

## South African Vehicle Sales Figures at the End of May 2020

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR MAY 2020 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	MAY-20	SHARE
ISUZU MOTORS SA	MCV	80	12.6%
	HCV	18	2.8%
	XHV	9	1.4%
	BUS	0	0.0%
ISUZU MOTORS SA TOTAL		107	16.9%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	11	1.7%
	XHV	79	12.5%
	BUS	0	0.0%
VOLVO TRUCKS TOTAL		90	14.2%
MAN	HCV	0	0.0%
	XHV	67	10.6%
	BUS	21	3.3%
	MAN TOTAL		88
IVECO	MCV	63	10.0%
	HCV	2	0.3%
	XHV	7	1.1%
	BUS	2	0.3%
IVECO TOTAL		74	11.7%
SCANIA	XHV	70	11.1%
	BUS	3	0.5%
	SCANIA TOTAL		73
TOYOTA HINO	MCV	39	6.2%
	HCV	7	1.1%
	XHV	12	1.9%
HINO TOTAL		58	9.2%
FAW	MCV	1	0.2%
	HCV	14	2.2%
	XHV	43	6.8%
FAW TOTAL		58	9.2%
VOLKSWAGEN GROUP SA	MCV	29	4.6%
VOLKSWAGEN GROUP SA TOTAL		29	4.6%
POWERSTAR	MCV	1	0.2%
	HCV	8	1.3%
	XHV	16	2.5%
POWERSTAR TOTAL		25	3.9%
HYUNDAI MOTORS SA	MCV	12	1.9%
HYUNDAI TOTAL		12	1.9%
TATA	MCV	6	0.9%
	HCV	3	0.5%
	XHV	1	0.2%
	BUS	0	0.0%
TATA TOTAL		10	1.6%
JMC	MCV	4	0.6%
JMC TOTAL		4	0.6%
VECV SOUTH AFRICA	MCV	0	0.0%
	HCV	2	0.3%
	XHV	0	0.0%
VECV TOTAL		2	0.3%
BABCOCK	HCV	0	0.0%
	XHV	2	0.3%
BABCOCK TOTAL		2	0.3%
FMC	MCV	1	0.2%
FMC TOTAL		1	0.2%
PCSA	MCV	0	0.0%
PCSA TOTAL		0	0.0%
FCA SOUTH AFRICA	MCV	0	0.0%
FCA SOUTH AFRICA TOTAL		0	0.0%
GRAND TOTAL		633	100.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR MAY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
SUB ONE-TON	NISSAN NP200	163	5.4%	1 363	11.3%
	CHANGAN Star III	4	0.1%	9	0.1%
	SUZUKI Gypsy	0	0.0%	1	0.0%
SUB ONE-TON TOTAL		167	5.5%	1 373	11.3%
ABOVE ONE-TON DCAB	FORD Ranger	396	13.1%	1 311	10.8%
	TOYOTA Hilux	378	12.5%	1 379	11.4%
	ISUZU D-MAX	258	8.5%	477	3.9%
	VW Amarok	67	2.2%	167	1.4%
	NISSAN NP300	34	1.1%	564	4.7%
ABOVE ONE-TON DCAB TOTAL		1 234	40.8%	4 394	36.3%
ABOVE ONE-TON SCAB	ISUZU D-MAX	319	10.6%	686	5.7%
	TOYOTA Hilux	285	9.4%	982	8.1%
	FORD Ranger	100	3.3%	368	3.0%
	MAHINDRA Scorpio Pik-Up	85	2.8%	174	1.4%
	HYUNDAI H100 Bakkie	66	2.2%	272	2.2%
ABOVE ONE-TON SCAB TOTAL		1 084	35.9%	3 173	26.2%
ABOVE ONE-TON XCAB	TOYOTA Hilux	133	4.4%	826	6.8%
	FORD Ranger	42	1.4%	294	2.4%
	ISUZU D-MAX	34	1.1%	91	0.8%
	ISUZU KB	0	0.0%	12	0.1%
ABOVE ONE-TON XCAB TOTAL		209	6.9%	1 223	10.1%
MINIBUS	TOYOTA Hi-Ace	121	4.0%	0	0.0%
	NISSAN NV350 Taxi	50	1.7%	37	0.3%
	VW Caddy	32	1.1%	166	1.4%
	FORD Tourneo Custom	6	0.2%	17	0.1%
	VW Transporter Cr-Bus	3	0.1%	14	0.1%
MINIBUS TOTAL		214	7.1%	1 504	12.4%
PANEL VAN	TOYOTA Quantum	19	0.6%	32	0.3%
	VW Caddy	18	0.6%	67	0.6%
	HYUNDAI H1	11	0.4%	13	0.1%
	OPEL Combo	6	0.2%	32	0.3%
	FORD Transit Custom	3	0.1%	24	0.2%
PANEL VAN TOTAL		67	2.2%	246	2.0%
NON-REPORTERS	HAVAL MOTORS SA	48	1.6%	192	1.6%
NON-REPORTERS TOTAL		48	1.6%	192	1.6%
GRAND TOTAL		3 023	100.0%	12 105	100.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MAY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
ENTRY CARS	VW Polo Vivo	636	8.1%	2 478	10.4%
	HYUNDAI Grand i10	421	5.3%	738	3.1%
	SUZUKI S-Presso	283	3.6%	0	0.0%
	RENAULT Kwid	212	2.7%	634	2.7%
	RENAULT Tribler	194	2.5%	0	0.0%
ENTRY CARS TOTAL		2 302	29.2%	6 718	28.2%
SUB-SMALL	VW Polo	668	8.5%	1 390	5.8%
	VW Polo Sedan	291	3.7%	65	0.3%
	HYUNDAI i20	265	3.4%	425	1.8%
	KIA Rio	149	1.9%	348	1.5%
	SUZUKI Swift	89	1.1%	351	1.5%
SUB-SMALL TOTAL		1 740	22.0%	4 201	17.7%
SMALL	VW Golf 7	197	2.5%	383	1.6%
	TOYOTA Corolla Quest	187	2.4%	444	1.9%
	AUDI A3 Sportback	53	0.7%	152	0.6%
	AUDI A3 Sedan	44	0.6%	116	0.5%
	AUDI A1 Sportback	38	0.5%	0	0.0%
SMALL TOTAL		659	8.3%	1 942	8.2%
MEDIUM	ALFA Giulia	4	0.1%	1	0.0%
	AUDI A4 Avant	3	0.0%	7	0.0%
	LEXUS ES	1	0.0%	14	0.1%
	JAGUAR XE	1	0.0%	2	0.0%
MEDIUM TOTAL		9	0.1%	144	0.6%
LARGE	AUDI A5 Sportback	5	0.1%	21	0.1%
	JAGUAR XF	2	0.0%	4	0.0%
	MASERATI Ghibli	1	0.0%	1	0.0%
	AUDI A5 Coupe/Cabriolet	1	0.0%	14	0.1%
	AUDI A7 Sportback	1	0.0%	0	0.0%
LARGE TOTAL		10	0.1%	44	0.2%



The Medium Car category in South Africa has slumped to such an extent that only nine sales were reported in the sector. However, who would have believed that the slow-selling Alfa Romeo Giulia (pictured) would be the top-seller, with four sales. (It must be noted that neither BMW or Mercedes-Benz, which are major competitors in this segment did not report individual model sales in May).

TOP 5 PASSENGER CAR MARKET BY TYPE FOR MAY 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
LUXURY	MASERATI Quattroporte	1	0.0%	0	0.0%
	VOLVO S90	0	0.0%	7	0.0%
	AUDI A8	0	0.0%	0	0.0%
	JAGUAR XJ	0	0.0%	0	0.0%
	LEXUS LS	0	0.0%	0	0.0%
LUXURY TOTAL		1	0.0%	7	0.0%
MPV	TOYOTA Avanza	44	0.6%	271	1.1%
	HYUNDAI H1	40	0.5%	225	0.9%
	SUZUKI Ertiga	24	0.3%	108	0.5%
	DATSUN GO+	16	0.2%	116	0.5%
MPV TOTAL		165	2.1%	896	3.8%
SUV	HYUNDAI Tucson	235	3.0%	419	1.8%
	VW Tiguan	203	2.6%	536	2.3%
	TOYOTA Fortuner	148	1.9%	1 319	5.5%
	MAZDA CX-5	134	1.7%	382	1.6%
SUV TOTAL		1 304	16.5%	5 997	25.2%
SPORT AND EXOTICS	FORD Mustang	17	0.2%	7	0.0%
	AUDI TT	3	0.0%	0	0.0%
	MAZDA MX-5	1	0.0%	1	0.0%
	TOYOTA Supra	1	0.0%	1	0.0%
SPORT AND EXOTICS TOTAL		22	0.3%	35	0.1%
CROSSOVER	VW T-Cross	300	3.8%	0	0.0%
	HYUNDAI Venue	177	2.2%	0	0.0%
	KIA Seltos	170	2.2%	0	0.0%
	MAZDA CX-3	124	1.6%	366	1.5%
	FORD EcoSport	114	1.4%	586	2.5%
CROSSOVER TOTAL		1 302	16.5%	2 974	12.5%
NON-REPORTERS	HAVAL MOTORS SA	256	3.2%	680	2.9%
	PORSCHE	118	1.5%	130	0.5%
	BENTLEY	5	0.1%	8	0.0%
	LAMBORGHINI SOUTH AFRICA	4	0.1%	6	0.0%
NON-REPORTERS TOTAL		383	4.8%	824	3.5%
GRAND TOTAL		7 897		23 782	



The Large Car segment also had a very poor selling month with only 44 vehicles sold and the Audi A5 Sportback (pictured) was top of the list with 21 sales. Once again BMW and Mercedes-Benz did not report individual model sales in May.

#### DISCLAIMER

- PLEASE NOTE
- that Haval, Lamborghini, Bentley and Porsche report only total aggregated sales figures each month.
  - There is no reference in this edition of *AutoLive* to detailed figures for BMW and Mercedes-Benz because these manufacturers have chosen to only report sales for each quarter and no longer monthly according to the policy of their parent companies.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
VOLKSWAGEN SA	VW Polo	668	8.5%	1 390	5.8%
	VW Polo Vivo	636	8.1%	2478	10.4%
	VW T-Cross	300	3.8%	0	0.0%
	VW Polo Sedan	291	3.7%	65	0.3%
	VW Tiguan	203	2.6%	536	2.3%
VOLKSWAGEN GROUP SA TOTAL		2 593	32.8%	5 841	24.6%
HYUNDAI AUTOMOTIVE SA	HYUNDAI Grand i10	421	5.3%	738	3.1%
	HYUNDAI i20	265	3.4%	425	1.8%
	HYUNDAI Tucson	235	3.0%	419	1.8%
	HYUNDAI Venue	177	2.2%	0	0.0%
	HYUNDAI Atos	49	0.6%	0	0.0%
HYUNDAI TOTAL		1 279	16.2%	2 454	10.3%
TOYOTA	TOYOTA Corolla Quest	187	2.4%	444	1.9%
	TOYOTA Fortuner	148	1.9%	1 319	5.5%
	TOYOTA Etios	136	1.7%	719	3.0%
	TOYOTA Avanza	44	0.6%	271	1.1%
	TOYOTA RAV	43	0.5%	708	3.0%
TOYOTA TOTAL		741	9.4%	4 732	19.9%
RENAULT	RENAULT Kwid	212	2.7%	634	2.7%
	RENAULT Triber	194	2.5%	0	0.0%
	RENAULT Sandero II	96	1.2%	535	2.2%
	RENAULT Duster	53	0.7%	341	1.4%
	RENAULT Captur	33	0.4%	99	0.4%
RENAULT TOTAL		632	8.0%	1 863	7.8%
SUZUKI	SUZUKI S-Presso	283	3.6%	0	0.0%
	SUZUKI Jimny	93	1.2%	17	0.1%
	SUZUKI Swift	89	1.1%	351	1.5%
	SUZUKI Ignis	30	0.4%	185	0.8%
	SUZUKI Ertiga	24	0.3%	108	0.5%
SUZUKI TOTAL		571	7.2%	913	3.8%
KIA SA	KIA Seltos	170	2.2%	0	0.0%
	KIA Rio	149	1.9%	348	1.5%
	KIA Picanto	145	1.8%	395	1.7%
	KIA Sportage	44	0.6%	272	1.1%
	KIA Sorento	8	0.1%	10	0.0%
KIA TOTAL		521	6.6%	1 050	4.4%

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
MAZDA SA	MAZDA CX-5	134	1.7%	382	1.6%
	MAZDA CX-3	124	1.6%	366	1.5%
	MAZDA 2	63	0.8%	258	1.1%
	MAZDA 3	35	0.4%	96	0.4%
	MAZDA MX-5	1	0.0%	1	0.0%
MAZDA SA TOTAL		357	4.5%	1 103	4.6%
FMC	FORD EcoSport	114	1.4%	586	2.5%
	FORD Figo	67	0.8%	448	1.9%
	FORD Fiesta	28	0.4%	141	0.6%
	FORD Everest	27	0.3%	285	1.2%
	FORD Mustang	17	0.2%	7	0.0%
FMC TOTAL		263	3.3%	1 530	6.4%
HAVAL MOTORS SA TOTAL		256	3.2%	680	2.9%
PORSCHE TOTAL		118	1.5%	130	0.5%
NISSAN	NISSAN Almera	25	0.3%	225	0.9%
	DATSUN GO	19	0.2%	409	1.7%
	NISSAN Qashqai	17	0.2%	172	0.7%
	DATSUN GO+	16	0.2%	116	0.5%
	NISSAN X-Trail	13	0.2%	440	1.9%
NISSAN TOTAL		106	1.3%	1 551	6.5%
JAGUAR LAND ROVER	L-R Range Rover Sport	30	0.4%	77	0.3%
	L-R Range Rover Evoque	15	0.2%	101	0.4%
	L-R Discovery	10	0.1%	33	0.1%
	L-R Range Rover Velar	7	0.1%	25	0.1%
	JAGUAR F-PACE	7	0.1%	26	0.1%
JAGUAR LAND ROVER TOTAL		86	1.1%	330	1.4%
MAHINDRA	MAHINDRA KUV	39	0.5%	131	0.6%
	MAHINDRA XUV300	27	0.3%	124	0.5%
	MAHINDRA XUV500	6	0.1%	15	0.1%
	MAHINDRA Scorpio	5	0.1%	27	0.1%
MAHINDRA TOTAL		80	1.0%	332	1.4%

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The recently-launched Suzuki S-Presso, which is currently the least expensive car on the South African market, has made an instant strong impression on buyers, selling 283 units out of Suzuki's May total of 571 units. The S-Presso was also the third-best seller in the Entry Cars segment behind the Volkswagen Polo Vivo (636 sales) the Hyundai Grand i10 (421 sales). Entry Cars was the largest segment in May with sales of 2 302 units, which accounted for 29.2% of the total passenger car market for the month.



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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
<b>HONDA</b>	HONDA Amaze	15	0.2%	50	0.2%
	HONDA Ballade	10	0.1%	46	0.2%
	HONDA CR-V	9	0.1%	21	0.1%
	HONDA HR-V	9	0.1%	108	0.5%
	HONDA BR-V	4	0.1%	72	0.3%
<b>HONDA TOTAL</b>		<b>52</b>	<b>0.7%</b>	<b>469</b>	<b>2.0%</b>
<b>VOLVO CARS</b>	VOLVO XC40	25	0.3%	37	0.2%
	VOLVO XC60	15	0.2%	62	0.3%
	VOLVO XC90	7	0.1%	35	0.1%
	VOLVO V40	0	0.0%	26	0.1%
	VOLVO S90	0	0.0%	7	0.0%
<b>VOLVO CARS TOTAL</b>		<b>47</b>	<b>0.6%</b>	<b>178</b>	<b>0.7%</b>
<b>FCA SOUTH AFRICA FIAT GROUP</b>	FIAT 500	17	0.2%	24	0.1%
	JEEP Wrangler	12	0.2%	27	0.1%
	JEEP Cherokee	4	0.1%	1	0.0%
	ALFA Stelvio	3	0.0%	6	0.0%
	JEEP Grand Cherokee	3	0.0%	28	0.1%
<b>FIAT GROUP TOTAL</b>		<b>46</b>	<b>0.6%</b>	<b>121</b>	<b>0.5%</b>
<b>PCSA</b>	PEUGEOT 5008	14	0.2%	2	0.0%
	PEUGEOT 3008	9	0.1%	26	0.1%
	PEUGEOT 208	8	0.1%	40	0.2%
	PEUGEOT 108	5	0.1%	0	0.0%
	CITROEN C3	2	0.0%	0	0.0%
<b>PCSA TOTAL</b>		<b>42</b>	<b>0.5%</b>	<b>97</b>	<b>0.4%</b>
<b>MITSUBISHI MOTORS SA</b>	MITSUBISHI Pajero Sport	17	0.2%	33	0.1%
	MITSUBISHI ASX	10	0.1%	17	0.1%
	MITSUBISHI Eclipse Cross	9	0.1%	71	0.3%
	MITSUBISHI Pajero	3	0.0%	18	0.1%
	MITSUBISHI Outlander	0	0.0%	4	0.0%
<b>MITSUBISHI MOTORS SA TOTAL</b>		<b>39</b>	<b>0.5%</b>	<b>143</b>	<b>0.6%</b>
<b>OPEL</b>	OPEL Corsa	6	0.1%	36	0.2%
	OPEL Astra Hatch	4	0.1%	13	0.1%
	OPEL Mokka X	4	0.1%	16	0.1%
	OPEL Crossland X	4	0.1%	12	0.1%
	OPEL Grandland X	3	0.0%	1	0.0%
<b>OPEL TOTAL</b>		<b>22</b>	<b>0.3%</b>	<b>85</b>	<b>0.4%</b>
<b>JMC</b>	LANDWIND X5	22	0.3%	3	0.0%
<b>JMC TOTAL</b>		<b>22</b>	<b>0.3%</b>	<b>3</b>	<b>0.0%</b>

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR MAY 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
<b>SUBARU</b>	SUBARU Forester	7	0.1%	44	0.2%
	SUBARU XV	1	0.0%	36	0.2%
	SUBARU WRX	0	0.0%	1	0.0%
	SUBARU Outback	0	0.0%	5	0.0%
<b>SUBARU TOTAL</b>		<b>8</b>	<b>0.1%</b>	<b>86</b>	<b>0.4%</b>
<b>ISUZU</b>	ISUZU MU-X	5	0.1%	58	0.2%
<b>ISUZU MOTORS SOUTH AFRICA TOTAL</b>		<b>5</b>	<b>0.1%</b>	<b>58</b>	<b>0.2%</b>
<b>BENTLEY TOTAL</b>		<b>5</b>	<b>0.1%</b>	<b>8</b>	<b>0.0%</b>
<b>LAMBORGHINI SOUTH AFRICA TOTAL</b>		<b>4</b>	<b>0.1%</b>	<b>6</b>	<b>0.0%</b>
<b>MASERATI SOUTH AFRICA</b>	MASERATI Ghibli	1	0.0%	1	0.0%
	MASERATI Quattroporte	1	0.0%	0	0.0%
	MASERATI Levante	0	0.0%	5	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
<b>MASERATI TOTAL</b>		<b>2</b>	<b>0.0%</b>	<b>6</b>	<b>0.0%</b>
<b>SCUDERIA SOUTH AFRICA</b>	FERRARI 488 Spider	0	0.0%	4	0.0%
	FERRARI 812	0	0.0%	3	0.0%
	FERRARI Portofino	0	0.0%	2	0.0%
	FERRARI 488 Pista	0	0.0%	2	0.0%
	FERRARI 488 GTB	0	0.0%	1	0.0%
<b>SCUDERIA TOTAL</b>		<b>0</b>	<b>0.0%</b>	<b>13</b>	<b>0.1%</b>
<b>GRAND TOTAL</b>		<b>7 897</b>	<b>100.0%</b>	<b>23 782</b>	<b>100.0%</b>

TOP 5 SELLING PASSENGER CARS FOR MAY 2020		
TYPE	2020	2020 SHARE
VW Polo	668	8.5%
VW Polo Vivo	636	8.1%
HYUNDAI Grand i10	421	5.3%
VW T-Cross	300	3.8%
VW Polo Sedan	291	3.7%
	<b>7 897</b>	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR MAY 2020		
TYPE	2020	2020 SHARE
TOYOTA Hilux	796	26.3%
ISUZU D-MAX	611	20.2%
FORD Ranger	538	17.8%
NISSAN NP200	163	5.4%
TOYOTA Hi-Ace	121	4.0%
	<b>3 023</b>	



The 7-seater Peugeot 5008, which was launched locally in September last year, was the best-selling model in the Peugeot Citroen SA range, selling 14 units out of a May total of 42 cars.