

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

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR AUGUST 2020 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	AUG-20	SHARE
MERCEDES-BENZ SA TOTAL		500	19.4%
VOLVO GROUP SOUTHERN AFRICA	MCV	0	0.0%
	HCV	115	4.5%
	XHV	361	14.0%
	BUS	4	0.2%
VOLVO TRUCKS TOTAL		480	18.6%
TOYOTA HINO	MCV	233	9.0%
	HCV	86	3.3%
	XHV	48	1.9%
HINO TOTAL		367	14.2%
ISUZU MOTORS SA	MCV	124	4.8%
	HCV	102	4.0%
	XHV	30	1.2%
	BUS	4	0.2%
ISUZU MOTORS SA TOTAL		260	10.1%
MAN	HCV	1	0.0%
	XHV	182	7.0%
	BUS	20	0.8%
MAN TOTAL		203	7.9%
SCANIA	XHV	174	6.7%
	BUS	1	0.0%
SCANIA TOTAL		175	6.8%
IVECO	MCV	108	4.2%
	HCV	0	0.0%
	XHV	44	1.7%
	BUS	10	0.4%
IVECO TOTAL		162	6.3%
FAW	MCV	11	0.4%
	HCV	59	2.3%
	XHV	61	2.4%
FAW TOTAL		131	5.1%
TATA	MCV	42	1.6%
	HCV	41	1.6%
	XHV	16	0.6%
	BUS	1	0.0%
TATA TOTAL		100	3.9%
VOLKSWAGEN GROUP SA	MCV	60	2.3%
VOLKSWAGEN GROUP SA TOTAL		60	2.3%
POWERSTAR	MCV	0	0.0%
	HCV	6	0.2%
	XHV	34	1.3%
POWERSTAR TOTAL		40	1.5%
HYUNDAI MOTORS SA	MCV	36	1.4%
HYUNDAI TOTAL		36	1.4%
BABCOCK	HCV	0	0.0%
	XHV	25	1.0%
BABCOCK TOTAL		25	1.0%
VECV SOUTH AFRICA	MCV	1	0.0%
	HCV	23	0.9%
	XHV	0	0.0%
VECV TOTAL		24	0.9%
JMC	MCV	11	0.4%
JMC TOTAL		11	0.4%
FMC	MCV	6	0.2%
FMC TOTAL		6	0.2%
FCA SOUTH AFRICA	MCV	1	0.0%
FCA SOUTH AFRICA TOTAL		1	0.0%
PCSA	MCV	1	0.0%
PCSA TOTAL		1	0.0%
GRAND TOTAL		2 582	100.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR AUGUST 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
SUB ONE-TON	NISSAN NP200	863	7.6%	2 301	16.4%
	CHANGAN Star III	18	0.2%	8	0.1%
	SUZUKI Gypsy	0	0.0%	4	0.0%
SUB ONE-TON TOTAL		881	7.8%	2 313	16.5%
ABOVE ONE-TON DCAB	TOYOTA Hilux	1 850	16.3%	1 909	13.6%
	FORD Ranger	1 187	10.5%	1 719	12.2%
	ISUZU D-MAX	582	5.1%	450	3.2%
	NISSAN NP300	370	3.3%	270	1.9%
	VW Amarok	134	1.2%	178	1.3%
ABOVE ONE-TON DCAB TOTAL		4 391	38.7%	4 924	35.0%
ABOVE ONE-TON SCAB	TOYOTA Hilux	1 074	9.5%	1 156	8.2%
	ISUZU D-MAX	1 006	8.9%	630	4.5%
	FORD Ranger	313	2.8%	315	2.2%
	MAHINDRA Scorpio Pik-Up	266	2.3%	223	1.6%
	HYUNDAI H100 Bakkie	216	1.9%	234	1.7%
ABOVE ONE-TON SCAB TOTAL		3 516	31.0%	3 459	24.6%
ABOVE ONE-TON XCAB	TOYOTA Hilux	689	6.1%	500	3.6%
	FORD Ranger	157	1.4%	261	1.9%
	ISUZU D-MAX	82	0.7%	53	0.4%
	ISUZU KB	1	0.0%	4	0.0%
ABOVE ONE-TON XCAB TOTAL		929	8.2%	818	5.8%
MINIBUS	TOYOTA Hi-Ace	1 000	8.8%	1 306	9.3%
	VW Caddy	87	0.8%	101	0.7%
	FORD Tourneo Custom	27	0.2%	31	0.2%
	NISSAN NV350 Taxi	20	0.2%	133	0.9%
	TOYOTA Quantum	3	0.0%	371	2.6%
MINIBUS TOTAL		1 138	10.0%	1 961	14.0%
PANEL VAN	TOYOTA Quantum	69	0.6%	74	0.5%
	FORD Transit Custom	47	0.4%	39	0.3%
	VW Caddy	41	0.4%	48	0.3%
	HYUNDAI Grand i10	11	0.1%	35	0.2%
	HYUNDAI H1	11	0.1%	6	0.0%
PANEL VAN TOTAL		229	2.0%	303	2.2%
NON REPORTERS	HAVAL MOTORS SA	161	1.4%	173	1.2%
	MERCEDES-BENZ SA	97	0.9%	104	0.7%
NON REPORTERS TOTAL		258	2.3%	277	2.0%
GRAND TOTAL		11 342	100.0%	14 055	100.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR AUGUST 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
ENTRY CARS	VW Polo Vivo	1 586	8.2%	2 252	7.8%
	HYUNDAI Grand i10	449	2.3%	715	2.5%
	TOYOTA Etios	415	2.1%	623	2.1%
	RENAULT Triber	397	2.0%	0	0.0%
	RENAULT Kwid	367	1.9%	1 098	3.8%
ENTRY CARS TOTAL		4 847	25.0%	7 678	26.5%
SUB-SMALL	VW Polo	1 296	6.7%	2 124	7.3%
	HYUNDAI i20	526	2.7%	658	2.3%
	SUZUKI Swift	382	2.0%	663	2.3%
	VW Polo Sedan	277	1.4%	540	1.9%
	KIA Rio	176	0.9%	308	1.1%
SUB-SMALL TOTAL		3 528	18.2%	6 189	21.3%
SMALL	TOYOTA Corolla Quest	384	2.0%	579	2.0%
	VW Golf 7	289	1.5%	322	1.1%
	AUDI A3 Sportback	138	0.7%	78	0.3%
	NISSAN Almera	114	0.6%	276	1.0%
	MAZDA 3	87	0.4%	118	0.4%
SMALL TOTAL		1 311	6.8%	1 912	6.6%
MEDIUM	ALFA Giulia	20	0.1%	2	0.0%
	AUDI A4	13	0.1%	125	0.4%
	AUDI A4 Avant	5	0.0%	2	0.0%
	LEXUS ES	5	0.0%	15	0.1%
	LEXUS IS	3	0.0%	2	0.0%
MEDIUM TOTAL		48	0.2%	168	0.6%
LARGE	AUDI A5 Sportback	21	0.1%	35	0.1%
	AUDI A5 Coupe/ Cabriolet	7	0.0%	17	0.1%
	AUDI A7 Sportback	3	0.0%	0	0.0%
	AUDI A6	1	0.0%	0	0.0%
	JAGUAR XF	1	0.0%	7	0.0%
LARGE TOTAL		33	0.2%	62	0.2%
LUXURY	VOLVO S90	2	0.0%	0	0.0%
	MASERATI Quattroporte	0	0.0%	0	0.0%
	LEXUS LS	0	0.0%	0	0.0%
	JAGUAR XJ	0	0.0%	0	0.0%
LUXURY TOTAL		2	0.0%	0	0.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR AUGUST 2020					
SEGMENT	TYPE	2020	SHARE	2019	SHARE
MPV	TOYOTA Avanza	170	0.9%	348	1.2%
	SUZUKI Ertiga	130	0.7%	138	0.5%
	HYUNDAI H1	60	0.3%	146	0.5%
	DATSUN GO+	31	0.2%	120	0.4%
	VW Caddy	31	0.2%	44	0.2%
	MPV TOTAL		460	2.4%	1 002
SUV	TOYOTA Fortuner	733	3.8%	811	2.8%
	MAZDA CX-5	372	1.9%	349	1.2%
	VW Tiguan	367	1.9%	574	2.0%
	HYUNDAI Tucson	248	1.3%	425	1.5%
	NISSAN X-Trail	190	1.0%	187	0.6%
SUV TOTAL		3 608	18.6%	1 003	17.6%
SPORT AND EXOTICS	FORD Mustang	38	0.2%	64	0.2%
	TOYOTA Supra	15	0.1%	21	0.1%
	FERRARI 488 Pista	3	0.0%	3	0.0%
	AUDI TT	2	0.0%	6	0.0%
	NISSAN GT-R	1	0.0%	4	0.0%
SPORT AND EXOTICS TOTAL		62	0.3%	122	0.4%
CROSSOVER	FORD EcoSport	476	2.5%	658	2.3%
	VW T-Cross	473	2.4%	47	0.2%
	HYUNDAI Creta	341	1.8%	244	0.8%
	KIA Seltos	284	1.5%	0	0.0%
	HYUNDAI Venue	275	1.4%	0	0.0%
CROSSOVER TOTAL		3 210	16.6%	3 228	11.1%
NON REPORTERS	BMW	873	4.5%	1 176	4.1%
	MERCEDES	730	3.8%	1 356	4.7%
	HAVAL MOTORS SA	563	2.9%	828	2.9%
	PORSCHE	87	0.4%	165	0.6%
	BENTLEY	3	0.0%	5	0.0%
NON REPORTERS TOTAL		2 259	11.7%	3 539	12.2%
GRAND TOTAL		19 368		29 003	



*It seems as though the arrival of the seven-seater Renault Triber has taken away sales from its strong-selling Kwid stablemate. In August the Triber, with 397 sales, edged out the Kwid, which sold 367 units. In August last year the Kwid alone sold 1 098 units.*

#### DISCLAIMER

- PLEASE NOTE
- Haval, Lamborghini, Bentley, and Porsche report only total aggregated sales figures for each month.
  - There is no reference in this edition of *AutoLive* to detailed figures for BMW and Mercedes-Benz, but only estimates. BMW nowadays reports sales for each quarter and no longer monthly, in line with the policy of its parent company.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
VOLKSWAGEN SA	VW Polo Vivo	1 586	8.2%	2 252	7.8%
	VW Polo	1 296	6.7%	2 124	7.3%
	VW T-Cross	473	2.4%	47	0.2%
	VW Tiguan	367	1.9%	574	2.0%
	VW Golf 7	289	1.5%	322	1.1%
VOLKSWAGEN GROUP SA TOTAL		4 854	25.1%	6 846	23.6%
TOYOTA	TOYOTA Fortuner	733	3.8%	811	2.8%
	TOYOTA Etios	415	2.1%	623	2.1%
	TOYOTA Corolla Quest	384	2.0%	579	2.0%
	TOYOTA RAV	183	0.9%	586	2.0%
	TOYOTA Avanza	170	0.9%	348	1.2%
TOYOTA TOTAL		2 494	12.9%	4 198	14.5%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	526	2.7%	658	2.3%
	HYUNDAI Grand i10	449	2.3%	715	2.5%
	HYUNDAI Creta	341	1.8%	244	0.8%
	HYUNDAI Venue	275	1.4%	0	0.0%
	HYUNDAI Tucson	248	1.3%	425	1.5%
HYUNDAI TOTAL		2 186	11.3%	2 523	8.7%
RENAULT	RENAULT Triber	397	2.0%	0	0.0%
	RENAULT Kwid	367	1.9%	1098	3.8%
	RENAULT Sandero II	354	1.8%	537	1.9%
	RENAULT Duster	162	0.8%	288	1.0%
	RENAULT Captur	76	0.4%	75	0.3%
RENAULT TOTAL		1 463	7.6%	2 335	8.1%
SUZUKI	SUZUKI Swift	382	2.0%	663	2.3%
	SUZUKI S-Presso	359	1.9%	0	0.0%
	SUZUKI Jimny	130	0.7%	115	0.4%
	SUZUKI Ertiga	130	0.7%	138	0.5%
	SUZUKI Ignis	105	0.5%	188	0.6%
SUZUKI TOTAL		1 283	6.6%	15 52	5.4%
FMC	FORD EcoSport	476	2.5%	658	2.3%
	FORD Figo	284	1.5%	758	2.6%
	FORD Everest	124	0.6%	240	0.8%
	FORD Fiesta	113	0.6%	126	0.4%
	FORD Mustang	38	0.2%	64	0.2%
FMC TOTAL		1 073	5.5%	1 912	6.6%



The Toyota Etios drove out of the South African passenger car market in style, selling 415 units while its replacement, the Suzuki Baleno-based Starlet, was already waiting in the wings. The Etios retained the same 2.1% market share in August 2020 that it held in August 2019 when it sold 623 units.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
BMW TOTAL		873	4.5%	1 176	4.1%
KIA SA	KIA Seltos	284	1.5%	0	0.0%
	KIA Picanto	255	1.3%	665	2.3%
	KIA Rio	176	0.9%	308	1.1%
	KIA Sportage	94	0.5%	276	1.0%
	KIA Grand Sedona	13	0.1%	19	0.1%
KIA TOTAL		830	4.3%	1 287	4.4%
MAZDA SA	MAZDA CX-5	372	1.9%	349	1.2%
	MAZDA CX-3	182	0.9%	333	1.1%
	MAZDA 2	161	0.8%	192	0.7%
	MAZDA 3	87	0.4%	118	0.4%
	MAZDA MX-5	0	0.0%	1	0.0%
MAZDA SA TOTAL		802	4.1%	993	3.4%
MERCEDES-BENZ SA TOTAL		730	3.8%	1 356	4.7%
NISSAN	NISSAN X-Trail	190	1.0%	187	0.6%
	DATSUN GO	129	0.7%	678	2.3%
	NISSAN Almera	114	0.6%	276	1.0%
	NISSAN Qashqai	86	0.4%	145	0.5%
	NISSAN Micra 5	75	0.4%	118	0.4%
NISSAN TOTAL		663	3.4%	1 704	5.9%
HAVAL MOTORS SA TOTAL		563	2.9%	828	2.9%
JAGUAR LAND ROVER	L-R Defender	125	0.6%	0	0.0%
	L-R Range Rover Sport	47	0.2%	62	0.2%
	L-R Range Rover Evoque	46	0.2%	80	0.3%
	L-R Discovery Sport	23	0.1%	36	0.1%
	L-R Discovery	22	0.1%	24	0.1%
JAGUAR LAND ROVER TOTAL		323	1.7%	340	1.2%
HONDA	HONDA BR-V	90	0.5%	105	0.4%
	HONDA Amaze	80	0.4%	71	0.2%
	HONDA Jazz	30	0.2%	61	0.2%
	HONDA CR-V	25	0.1%	27	0.1%
	HONDA HR-V	20	0.1%	78	0.3%
HONDA TOTAL		258	1.3%	410	1.4%
MAHINDRA	MAHINDRA KUV	84	0.4%	218	0.8%
	MAHINDRA XUV300	69	0.4%	90	0.3%
	MAHINDRA TUV	47	0.2%	7	0.0%
	MAHINDRA XUV500	17	0.1%	37	0.1%
	MAHINDRA Scorpio	15	0.1%	20	0.1%
MAHINDRA TOTAL		233	1.2%	379	1.3%
FCA SOUTH AFRICA	JEEP Grand Cherokee	25	0.1%	18	0.1%
	JEEP Wrangler	24	0.1%	24	0.1%
	ALFA Giulia	20	0.1%	2	0.0%
	FIAT 500	20	0.1%	16	0.1%
	JEEP Renegade	15	0.1%	16	0.1%
FIAT GROUP TOTAL		131	0.7%	130	0.4%



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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
VOLVO CARS	VOLVO XC60	53	0.3%	73	0.3%
	VOLVO XC40	46	0.2%	47	0.2%
	VOLVO XC90	14	0.1%	38	0.1%
	VOLVO S90	2	0.0%	0	0.0%
	VOLVO V40	0	0.0%	18	0.1%
VOLVO CARS TOTAL		115	0.6%	183	0.6%
OPEL	OPEL Grandland X	31	0.2%	57	0.2%
	OPEL Corsa	20	0.1%	56	0.2%
	OPEL Astra Hatch	15	0.1%	19	0.1%
	OPEL Crossland X	12	0.1%	67	0.2%
	OPEL Mokka X	8	0.0%	17	0.1%
OPEL TOTAL		98	0.5%	234	0.8%
PCSA	PEUGEOT 108	35	0.2%	28	0.1%
	PEUGEOT 3008	20	0.1%	22	0.1%
	CITROEN C3	17	0.1%	0	0.0%
	PEUGEOT 208	8	0.0%	37	0.1%
	PEUGEOT 2008	5	0.0%	26	0.1%
PCSA TOTAL		96	0.5%	133	0.5%
MITSUBISHI MOTORS SA	MITSUBISHI Pajero Sport	34	0.2%	36	0.1%
	MITSUBISHI Eclipse Cross	26	0.1%	57	0.2%
	MITSUBISHI Pajero	14	0.1%	19	0.1%
	MITSUBISHI ASX	13	0.1%	19	0.1%
	MITSUBISHI Outlander	1	0.0%	2	0.0%
MITSUBISHI MOTORS SA TOTAL		88	0.5%	133	0.5%
PORSCHE TOTAL		87	0.4%	165	0.6%
SUBARU	SUBARU Forester	24	0.1%	54	0.2%
	SUBARU XV	20	0.1%	24	0.1%
	SUBARU Outback	3	0.0%	5	0.0%
	SUBARU WRX	0	0.0%	7	0.0%
SUBARU TOTAL		47	0.2%	90	0.3%
ISUZU	ISUZU MU-X	43	0.2%	70	0.2%
ISUZU MOTORS SOUTH AFRICA TOTAL		43	0.2%	70	0.2%
JMC	LANDWIND X5	22	0.1%	3	0.0%
JMC TOTAL		22	0.1%	3	0.0%



The Opel Grandland X, which sold 31 units, was the top seller in the Opel range in August and helped the brand edge out its new owner, Peugeot/Citroen, on the monthly SA sales chart. Opel sales totalled 98 and PSA 96. Best seller in the PSA range was the 108 which found 35 buyers.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR AUGUST 2020					
MANUFACTURER	TYPE	2020	SHARE	2019	SHARE
SCUDERIA SOUTH AFRICA	FERRARI 488 Pista	3	0.0%	3	0.0%
	FERRARI F8	1	0.0%	0	0.0%
	FERRARI GTC4Lusso	1	0.0%	0	0.0%
	FERRARI Portofino	1	0.0%	1	0.0%
	FERRARI 488 Spider	0	0.0%	1	0.0%
SCUDERIA TOTAL		6	0.0%	6	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	1	0.0%	1	0.0%
	MASERATI Ghibli	0	0.0%	2	0.0%
	MASERATI GranTurismo	0	0.0%	0	0.0%
MASERATI TOTAL		1	0.0%	3	0.0%
BENTLEY TOTAL		3	0.0%	5	0.0%
LAMBORGHINI SOUTH AFRICA TOTAL		3	0.0%	9	0.0%
GRAND TOTAL		19 368	100.0%	29 003	100.0%

TOP 5 SELLING PASSENGER CARS FOR AUGUST 2020		
TYPE	2020	2020 SHARE
VW Polo Vivo	1 586	8.2%
VW Polo	1 296	6.7%
TOYOTA Fortuner	733	3.8%
HYUNDAI i20	526	2.7%
FORD EcoSport	476	2.5%
		19 368

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR AUGUST 2020		
TYPE	2020	2020 SHARE
TOYOTA Hilux	3 613	31.9%
ISUZU D-MAX	1 670	14.7%
FORD Ranger	1 657	14.6%
TOYOTA Hi-Ace	1 000	8.8%
NISSAN NP200	863	7.6%
		11 342



The Isuzu D-Max had another good sales month in August, selling 1 670 units for a 14.7% market share. This saw it once again outsell the Ford Ranger, which sold 1 657 units, although the Isuzu was still well behind the top-selling Hilux, which found 3 613 buyers. This was the best August sales month for the Isuzu in 14 years and year-to-date, at the end of August, it held a 17.3% share of the one-ton bakkie market. The D-Max was No. 2 behind Hilux in May, June and August.