



November 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 Nov 2022

334 010 19.6% ↑
compared to YTD Nov 2021 (279 388)



2018	2019	2020	2021
365 247	355 379	246 541	304 341

Light Commercial Bakkies & Mini Buses - YTD Nov 2022

125 238 0.9% ↑
compared to YTD Nov 2021 (124 088)



2018	2019	2020	2021
159 525	153 221	110 912	133 077

Medium Trucks & Buses - YTD Nov 2022

7 497 8.8% ↑
compared to YTD Nov 2021 (6 888)



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

Heavy Trucks & Buses - YTD Nov 2022

20 150 10.8% ↑
compared to YTD Nov 2021 (18 185)



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

New Vehicle Sales Totals and Export Sales

	Nov 2022		Nov 2021		Var %		Oct 2022		Nov 2022 YTD		Nov 2021 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	32 859	23 522	28 100	12 432	16.9%	89.2%	30 611	18 023	334 010	221 444	279 388	164 020	19.6%	35.0%
Light CV < 3501kg	13 477	10 710	11 154	8 339	20.8%	28.4%	12 748	10 679	125 238	104 283	124 088	112 307	0.9%	-7.1%
Medium CV 3501-8500kg	900	32	766	10	17.5%	220.0%	745	43	7 497	155	6 888	114	8.8%	36.0%
Heavy CV 8501-16500kg	546	13	473	22	15.4%	-40.9%	515	35	5 542	302	4 635	145	19.6%	108.3%
Extra Heavy CV > 16500kg	1 551	33	1 250	27	24.1%	22.2%	1 295	32	13 998	281	12 955	242	8.1%	16.1%
Bus > 8500kg	80	-	52	1	53.8%	-100.0%	67	2	610	51	595	20	2.5%	155.0%
Industry Total	49 413	34 310	41 795	20 831	18.2%	64.7%	45 981	28 814	486 895	326 516	428 549	276 848	13.6%	17.9%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	13 903	5 590
VOLKSWAGEN GROUP SA	6 406	9 790
SUZUKI AUTO	4 287	20
NISSAN	3 167	506
HYUNDAI AUTOMOTIVE SOUTH AFRICA	3 002	-
FORD MOTOR COMPANY	2 347	4 299
HAVAL MOTORS SA	2 220	38
ISUZU MOTORS SOUTH AFRICA	2 027	423
KIA SOUTH AFRICA	1 892	-
RENAULT	1 801	-
CHERY AUTO SOUTH AFRICA	1 502	-
MAHINDRA	1 010	-
MERCEDES-BENZ SA **	958	8 691
BMW GROUP *	760	4 800
DAIMLER TRUCK SOUTHERN AFRICA	600	30

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCK SOUTHERN AFRICA	600	30
TOYOTA	374	2
ISUZU MOTORS SOUTH AFRICA	322	4
FAW TRUCKS	290	-
VOLVO GROUP SOUTHERN AFRICA	277	12
SCANIA	231	1
UD TRUCKS SOUTHERN AFRICA	218	29
MERCEDES-BENZ SA **	173	-
MAN	167	-
IVECO	89	-
VOLKSWAGEN GROUP SA	84	-
TATA	77	-
POWERSTAR	74	-
VECV SOUTH AFRICA	35	-
BABCOCK	24	-

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	13 529	5 588	374	2	13 903	5 590
VOLKSWAGEN GROUP SA	6 322	9 790	84	-	6 406	9 790
SUZUKI AUTO	4 287	20	-	-	4 287	20
NISSAN	3 167	506	-	-	3 167	506
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 980	-	22	-	3 002	-
FORD MOTOR COMPANY	2 341	4 299	6	-	2 347	4 299
HAVAL MOTORS SA	2 220	38	-	-	2 220	38
ISUZU MOTORS SOUTH AFRICA	1 705	419	322	4	2 027	423
KIA SOUTH AFRICA	1 892	-	-	-	1 892	-
RENAULT	1 801	-	-	-	1 801	-
CHERY AUTO SOUTH AFRICA	1 502	-	-	-	1 502	-
MAHINDRA	1 010	-	-	-	1 010	-
MERCEDES-BENZ SA **	785	8 691	173	-	958	8 691
BMW GROUP *	760	4 800	-	-	760	4 800
DAIMLER TRUCK SOUTHERN AFRICA	-	-	600	30	600	30
STELLANTIS	516	1	3	-	519	1
MAZDA SOUTHERN AFRICA	455	-	-	-	455	-
HONDA	338	23	-	-	338	23
MITSUBISHI MOTORS SA	329	55	-	-	329	55
FAW TRUCKS	-	-	290	-	290	-
VOLVO GROUP SOUTHERN AFRICA	-	-	277	12	277	12
SCANIA	-	-	231	1	231	1
UD TRUCKS SOUTHERN AFRICA	-	-	218	29	218	29
MAN	-	-	167	-	167	-
JAGUAR LAND ROVER	136	-	-	-	136	-
IVECO	-	-	89	-	89	-
TATA	-	-	77	-	77	-
POWERSTAR	-	-	74	-	74	-
JAC MOTORS SOUTH AFRICA	61	-	11	-	72	-
SUBARU	65	-	-	-	65	-
VOLVO CARS	65	2	-	-	65	2
PORSCHE **	56	-	-	-	56	-
VECV SOUTH AFRICA	-	-	35	-	35	-
BABCOCK	-	-	24	-	24	-
BENTLEY **	6	-	-	-	6	-
SCUDERIA SOUTH AFRICA	6	-	-	-	6	-
LAMBORGHINI SOUTH AFRICA **	2	-	-	-	2	-

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