	2.6%	5 232	3.3%
	FORD Ranger	3 148	2.1%	4 968	3.1%
	HYUNDAI H100 Bakkie	2 877	1.9%	3 241	2.0%
ABOVE ONE-TON SCAB TOTAL		41 856	27.3%	45 378	28.4%
ABOVE ONE-TON XCAB	TOYOTA Hilux	7 504	4.9%	6 860	4.3%
	FORD Ranger	3 530	2.3%	4 486	2.8%
	ISUZU D-MAX	852	0.6%	62	0.0%
	ISUZU KB	136	0.1%	1 105	0.7%
ABOVE ONE-TON XCAB TOTAL		12 022	7.8%	12 513	7.8%
MINIBUS	TOYOTA Quantum	9 753	6.4%	15 836	9.9%
	TOYOTA Hi-Ace	7 197	4.7%	0	0.0%
	VW Caddy	1 255	0.8%	1 430	0.9%
	NISSAN NV350 Taxi	807	0.5%	1 077	0.7%
	VW Transporter Cr-Bus	283	0.2%	396	0.2%
MINIBUS TOTAL		19 500	12.7%	19 016	11.9%
PANEL VAN	TOYOTA Quantum	783	0.5%	748	0.5%
	VW Caddy	763	0.5%	744	0.5%
	FORD Transit Custom	422	0.3%	407	0.3%
	OPEL Combo	191	0.1%	0	0.0%
	TOYOTA Avanza	140	0.1%	125	0.1%
PANEL VAN TOTAL		3 396	2.2%	3 803	2.4%
NON REPORTERS	HAVAL MOTORS SA	2 017	1.3%	1 894	1.2%
	MERCEDES-BENZ SA	1 176	0.8%	746	0.5%
NON REPORTERS TOTAL		3 193	2.1%	2 640	1.7%
GRAND TOTAL		153 192	100.0%	159 525	100.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FULL YEAR 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
ENTRY CARS	VW Polo Vivo	29 618	8.3%	26 514	7.3%
	RENAULT Kwid	11 848	3.3%	9 695	2.7%
	TOYOTA Etios	9 445	2.7%	10 410	2.9%
	HYUNDAI Grand i10	8 520	2.4%	11 941	3.3%
	FORD Figo	7 984	2.2%	6 544	1.8%
ENTRY CARS TOTAL		91 538	25.8%	93 018	25.5%
SUB-SMALL	VW Polo	21 557	6.1%	25 120	6.9%
	HYUNDAI i20	6 993	2.0%	5 831	1.6%
	SUZUKI Swift	6 242	1.8%	4 234	1.2%
	TOYOTA Yaris	6 033	1.7%	8 717	2.4%
	VW Polo Sedan	5 418	1.5%	4 656	1.3%
SUB-SMALL TOTAL		70 757	19.9%	78 292	21.4%
SMALL	TOYOTA Corolla Quest	10 043	2.8%	11 869	3.2%
	TOYOTA Corolla	4 492	1.3%	5 197	1.4%
	VW Golf 7	3 670	1.0%	4 508	1.2%
	NISSAN Almera	3 618	1.0%	4 339	1.2%
	AUDI A3 Sportback	1 827	0.5%	1 409	0.4%
SMALL TOTAL		34 924	9.8%	44 835	12.3%
MEDIUM	BMW 3-Series	3 528	1.0%	4 939	1.4%
	AUDI A4	1 267	0.4%	1 502	0.4%
	BMW 4-Series	551	0.2%	785	0.2%
	LEXUS ES	232	0.1%	146	0.0%
	VW Arteon	199	0.1%	211	0.1%
MEDIUM TOTAL		5 931	1.7%	7 943	2.2%
LARGE	BMW 5-Series	453	0.1%	732	0.2%
	AUDI A5 Sportback	372	0.1%	428	0.1%
	AUDI A5 Coupe/Cabriolet	194	0.1%	277	0.1%
	JAGUAR XF	55	0.0%	83	0.0%
	BMW 6-Series	49	0.0%	44	0.0%
LARGE TOTAL		1 227	0.3%	1 797	0.5%
LUXURY	BMW 7-Series	120	0.0%	111	0.0%
	BMW 8-Series	114	0.0%	0	0.0%
	VOLVO S90	72	0.0%	92	0.0%
	BMW 6-Series	12	0.0%	40	0.0%
	AUDI A8	5	0.0%	12	0.0%
LUXURY TOTAL		335	0.1%	271	0.1%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR FULL YEAR 2019					
SEGMENT	TYPE	2019	SHARE	2018	SHARE
MPV	TOYOTA Avanza	5 363	1.5%	5 672	1.6%
	VW Kombi	1 553	0.4%	1 463	0.4%
	HYUNDAI H1	1 420	0.4%	1 322	0.4%
	SUZUKI Ertiga	1 388	0.4%	657	0.2%
	DATSUN GO+	1 371	0.4%	1 471	0.4%
	MPV TOTAL		12 515	3.5%	11 632
SUV	TOYOTA Fortuner	11 644	3.3%	13 099	3.6%
	TOYOTA RAV	6 928	1.9%	5 936	1.6%
	VW Tiguan	6 479	1.8%	6 306	1.7%
	HYUNDAI Tucson	4 215	1.2%	3 701	1.0%
	MAZDA CX-5	4 205	1.2%	4 702	1.3%
SUV TOTAL		66 501	18.7%	68 049	18.6%
SPORT AND EXOTICS	FORD Mustang	305	0.1%	797	0.2%
	BMW Z4	110	0.0%	0	0.0%
	TOYOTA Supra	68	0.0%	0	0.0%
	JAGUAR F-Type	68	0.0%	95	0.0%
	AUDI TT	43	0.0%	111	0.0%
SPORT AND EXOTICS TOTAL		823	0.2%	1 292	0.4%
CROSSOVER	FORD EcoSport	9 802	2.8%	5 769	1.6%
	MAZDA CX-3	3 859	1.1%	3 770	1.0%
	HYUNDAI Creta	3 607	1.0%	4 870	1.3%
	VW T-Cross	3 516	1.0%	0	0.0%
	TOYOTA RUSH	2 379	0.7%	2 131	0.6%
CROSSOVER TOTAL		46 072	13.0%	39 874	10.9%
NON REPORTERS	MERCEDES-BENZ SA	14 498	4.1%	16 164	4.4%
	HAVAL MOTORS SA	8 633	2.4%	660	0.2%
	PORSCHE	1 496	0.4%	1 332	0.4%
	BENTLEY	69	0.0%	88	0.0%
	LAMBORGHINI SOUTH AFRICA	59	0.0%	0	0.0%
NON REPORTERS TOTAL		24 755	7.0%	18 244	5.0%
GRAND TOTAL		355 378		365 247	



The Polo Vivo was the best selling passenger car in South Africa once again in 2019, selling 29 619 units and making a big contribution to Volkswagen continuing its dominance of the local car market. The car pictured is a Sound special edition.



The Toyota Fortuner was a clear winner in the SUV category in SA in 2019. It sold 11 644 units compared to 6 928 units sold by the runner-up, the new Toyota RAV4.

DISCLAIMER

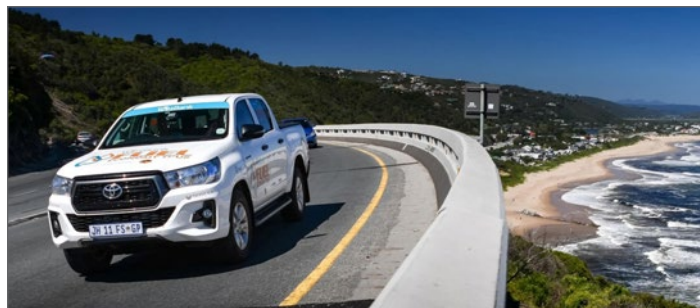
- PLEASE NOTE
- Mercedes-Benz (including Smart and Fuso), Haval, Lamborghini, Bentley and Porsche are all displayed as per aggregated total reported.
 - Mercedes-Benz South Africa Commercial Vehicle market splits are estimates.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FULL YEAR 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
VOLKSWAGEN SA	VW Polo Vivo	29 618	8.3%	26 514	7.3%
	VW Polo	21 557	6.1%	25 120	6.9%
	VW Tiguan	6 479	1.8%	6 306	1.7%
	VW Polo Sedan	5 418	1.5%	4 656	1.3%
	VW Golf 7	3 670	1.0%	4 508	1.2%
VOLKSWAGEN GROUP SA TOTAL		83 262	23.4%	83 288	22.8%
TOYOTA	TOYOTA Fortuner	11 644	3.3%	13 099	3.6%
	TOYOTA Corolla Quest	10 043	2.8%	11 869	3.2%
	TOYOTA Etios	9 445	2.7%	10 410	2.9%
	TOYOTA RAV	6 928	1.9%	5 936	1.6%
	TOYOTA Yaris	6 033	1.7%	8 717	2.4%
TOYOTA TOTAL		63 700	17.9%	70 170	19.2%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	8 520	2.4%	1 1941	3.3%
	HYUNDAI i20	6 993	2.0%	5 831	1.6%
	HYUNDAI Tucson	4 215	1.2%	3 701	1.0%
	HYUNDAI Creta	3 607	1.0%	4 870	1.3%
	HYUNDAI Accent	2 239	0.6%	1 925	0.5%
HYUNDAI TOTAL		30 269	8.5%	32 288	8.8%
RENAULT	RENAULT Kwid	11 848	3.3%	9 695	2.7%
	RENAULT Sandero II	6 077	1.7%	5 773	1.6%
	RENAULT Clio IV	3 903	1.1%	5 180	1.4%
	RENAULT Duster	3 390	1.0%	2 670	0.7%
	RENAULT Captur	1 273	0.4%	1 917	0.5%
RENAULT TOTAL		27 143	7.6%	25 433	7.0%
FMC	FORD EcoSport	9 802	2.8%	5 769	1.6%
	FORD Figo	7 984	2.2%	6 544	1.8%
	FORD Everest	3 544	1.0%	4 793	1.3%
	FORD Fiesta	2 498	0.7%	6 021	1.6%
	FORD Kuga	998	0.3%	1 162	0.3%
FMC TOTAL		25 142	7.1%	26 673	7.3%
NISSAN	DATSUN GO	6 330	1.8%	5 782	1.6%
	NISSAN Almera	3 618	1.0%	4 339	1.2%
	NISSAN X-Trail	2 990	0.8%	3 345	0.9%
	NISSAN Qashqai	2 368	0.7%	2 699	0.7%
	NISSAN Micra 5	1 584	0.4%	1 267	0.3%
NISSAN TOTAL		19 915	5.6%	22 356	6.1%
BMW GROUP	BMW 3-Series	3 528	1.0%	4 939	1.4%
	BMW X3	2 071	0.6%	2 665	0.7%
	BMW X5	1 399	0.4%	1 020	0.3%
	BMW X1	1 315	0.4%	1 422	0.4%
	BMW 1-Series	1 233	0.3%	2 153	0.6%
BMW GROUP TOTAL		15 006	4.2%	18 261	5.0%
MERCEDES BENZ SA TOTAL		14 498	4.1%	16 164	4.4%
SUZUKI	SUZUKI Swift	6 242	1.8%	4 234	1.2%
	SUZUKI Ignis	1 787	0.5%	2 190	0.6%
	SUZUKI Celerio	1 393	0.4%	1 280	0.4%
	SUZUKI Ertiga	1 388	0.4%	657	0.2%
	SUZUKI Vitara	990	0.3%	529	0.1%
SUZUKI TOTAL		14 867	4.2%	11 757	3.2%
KIA SA	KIA Picanto	6 924	1.9%	9 119	2.5%
	KIA Rio	3 794	1.1%	3 893	1.1%
	KIA Sportage	2 419	0.7%	2 292	0.6%
	KIA Seltos	510	0.1%	0	0.0%
	KIA Grand Sedona	342	0.1%	177	0.0%
KIA TOTAL		14 219	4.0%	15 941	4.4%
MAZDA SA	MAZDA CX-5	4 205	1.2%	4 702	1.3%
	MAZDA CX-3	3 859	1.1%	3 770	1.0%
	MAZDA 2	2 617	0.7%	2 547	0.7%
	MAZDA 3	1 511	0.4%	3 019	0.8%
	MAZDA MX-5	26	0.0%	53	0.0%
MAZDA SA TOTAL		12 218	3.4%	14 091	3.9%
HAVAL MOTORS SA TOTAL		8 633	2.4%	660	0.2%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FULL YEAR 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
HONDA	HONDA BR-V	1 383	0.4%	1 609	0.4%
	HONDA Jazz	997	0.3%	1 408	0.4%
	HONDA Amaze	993	0.3%	215	0.1%
	HONDA HR-V	849	0.2%	1 091	0.3%
	HONDA CR-V	498	0.1%	986	0.3%
HONDA TOTAL		5 557	1.6%	7 530	2.1%
JAGUAR LAND ROVER	L-R Range Rover Sport	880	0.2%	991	0.3%
	L-R Range Rover Evoque	769	0.2%	480	0.1%
	L-R Discovery	497	0.1%	756	0.2%
	JAGUAR E-PACE	448	0.1%	740	0.2%
	L-R Range Rover Velar	422	0.1%	661	0.2%
JAGUAR LAND ROVER TOTAL		4 041	1.1%	5 130	1.4%
MAHINDRA	MAHINDRA KUV	1 996	0.6%	851	0.2%
	MAHINDRA XUV300	722	0.2%	0	0.0%
	MAHINDRA XUV500	395	0.1%	497	0.1%
	MAHINDRA Scorpio	237	0.1%	330	0.1%
	MAHINDRA TUV	213	0.1%	449	0.1%
MAHINDRA TOTAL		3 666	1.0%	2 294	0.6%
OPEL	OPEL Corsa	910	0.3%	1 097	0.3%
	OPEL Crossland X	728	0.2%	585	0.2%
	OPEL Grandland X	285	0.1%	296	0.1%
	OPEL Astra Hatch	232	0.1%	335	0.1%
	OPEL Mokka X	200	0.1%	424	0.1%
OPEL TOTAL		2 507	0.7%	2 928	0.8%
VOLVO CARS	VOLVO XC60	804	0.2%	741	0.2%
	VOLVO XC40	429	0.1%	707	0.2%
	VOLVO V40	409	0.1%	417	0.1%
	VOLVO XC90	401	0.1%	426	0.1%
	VOLVO V40 CC	186	0.1%	178	0.0%
VOLVO CARS TOTAL		2 335	0.7%	2 679	0.7%
FCA SOUTH AFRICA FIAT GROUP	FIAT Panda	420	0.1%	104	0.0%
	FIAT Tipo	334	0.1%	174	0.0%
	FIAT 500	297	0.1%	305	0.1%
	JEEP Grand Cherokee	279	0.1%	258	0.1%
	JEEP Wrangler	242	0.1%	226	0.1%
FIAT GROUP TOTAL		1 986	0.6%	1 600	0.4%
PORSCHE TOTAL		1 496	0.4%	1 332	0.4%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	561	0.2%	0	0.0%
	MITSUBISHI Pajero Sport	395	0.1%	535	0.1%
	MITSUBISHI ASX	269	0.1%	412	0.1%
	MITSUBISHI Pajero	170	0.0%	216	0.1%
	MITSUBISHI Outlander	62	0.0%	96	0.0%
MITSUBISHI MOTORS SA TOTAL		1 457	0.4%	1 260	0.3%
PCSA	PEUGEOT 208	324	0.1%	342	0.1%
	PEUGEOT 3008	283	0.1%	389	0.1%
	PEUGEOT 2008	208	0.1%	263	0.1%
	PEUGEOT 108	171	0.0%	0	0.0%
	PEUGEOT 308	137	0.0%	30	0.0%
PCSA TOTAL		1 342	0.4%	1 024	0.3%
SUBARU	SUBARU Forester	590	0.2%	345	0.1%
	SUBARU XV	329	0.1%	438	0.1%
	SUBARU WRX	74	0.0%	54	0.0%
	SUBARU Outback	46	0.0%	114	0.0%
	SUBARU Impreza	11	0.0%	78	0.0%
SUBARU TOTAL		1 050	0.3%	1 031	0.3%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR FULL YEAR 2019					
MANUFACTURER	TYPE	2019	SHARE	2018	SHARE
ISUZU	ISUZU MU-X	716	0.2%	757	0.2%
ISUZU MOTORS SOUTH AFRICA TOTAL		716	0.2%	757	0.2%
MASERATI SOUTH AFRICA	MASERATI Levante	58	0.0%	60	0.0%
	MASERATI Ghibli	14	0.0%	13	0.0%
	MASERATI Quattroporte	4	0.0%	3	0.0%
	MASERATI GranTurismo	4	0.0%	7	0.0%
	MASERATI GranCabrio	1	0.0%	3	0.0%
MASERATI TOTAL		81	0.0%	86	0.0%
JMC	LANDWIND X5	75	0.0%	158	0.0%
JMC TOTAL		75	0.0%	158	0.0%
BENTLEY TOTAL		69	0.0%	88	0.0%
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	22	0.0%	2	0.0%
	FERRARI Portofino	15	0.0%	14	0.0%
	FERRARI 812	14	0.0%	18	0.0%
	FERRARI 488 Spider	8	0.0%	25	0.0%
	FERRARI 488 GTB	5	0.0%	16	0.0%
SCUDERIA TOTAL		69	0.0%	79	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		59	0.0%	0	0.0%
TATA	TATA Indica Vista	0	0.0%	21	0.0%
	TATA Indica	0	0.0%	10	0.0%
	TATA B-Line	0	0.0%	1	0.0%
	TATA Bolt	0	0.0%	157	0.0%
TATA TOTAL		0	0.0%	189	0.1%
GRAND TOTAL		355 378	100.0%	365 247	100.0%



The Toyota Hilux was not only the most popular one-ton bakkie in South Africa in 2019 but it was also the best selling model range in the total market. A Hilux was also a class winner in the first WesBank Fuel Economy Tour of SA in partnership with FNB.



This Toyota model also enjoyed massive global and local exposure as the new year started with another successful foray into the Dakar Rally, which was held in Saudi Arabia for the first time. Hilux had to be satisfied with runner-up position this time, after winning the 2019 event.

TOP 5 SELLING PASSENGER CARS FOR FULL YEAR 2019		
TYPE	2019	2019 SHARE
VW Polo Vivo	29 618	8.3%
VW Polo	21 557	6.1%
RENAULT Kwid	11 848	3.3%
TOYOTA Fortuner	11 644	3.3%
TOYOTA Corolla Quest	10 043	2.8%
		355 378

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR FULL YEAR 2019		
TYPE	2019	2019 SHARE
TOYOTA Hilux	40 934	26.7%
FORD Ranger	25 041	16.3%
NISSAN NP200	17 955	11.7%
ISUZU D-MAX	15 231	9.9%
TOYOTA Quantum	10 536	6.9%
		153 192



Isuzu was the top selling truck in the heavy commercial vehicle market for the sixth year in succession.



Volvo was the top-seller in the extra heavy truck market in SA in 2019. It had been third in this very competitive market at the end of 2018, but enjoyed a 4.8% increase in market share in 2019 to end with a 23.2% penetration and top spot.