

## South African Vehicle Sales Figures at the End of January 2021

THE TOP SOUTH AFRICAN HCV / MCV MARKET FOR JANUARY 2021 (MEDIUM, HEAVY & EXTRA HEAVY COMMERCIALS, & BUSES)			
MANUFACTURER	CATEGORY	JAN-21	SHARE
<b>MERCEDES-BENZ SA TOTAL</b>		357	21.9%
<b>VOLVO GROUP SOUTHERN AFRICA</b>	MCV	0	0.0%
	HCV	0	0.0%
	XHV	169	10.4%
	BUS	1	0.1%
<b>VOLVO TRUCKS TOTAL</b>		170	10.4%
<b>IVECO</b>	MCV	97	6.0%
	HCV	0	0.0%
	XHV	17	1.0%
	BUS	36	2.2%
<b>IVECO TOTAL</b>		150	9.2%
<b>TOYOTA HINO</b>	MCV	96	5.9%
	HCV	40	2.5%
	XHV	8	0.5%
<b>HINO TOTAL</b>		144	8.9%
<b>ISUZU MOTORS SA</b>	MCV	77	4.7%
	HCV	39	2.4%
	XHV	24	1.5%
	BUS	0	0.0%
<b>ISUZU MOTORS SA TOTAL</b>		140	8.6%
<b>SCANIA</b>	XHV	118	7.3%
	BUS	2	0.1%
<b>SCANIA TOTAL</b>		120	7.4%
<b>MAN</b>	HCV	1	0.1%
	XHV	90	5.5%
	BUS	24	1.5%
<b>MAN TOTAL</b>		115	7.1%
<b>FAW</b>	MCV	9	0.6%
	HCV	50	3.1%
	XHV	45	2.8%
<b>FAW TOTAL</b>		104	6.4%
<b>UD TRUCKS SOUTHERN AFRICA</b>	HCV	9	0.6%
	XHV	81	5.0%
<b>UD TRUCKS SOUTHERN AFRICA TOTAL</b>		90	5.5%
<b>TATA</b>	MCV	14	0.9%
	HCV	34	2.1%
	XHV	20	1.2%
	BUS	0	0.0%
<b>TATA TOTAL</b>		68	4.2%
<b>POWERSTAR</b>	MCV	0	0.0%
	HCV	6	0.4%
	XHV	40	2.5%
<b>POWERSTAR TOTAL</b>		46	2.8%
<b>VOLKSWAGEN GROUP SA</b>	MCV	35	2.2%
<b>VOLKSWAGEN GROUP SA TOTAL</b>		35	2.2%
<b>FCA SOUTH AFRICA</b>	MCV	25	1.5%
<b>FCA SOUTH AFRICA TOTAL</b>		25	1.5%
<b>HYUNDAI MOTORS SA</b>	MCV	24	1.5%
<b>HYUNDAI TOTAL</b>		24	1.5%
<b>VECV SOUTH AFRICA</b>	MCV	0	0.0%
	HCV	11	0.7%
	XHV	1	0.1%
<b>VECV TOTAL</b>		12	0.7%
<b>BABCOCK</b>	HCV	0	0.0%
	XHV	11	0.7%
<b>BABCOCK TOTAL</b>		11	0.7%
<b>JMC</b>	MCV	8	0.5%
<b>JMC TOTAL</b>		8	0.5%
<b>PCSA</b>	MCV	5	0.3%
<b>PCSA TOTAL</b>		5	0.3%
<b>FMC</b>	MCV	3	0.2%
<b>FMC TOTAL</b>		3	0.2%
<b>GRAND TOTAL</b>		1 627	100.0%

TOP 5 LIGHT COMMERCIAL VEHICLE MARKET BY TYPE FOR JANUARY 2021					
SEGMENT	TYPE	2021	SHARE	2020	SHARE
<b>SUB ONE-TON</b>	NISSAN NP200	922	9.9%	967	9.9%
	CHANGAN Star III	8	0.1%	11	0.1%
	SUZUKI Gypsy	0	0.0%	3	0.0%
<b>SUB ONE-TON TOTAL</b>		930	10.0%	981	10.0%
<b>ABOVE ONE-TON DCAB</b>	TOYOTA Hilux	1 290	13.9%	1 377	14.1%
	FORD Ranger	1 161	12.5%	1 351	13.8%
	ISUZU D-MAX	425	4.6%	274	2.8%
	NISSAN NP300	225	2.4%	170	1.7%
	VW Amarok	155	1.7%	165	1.7%
<b>ABOVE ONE-TON DCAB TOTAL</b>		3 540	38.1%	3 759	38.4%
<b>ABOVE ONE-TON SCAB</b>	TOYOTA Hilux	907	9.8%	809	8.3%
	ISUZU D-MAX	438	4.7%	348	3.6%
	MAHINDRA Scorpio Pik-Up	259	2.8%	250	2.6%
	HYUNDAI H100 Bakkie	193	2.1%	240	2.5%
	FORD Ranger	192	2.1%	177	1.8%
<b>ABOVE ONE-TON SCAB TOTAL</b>		2 593	27.9%	2 734	28.0%
<b>ABOVE ONE-TON XCAB</b>	TOYOTA Hilux	464	5.0%	495	5.1%
	FORD Ranger	163	1.8%	207	2.1%
	ISUZU D-MAX	79	0.9%	50	0.5%
<b>ABOVE ONE-TON XCAB TOTAL</b>		706	7.6%	752	7.7%
<b>MINIBUS</b>	TOYOTA Hi-Ace	764	8.2%	834	8.5%
	VW Caddy	63	0.7%	94	1.0%
	FORD Tourneo Custom	49	0.5%	39	0.4%
	NISSAN NV350 Taxi	35	0.4%	80	0.8%
	TOYOTA Quantum	30	0.3%	31	0.3%
<b>MINIBUS TOTAL</b>		961	10.4%	1 089	11.1%
<b>PANEL VAN</b>	TOYOTA Quantum	57	0.6%	50	0.5%
	HYUNDAI H1	36	0.4%	5	0.1%
	VW Caddy	32	0.3%	39	0.4%
	OPEL Combo	16	0.2%	16	0.2%
	FORD Transit	16	0.2%	0	0.0%
<b>PANEL VAN TOTAL</b>		236	2.5%	213	2.2%
<b>NON REPORTERS</b>	HAVAL MOTORS SA	279	3.0%	172	1.8%
	MERCEDES-BENZ SA	35	0.4%	80	0.8%
<b>NON-REPORTERS TOTAL</b>		314	3.4%	252	2.6%
<b>GRAND TOTAL</b>		9 280	100.0%	9 780	100.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2021					
SEGMENT	TYPE	2021	SHARE	2020	SHARE
ENTRY CARS	VW Polo Vivo	2 187	9.2%	2 811	9.7%
	TOYOTA Starlet	995	4.2%	0	0.0%
	HYUNDAI Grand i10	514	2.2%	697	2.4%
	TOYOTA Agya	512	2.2%	0	0.0%
	RENAULT Kwid	465	2.0%	1 010	3.5%
ENTRY CARS TOTAL		6 871	28.9%	7 671	26.4%
SUB-SMALL	SUZUKI Swift	893	3.8%	824	2.8%
	VW Polo	854	3.6%	1 761	6.1%
	HYUNDAI i20	524	2.2%	439	1.5%
	VW Polo Sedan	467	2.0%	503	1.7%
	KIA Rio	247	1.0%	285	1.0%
SUB-SMALL TOTAL		3 616	15.2%	5 917	20.4%
SMALL	TOYOTA Corolla Quest	1 024	4.3%	998	3.4%
	TOYOTA Corolla	133	0.6%	31	0.1%
	AUDI A3 Sportback	108	0.5%	96	0.3%
	AUDI A1 Sportback	61	0.3%	146	0.5%
	AUDI A3 Sedan	60	0.3%	104	0.4%
SMALL TOTAL		1 636	6.9%	2 103	7.2%
MEDIUM	AUDI A4	57	0.2%	16	0.1%
	LEXUS IS	6	0.0%	3	0.0%
	ALFA Giulia	3	0.0%	9	0.0%
	LEXUS ES	3	0.0%	12	0.0%
	TOYOTA Prius	1	0.0%	2	0.0%
MEDIUM TOTAL		70	0.3%	51	0.2%
LARGE	AUDI A5 Sportback	19	0.1%	31	0.1%
	AUDI A5 Coupe/Cabriolet	5	0.0%	2	0.0%
	AUDI A6	4	0.0%	1	0.0%
	VOLVO V90 CC	1	0.0%	0	0.0%
	JAGUAR XF	0	0.0%	14	0.0%
LARGE TOTAL		29	0.1%	53	0.2%
LUXURY	VOLVO S90	5	0.0%	8	0.0%
	MASERATI Quattroporte	0	0.0%	2	0.0%
LUXURY TOTAL		5	0.0%	10	0.0%

TOP 5 PASSENGER CAR MARKET BY TYPE FOR JANUARY 2021					
SEGMENT	TYPE	2021	SHARE	2020	SHARE
MPV	TOYOTA Avanza	421	1.8%	355	1.2%
	HYUNDAI H1	155	0.7%	60	0.2%
	SUZUKI Ertiga	111	0.5%	159	0.5%
	DATSUN GO+	72	0.3%	70	0.2%
	VW Caddy	25	0.1%	25	0.1%
	MPV TOTAL		870	3.7%	788
SUV	TOYOTA Fortuner	820	3.5%	611	2.1%
	TOYOTA RAV	436	1.8%	337	1.2%
	MAZDA CX-5	285	1.2%	353	1.2%
	SUZUKI Jimny	234	1.0%	189	0.7%
	TOYOTA Landcruiser 200	187	0.8%	114	0.4%
SUV TOTAL		3 795	16.0%	4 771	16.4%
SPORT AND EXOTICS	FORD Mustang	40	0.2%	30	0.1%
	AUDI TT	16	0.1%	10	0.0%
	JAGUAR F-Type	4	0.0%	1	0.0%
	FERRARI F8	3	0.0%	0	0.0%
	FERRARI 812	3	0.0%	3	0.0%
SPORT AND EXOTICS TOTAL		74	0.3%	81	0.3%
CROSSOVER	VW T-Cross	903	3.8%	764	2.6%
	FORD EcoSport	557	2.3%	1 132	3.9%
	HYUNDAI Venue	448	1.9%	367	1.3%
	HYUNDAI Creta	325	1.4%	207	0.7%
	VW T-Roc	320	1.3%	0	0.0%
CROSSOVER TOTAL		4 275	18.0%	4 590	15.8%
NON REPORTERS TOTAL	MERCEDES	855	3.6%	988	3.4%
	BMW	832	3.5%	963	3.3%
	HAVAL MOTORS SA	697	2.9%	911	3.1%
	PORSCHE	105	0.4%	163	0.6%
	LAMBORGHINI SOUTH AFRICA	6	0.0%	4	0.0%
	BENTLEY	6	0.0%	9	0.0%
NON REPORTERS TOTAL		2 501	10.5%	3 038	10.4%
GRAND TOTAL		23 742		29 073	



The Suzuki Swift continues to grow in popularity. In January it topped the sub-small segment with 893 units sold compared to the 854 Volkswagen Polo Hatches sold in that month. Polo has been the long-time top seller in this segment.



The Volkswagen T-Cross unseated the Ford EcoSport, the long-running top seller in the crossover segment, in January. The gap was big too, with T-Cross selling 903 units to the 557 of the EcoSport.

#### 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 JANUARY 2021					
MANUFACTURER	TYPE	2021	SHARE	2020	SHARE
VOLKSWAGEN SA	VW Polo Vivo	2 187	9.2%	2 811	9.7%
	VW T-Cross	903	3.8%	764	2.6%
	VW Polo	854	3.6%	1 761	6.1%
	VW Polo Sedan	467	2.0%	503	1.7%
	VW T-Roc	320	1.3%	0	0.0%
VOLKSWAGEN GROUP SA TOTAL		5 550	23.4%	7 565	26.0%
TOYOTA	TOYOTA Corolla Quest	1 024	4.3%	998	3.4%
	TOYOTA Starlet	995	4.2%	0	0.0%
	TOYOTA Fortuner	820	3.5%	611	2.1%
	TOYOTA Ayga	512	2.2%	0	0.0%
	TOYOTA RAV	436	1.8%	337	1.2%
TOYOTA TOTAL		5 015	21.1%	4 133	14.2%
HYUNDAI AUTOMOTIVE SA	HYUNDAI i20	524	2.2%	439	1.5%
	HYUNDAI Grand i10	514	2.2%	697	2.4%
	HYUNDAI Venue	448	1.9%	367	1.3%
	HYUNDAI Creta	325	1.4%	207	0.7%
	HYUNDAI Atos	190	0.8%	229	0.8%
HYUNDAI TOTAL		2 361	9.9%	2 575	8.9%
SUZUKI	SUZUKI Swift	893	3.8%	824	2.8%
	SUZUKI S-Presso	330	1.4%	0	0.0%
	SUZUKI Jimny	234	1.0%	189	0.7%
	SUZUKI Ertiga	111	0.5%	159	0.5%
	SUZUKI Ignis	75	0.3%	116	0.4%
SUZUKI TOTAL		1 807	7.6%	1 596	5.5%
RENAULT	RENAULT Kwid	465	2.0%	1010	3.5%
	RENAULT Triber	459	1.9%	20	0.1%
	RENAULT Sandero II	292	1.2%	479	1.6%
	RENAULT Duster	144	0.6%	371	1.3%
	RENAULT Koleos	27	0.1%	23	0.1%
RENAULT TOTAL		1 397	5.9%	2 478	8.5%
KIA SA	KIA Picanto	458	1.9%	370	1.3%
	KIA Seltos	299	1.3%	320	1.1%
	KIA Rio	247	1.0%	285	1.0%
	KIA Sportage	123	0.5%	208	0.7%
	KIA Sorento	13	0.1%	17	0.1%
KIA TOTAL		1 152	4.9%	1 222	4.2%
FMC	FORD EcoSport	557	2.3%	1 132	3.9%
	FORD Figo	205	0.9%	722	2.5%
	FORD Everest	185	0.8%	247	0.8%
	FORD Fiesta	95	0.4%	145	0.5%
	FORD Mustang	40	0.2%	30	0.1%
FMC TOTAL		1 099	4.6%	2 353	8.1%
MERCEDES-BENZ SA TOTAL		855	3.6%	988	3.4%



The Volkswagen Polo Vivo, a successful extended life model, continues to rule the roost in the entry level category, selling 2 187 units in January compared to the 995 of the recently-launched Toyota Starlet.

TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2021					
MANUFACTURER	TYPE	2021	SHARE	2020	SHARE
BMW TOTAL		832	3.5%	963	3.3%
MAZDA SA	MAZDA CX-5	285	1.2%	353	1.2%
	MAZDA CX-3	262	1.1%	302	1.0%
	MAZDA 2	133	0.6%	226	0.8%
	MAZDA 3	57	0.2%	88	0.3%
	MAZDA CX-30	16	0.1%	0	0.0%
MAZDA SA TOTAL		753	3.2%	972	3.3%
HAVAL MOTORS SA TOTAL		697	2.9%	911	3.1%
NISSAN	NISSAN Qashqai	141	0.6%	132	0.5%
	NISSAN X-Trail	120	0.5%	182	0.6%
	DATSUN GO	112	0.5%	331	1.1%
	NISSAN Micra 5	89	0.4%	90	0.3%
	DATSUN GO+	72	0.3%	70	0.2%
NISSAN TOTAL		611	2.6%	1 033	3.6%
JAGUAR LAND ROVER	L-R Defender	100	0.4%	0	0.0%
	L-R Range Rover Sport	62	0.3%	76	0.3%
	L-R Discovery	29	0.1%	36	0.1%
	L-R Discovery Sport	22	0.1%	55	0.2%
	L-R Range Rover Velar	20	0.1%	34	0.1%
JAGUAR LAND ROVER TOTAL		302	1.3%	349	1.2%
PCSA	PEUGEOT 2008	63	0.3%	5	0.0%
	CITROEN C3 Aircross	37	0.2%	12	0.0%
	PEUGEOT 108	32	0.1%	52	0.2%
	OPEL Corsa	30	0.1%	18	0.1%
	PEUGEOT 208	27	0.1%	47	0.2%
PCSA TOTAL		259	1.1%	255	0.9%
MAHINDRA	MAHINDRA KUV	86	0.4%	166	0.6%
	MAHINDRA XUV300	31	0.1%	73	0.3%
	MAHINDRA Thar	30	0.1%	11	0.0%
	MAHINDRA TUV	29	0.1%	46	0.2%
	MAHINDRA Scorpio	24	0.1%	17	0.1%
MAHINDRA TOTAL		221	0.9%	355	1.2%
HONDA	HONDA BR-V	98	0.4%	81	0.3%
	HONDA HR-V	27	0.1%	46	0.2%
	HONDA Jazz	26	0.1%	80	0.3%
	HONDA WR-V	23	0.1%	0	0.0%
	HONDA CR-V	18	0.1%	33	0.1%
HONDA TOTAL		219	0.9%	534	1.8%
VOLVO CARS	VOLVO XC40	84	0.4%	62	0.2%
	VOLVO XC60	45	0.2%	62	0.2%
	VOLVO XC90	13	0.1%	31	0.1%
	VOLVO S90	5	0.0%	8	0.0%
	VOLVO V90 CC	1	0.0%	0	0.0%
VOLVO CARS TOTAL		148	0.6%	165	0.6%
MITSUBISHI MOTORS SA	MITSUBISHI Eclipse Cross	74	0.3%	38	0.1%
	MITSUBISHI Pajero Sport	26	0.1%	38	0.1%
	MITSUBISHI Pajero	20	0.1%	18	0.1%
	MITSUBISHI ASX	15	0.1%	18	0.1%
	MITSUBISHI Outlander	4	0.0%	1	0.0%
MITSUBISHI MOTORS SA TOTAL		139	0.6%	113	0.4%
FCA SOUTH AFRICA FIAT GROUP	JEEP Compass	36	0.2%	9	0.0%
	FIAT 500	30	0.1%	25	0.1%
	FIAT Tipo	23	0.1%	27	0.1%
	JEEP Grand Cherokee	22	0.1%	11	0.0%
FCA SOUTH AFRICA TOTAL		136	0.6%	206	0.7%

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TOP 5 PASSENGER MANUFACTURER RETAIL SALES FOR JANUARY 2021					
MANUFACTURER	TYPE	2021	SHARE	2020	SHARE
PORSCHE TOTAL		105	0.4%	163	0.6%
SUBARU	SUBARU Forester	20	0.1%	59	0.2%
	SUBARU XV	17	0.1%	13	0.0%
	SUBARU Outback	8	0.0%	2	0.0%
SUBARU TOTAL		45	0.2%	74	0.3%
ISUZU	ISUZU MU-X	15	0.1%	26	0.1%
ISUZU MOTORS SOUTH AFRICA TOTAL		15	0.1%	26	0.1%
SCUDERIA SOUTH AFRICA	FERRARI 812	3	0.0%	3	0.0%
	FERRARI F8	3	0.0%	0	0.0%
	FERRARI 488 Pista	2	0.0%	10	0.0%
	FERRARI Roma	1	0.0%	0	0.0%
	FERRARI Portofino	0	0.0%	3	0.0%
SCUDERIA TOTAL		9	0.0%	17	0.1%
LAMBORGHINI SOUTH AFRICA TOTAL		6	0.0%	4	0.0%
BENTLEY TOTAL		6	0.0%	9	0.0%
MASERATI SOUTH AFRICA	MASERATI Levante	2	0.0%	3	0.0%
	MASERATI Quattroporte	0	0.0%	2	0.0%
	MASERATI Ghibli	0	0.0%	5	0.0%
	MASERATI GranTurismo	0	0.0%	2	0.0%
MASERATI TOTAL		2	0.0%	12	0.0%
JMC	LANDWIND X5	1	0.0%	2	0.0%
JMC TOTAL		1	0.0%	2	0.0%
GRAND TOTAL		23 742	100.0%	29 073	100.0%

TOP 5 SELLING PASSENGER CARS FOR JANUARY 2021		
TYPE	2021	2021 SHARE
VW Polo Vivo	2 187	9.2%
TOYOTA Corolla Quest	1 024	4.3%
TOYOTA Starlet	995	4.2%
VW T-Cross	903	3.8%
SUZUKI Swift	893	3.8%
	23 742	

TOP 5 SELLING LIGHT COMMERCIAL VEHICLES FOR JANUARY 2021		
TYPE	2021	2021 SHARE
TOYOTA Hilux	2 661	28.7%
FORD Ranger	1 516	16.3%
ISUZU D-MAX	942	10.2%
NISSAN NP200	922	9.9%
TOYOTA Hi-Ace	764	8.2%
	9 280	

PASSENGER WINNERS AND LOSERS		
TOYOTA	▲	7.7%
SUZUKI AUTO	▲	2.4%
HYUNDAI AUTOMOTIVE SA	▲	1.2%
FMC	▼	-3.9%
VOLKSWAGEN GROUP SA	▼	-2.9%
RENAULT	▼	-2.9%

LCV WINNERS AND LOSERS		
ISUZU MOTORS SOUTH AFRICA	▲	3.4%
TOYOTA	▲	2.0%
SUZUKI AUTO	▲	0.2%
NISSAN	▼	-3.6%
FMC	▼	-1.1%
VOLKSWAGEN GROUP SA	▼	-0.3%



The Toyota Corolla Quest is another successful extended life model and one of the few sedan cars still made in South Africa. It will be joined on the Toyota SA assembly lines in Prospecton by the Corolla Cross in October. The Hilux, Fortuner and Hi-Ace are also made at this plant.