



January 2023

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 Jan 2023

31 072

2.9% ↑
compared to YTD Jan 2022 (30 199)

2019

2020

2021

2022

355 379

246 541

304 341

363 696



Light Commercial Bakkies & Mini Buses - YTD Jan 2023

10 622

10.4% ↑
compared to YTD Jan 2022 (9 624)

2019

2020

2021

2022

153 221

110 912

133 077

135 713



Medium Trucks & Buses - YTD Jan 2023

461

2.9% ↑
compared to YTD Jan 2022 (448)

2019

2020

2021

2022

8 690

6 735

7 520

8 308



Heavy Trucks & Buses - YTD Jan 2023

1 354

9.9% ↑
compared to YTD Jan 2022 (1 232)

2019

2020

2021

2022

19 322

16 019

19 555

21 845



New Vehicle Sales Totals and Export Sales

	Jan 2023		Jan 2022		Var %		Dec 2022		Jan 2023 YTD		Jan 2022 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	31 072	11 227	30 199	12 314	2.9%	-8.8%	28 738	16 846	31 072	11 227	30 199	12 314	2.9%	-8.8%
Light CV < 3501kg	10 622	9 243	9 624	8 554	10.4%	8.1%	10 485	9 397	10 622	9 243	9 624	8 554	10.4%	8.1%
Medium CV 3501-8500kg	461	5	448	7	2.9%	-28.6%	803	15	461	5	448	7	2.9%	-28.6%
Heavy CV 8501-16500kg	331	28	339	14	-2.4%	100.0%	427	11	331	28	339	14	-2.4%	100.0%
Extra Heavy CV > 16500kg	976	29	869	12	12.3%	141.7%	1 198	26	976	29	869	12	12.3%	141.7%
Bus > 8500kg	47	4	24	2	95.8%	100.0%	72	-	47	4	24	2	95.8%	100.0%
Industry Total	43 509	20 536	41 503	20 903	4.8%	-1.8%	41 723	26 295	43 509	20 536	41 503	20 903	4.8%	-1.8%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	12 532	7 352
VOLKSWAGEN GROUP SA	5 081	5 315
SUZUKI AUTO	4 357	5
NISSAN	2 927	278
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 525	-
RENAULT	2 051	-
KIA SOUTH AFRICA	1 686	-
FORD MOTOR COMPANY	1 661	1 682
HAVAL MOTORS SA	1 565	39
ISUZU MOTORS SOUTH AFRICA	1 527	301
CHERY AUTO SOUTH AFRICA	1 327	-
BMW GROUP *	1 231	4 700
MAHINDRA	1 161	-
MERCEDES-BENZ SA **	588	773
MAZDA SOUTHERN AFRICA	401	-

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	263	9
DAIMLER TRUCK SOUTHERN AFRICA	210	7
FAW TRUCKS	205	-
SCANIA	172	2
VOLVO GROUP SOUTHERN AFRICA	163	15
UD TRUCKS SOUTHERN AFRICA	158	31
ISUZU MOTORS SOUTH AFRICA	147	-
MAN	124	-
TATA	80	-
POWERSTAR	76	-
IVECO	61	2
MERCEDES-BENZ SA **	48	-
VOLKSWAGEN GROUP SA	37	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	22	-
VECV SOUTH AFRICA	22	-

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	12 269	7 343	263	9	12 532	7 352
VOLKSWAGEN GROUP SA	5 044	5 315	37	-	5 081	5 315
SUZUKI AUTO	4 357	5	-	-	4 357	5
NISSAN	2 927	278	-	-	2 927	278
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 503	-	22	-	2 525	-
RENAULT	2 051	-	-	-	2 051	-
KIA SOUTH AFRICA	1 686	-	-	-	1 686	-
FORD MOTOR COMPANY	1 657	1 682	4	-	1 661	1 682
HAVAL MOTORS SA	1 565	39	-	-	1 565	39
ISUZU MOTORS SOUTH AFRICA	1 380	301	147	-	1 527	301
CHERY AUTO SOUTH AFRICA	1 327	-	-	-	1 327	-
BMW GROUP *	1 231	4 700	-	-	1 231	4 700
MAHINDRA	1 161	-	-	-	1 161	-
MERCEDES-BENZ SA **	540	773	48	-	588	773
MAZDA SOUTHERN AFRICA	401	-	-	-	401	-
STELLANTIS	395	2	5	-	400	2
MITSUBISHI MOTORS SA	319	18	-	-	319	18
JAGUAR LAND ROVER	315	-	-	-	315	-
DAIMLER TRUCK SOUTHERN AFRICA	-	-	210	7	210	7
FAW TRUCKS	-	-	205	-	205	-
HONDA	200	13	-	-	200	13
SCANIA	-	-	172	2	172	2
VOLVO GROUP SOUTHERN AFRICA	-	-	163	15	163	15
UD TRUCKS SOUTHERN AFRICA	-	-	158	31	158	31
MAN	-	-	124	-	124	-
VOLVO CARS	105	1	-	-	105	1
JAC MOTORS SOUTH AFRICA	87	-	8	-	95	-
PORSCHE *	93	-	-	-	93	-
TATA	-	-	80	-	80	-
POWERSTAR	-	-	76	-	76	-
SUBARU	72	-	-	-	72	-
IVECO	-	-	61	2	61	2
VECV SOUTH AFRICA	-	-	22	-	22	-
BABCOCK	-	-	10	-	10	-
SCUDERIA SOUTH AFRICA	9	-	-	-	9	-

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimate sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from Feb 2020 to Jun 2021. From Jul 2021 to Nov 2022, commercial market split estimates were provided. As from Dec 2022, Daimler Trucks will provide standard detail. Porsche, Bentley and Lamborghini, as of Dec 2022, are no longer reporting sales to naamsa. Estimated domestic new vehicle and export sales are provided for Porsche.

- 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