



September 2022

Industry New Vehicle Sales

OUR AMBITION:

TO BE THE MOST CREDIBLE AND RESPECTED THOUGHT
LEADER AND PARTNER FOR AND ON BEHALF OF THE
AUTOMOTIVE INDUSTRY IN SOUTH AFRICA



REIMAGINING **THE FUTURE TOGETHER**
Partnership | Consistency | Trust

Market at a Glance

Passenger Vehicles - YTD Sep 2022

271 173 21.3% ↑
compared to YTD Sep 2021 (223 572)



2018	2019	2020	2021
365 247	355 379	246 541	304 340

Light Commercial Bakkies & Mini Buses - YTD Sep 2022

98 998 -2.7% ↓
compared to YTD Sep 2021 (101 786)



2018	2019	2020	2021
159 525	153 221	110 912	133 078

Medium Trucks & Buses - YTD Sep 2022

5 863 6.0% ↑
compared to YTD Sep 2021 (5 530)



2018	2019	2020	2021
7 885	8 690	6 735	7 520

Heavy Trucks & Buses - YTD Sep 2022

15 902 8.8% ↑
compared to YTD Sep 2021 (14 615)



2018	2019	2020	2021
19 570	19 322	16 019	19 555

New Vehicle Sales Totals and Export Sales

	Sep 2022		Sep 2021		Var %		Aug 2022		Sep 2022 YTD		Sep 2021 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	32 392	23 680	29 537	14 419	9.7%	64.2%	31 206	17 609	271 173	180 354	223 572	138 198	21.3%	30.5%
Light CV < 3501kg	12 573	17 691	10 941	5 806	14.9%	204.7%	13 289	10 743	98 998	82 901	101 786	91 984	-2.7%	-9.9%
Medium CV 3501-8500kg	882	17	765	9	15.3%	88.9%	700	10	5 863	85	5 530	94	6.0%	-9.6%
Heavy CV 8501-16500kg	490	56	473	12	3.6%	366.7%	559	25	4 462	255	3 698	108	20.7%	136.1%
Extra Heavy CV > 16500kg	1 367	27	1 357	26	0.7%	3.8%	1 516	21	10 987	216	10 416	210	5.5%	2.9%
Bus > 8500kg	82	3	74	3	10.8%	0.0%	76	2	453	49	501	16	-9.6%	206.2%
Industry Total	47 786	41 474	43 147	20 275	10.8%	104.6%	47 346	28 410	391 936	263 860	345 503	230 610	13.4%	14.4%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	12 059	7 264
VOLKSWAGEN GROUP SA	6 750	9 656
SUZUKI AUTO	4 355	9
HYUNDAI AUTOMOTIVE SOUTH AFRICA	3 146	-
NISSAN	2 649	662
RENAULT	2 601	-
ISUZU MOTORS SOUTH AFRICA	2 287	341
FORD MOTOR COMPANY	2 212	9 829
KIA SOUTH AFRICA	2 086	-
CHERY AUTO SOUTH AFRICA	1 352	-
BMW GROUP	1 095	7 014
HAVAL MOTORS SA	1 066	29
MAHINDRA	1 030	-
MERCEDES-BENZ SA **	852	6 501
STELLANTIS	597	25

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCK SOUTHERN AFRICA	424	5
TOYOTA	356	12
ISUZU MOTORS SOUTH AFRICA	293	12
VOLVO GROUP SOUTHERN AFRICA	269	17
UD TRUCKS SOUTHERN AFRICA	253	50
FAW TRUCKS	248	-
SCANIA	231	7
MAN	163	-
MERCEDES-BENZ SA **	136	-
IVECO	95	-
POWERSTAR	77	-
TATA	77	-
VOLKSWAGEN GROUP SA	69	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	43	-
VECV SOUTH AFRICA	40	-

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimated domestic new vehicle and export sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from February 2020 to June 2021. From July 2021, commercial market split estimates are provided. Maserati South Africa, as of June 2021, is no longer reporting sales to naamsa.

- naamsa is currently renovating its data management offering to the market. We will be introducing a number of value adding services that we will announce shortly. Should you have data related enquiries, do not hesitate to reach us on datasupport@naamsa.co.za

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	11 703	7 252	356	12	12 059	7 264
VOLKSWAGEN GROUP SA	6 681	9 656	69	-	6 750	9 656
SUZUKI AUTO	4 355	9	-	-	4 355	9
HYUNDAI AUTOMOTIVE SOUTH AFRICA	3 103	-	43	-	3 146	-
NISSAN	2 649	662	-	-	2 649	662
RENAULT	2 601	-	-	-	2 601	-
ISUZU MOTORS SOUTH AFRICA	1 994	329	293	12	2 287	341
FORD MOTOR COMPANY	2 203	9 829	9	-	2 212	9 829
KIA SOUTH AFRICA	2 086	-	-	-	2 086	-
CHERY AUTO SOUTH AFRICA	1 352	-	-	-	1 352	-
BMW GROUP	1 095	7 014	-	-	1 095	7 014
HAVAL MOTORS SA	1 066	29	-	-	1 066	29
MAHINDRA	1 030	-	-	-	1 030	-
MERCEDES-BENZ SA **	716	6 501	136	-	852	6 501
STELLANTIS	590	25	7	-	597	25
DAIMLER TRUCK SOUTHERN AFRICA	-	-	424	5	424	5
MAZDA SOUTHERN AFRICA	412	-	-	-	412	-
MITSUBISHI MOTORS SA	360	46	-	-	360	46
JAGUAR LAND ROVER	319	-	-	-	319	-
HONDA	303	17	-	-	303	17
VOLVO GROUP SOUTHERN AFRICA	-	-	269	17	269	17
UD TRUCKS SOUTHERN AFRICA	-	-	253	50	253	50
FAW TRUCKS	1	-	248	-	249	-
SCANIA	-	-	231	7	231	7
MAN	-	-	163	-	163	-
JAC MOTORS SOUTH AFRICA	129	-	9	-	138	-
IVECO	-	-	95	-	95	-
VOLVO CARS	78	2	-	-	78	2
POWERSTAR	-	-	77	-	77	-
TATA	-	-	77	-	77	-
PORSCHE **	68	-	-	-	68	-
SUBARU	59	-	-	-	59	-
VECV SOUTH AFRICA	-	-	40	-	40	-
BABCOCK	-	-	22	-	22	-
BENTLEY **	6	-	-	-	6	-
LAMBORGHINI SOUTH AFRICA **	3	-	-	-	3	-
SCUDERIA SOUTH AFRICA	3	-	-	-	3	-

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