



February 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 Feb 2023

61 627 3.0% ↑
compared to YTD Feb 2022 (59 856)



2019	2020	2021	2022
355 379	246 541	304 341	363 696

Light Commercial Bakkies & Mini Buses - YTD Feb 2023

23 595 7.7% ↑
compared to YTD Feb 2022 (21 913)



2019	2020	2021	2022
153 221	110 912	133 077	135 713

Medium Trucks & Buses - YTD Feb 2023

1 156 15.8% ↑
compared to YTD Feb 2022 (998)



2019	2020	2021	2022
8 690	6 735	7 520	8 308

Heavy Trucks & Buses - YTD Feb 2023

3 056 3.2% ↑
compared to YTD Feb 2022 (2 960)



2019	2020	2021	2022
19 322	16 019	19 555	21 845

New Vehicle Sales Totals and Export Sales

	Feb 2023		Feb 2022		Var %		Jan 2023		Feb 2023 YTD		Feb 2022 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	29 976	20 079	29 657	24 021	1.1%	-16.4%	31 651	11 226	61 627	31 305	59 856	36 335	3.0%	-13.8%
Light CV < 3501kg	12 972	10 244	12 289	10 308	5.6%	-0.6%	10 623	9 136	23 595	19 380	21 913	18 862	7.7%	2.7%
Medium CV 3501-8500kg	697	33	550	3	26.7%	1000.0%	459	5	1 156	38	998	10	15.8%	280.0%
Heavy CV 8501-16500kg	435	8	517	14	-15.9%	-42.9%	335	28	770	36	856	28	-10.0%	28.6%
Extra Heavy CV > 16500kg	1 244	40	1 186	6	4.9%	566.7%	967	29	2 211	69	2 055	18	7.6%	283.3%
Bus > 8500kg	28	5	25	-	12.0%	0.0%	47	4	75	9	49	2	53.1%	350.0%
Industry Total	45 352	30 409	44 224	34 352	2.6%	-11.5%	44 082	20 428	89 434	50 837	85 727	55 255	4.3%	-8.0%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	11 560	5 353
VOLKSWAGEN GROUP SA	5 288	7 778
SUZUKI AUTO	4 309	-
NISSAN	3 172	404
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 715	-
FORD MOTOR COMPANY	2 499	3 923
RENAULT	2 112	-
ISUZU MOTORS SOUTH AFRICA	2 057	594
KIA SOUTH AFRICA	1 843	-
HAVAL MOTORS SA	1 538	59
BMW GROUP *	1 392	5 300
CHERY AUTO SOUTH AFRICA	1 381	-
MAHINDRA	1 201	-
MERCEDES-BENZ SA **	753	6 892
HONDA	354	3

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	338	8
DAIMLER TRUCK SOUTHERN AFRICA	331	19
FAW TRUCKS	268	-
VOLVO GROUP SOUTHERN AFRICA	236	14
SCANIA	229	16
ISUZU MOTORS SOUTH AFRICA	227	9
UD TRUCKS SOUTHERN AFRICA	166	20
MAN	151	-
IVECO	98	-
MERCEDES-BENZ SA **	80	-
TATA	70	-
POWERSTAR *	69	-
VOLKSWAGEN GROUP SA	60	-
VECV SOUTH AFRICA	25	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	18	-

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

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	11 222	5 345	338	8	11 560	5 353
VOLKSWAGEN GROUP SA	5 228	7 778	60	-	5 288	7 778
SUZUKI AUTO	4 309	-	-	-	4 309	-
NISSAN	3 172	404	-	-	3 172	404
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 697	-	18	-	2 715	-
FORD MOTOR COMPANY	2 495	3 923	4	-	2 499	3 923
RENAULT	2 112	-	-	-	2 112	-
ISUZU MOTORS SOUTH AFRICA	1 830	585	227	9	2 057	594
KIA SOUTH AFRICA	1 843	-	-	-	1 843	-
HAVAL MOTORS SA	1 538	59	-	-	1 538	59
BMW GROUP *	1 392	5 300	-	-	1 392	5 300
CHERY AUTO SOUTH AFRICA	1 381	-	-	-	1 381	-
MAHINDRA	1 201	-	-	-	1 201	-
MERCEDES-BENZ SA **	673	6 892	80	-	753	6 892
HONDA	354	3	-	-	354	3
MAZDA SOUTHERN AFRICA	344	-	-	-	344	-
DAIMLER TRUCK SOUTHERN AFRICA	-	-	331	19	331	19
MITSUBISHI MOTORS SA	315	26	-	-	315	26
STELLANTIS	298	8	14	-	312	8
FAW TRUCKS	-	-	268	-	268	-
VOLVO GROUP SOUTHERN AFRICA	-	-	236	14	236	14
SCANIA	-	-	229	16	229	16
JAGUAR LAND ROVER	196	-	-	-	196	-
UD TRUCKS SOUTHERN AFRICA	-	-	166	20	166	20
MAN	-	-	151	-	151	-
PORSCHE *	109	-	-	-	109	-
IVECO	-	-	98	-	98	-
VOLVO CARS	95	-	-	-	95	-
JAC MOTORS SOUTH AFRICA	73	-	8	-	81	-
SUBARU	70	-	-	-	70	-
TATA	-	-	70	-	70	-
POWERSTAR *	-	-	69	-	69	-
VECV SOUTH AFRICA	-	-	25	-	25	-
BABCOCK	-	-	12	-	12	-
SCUDERIA SOUTH AFRICA	1	-	-	-	1	-

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