

Total Vehicles by Manufacturer

	RSA	Dealer	Gov	Rental	Single	Export
FMC	304	53	169	71	11	79
TOYOTA	93	93	0	0	0	670
MAN	62	62	0	0	0	
IVECO	60	12	48	0	0	
SUZUKI AUTO	12	12	0	0	0	
VOLVO GROUP SOUTHERN AFRICA	9	9	0	0	0	2
POWERSTAR	7	7	0	0	0	
FAW TRUCKS	6	6	0	0	0	
MAHINDRA	4	4	0	0	0	
TATA	4	4	0	0	0	
HAVAL MOTORS SA	4	4	0	0	0	2
NISSAN	3	3	0	0	0	148
BABCOCK	2	2	0	0	0	
JMC	2	2	0	0	0	
JAGUAR LAND ROVER	1	1	0	0	0	
VOLVO CARS	1	1	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
MERCEDES-BENZ SA *		0	0	0	0	
SCANIA		0	0	0	0	
VECV SOUTH AFRICA		0	0	0	0	
FCA SOUTH AFRICA		0	0	0	0	
HYUNDAI AUTOMOTIVE SOUTH AFRICA		0	0	0	0	
KIA SOUTH AFRICA		0	0	0	0	
MAZDA SOUTHERN AFRICA		0	0	0	0	
MITSUBISHI MOTORS SA		0	0	0	0	
OPEL **		0	0	0	0	
PCSA		0	0	0	0	
RENAULT		0	0	0	0	
VOLKSWAGEN GROUP SA		0	0	0	0	
BENTLEY **		0	0	0	0	
BMW GROUP		0	0	0	0	
HONDA		0	0	0	0	
LAMBORGHINI SOUTH AFRICA **		0	0	0	0	
MASERATI SOUTH AFRICA		0	0	0	0	
PORSCHE **		0	0	0	0	
SCUDERIA SOUTH AFRICA		0	0	0	0	
SUBARU		0	0	0	0	
INDUSTRY TOTAL	574	275	217	71	11	901

BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimate domestic new vehicle and export sales are provided for Mercedes-Benz SA Ltd from the month of February 2020

Passenger for Apr 2020

	RSA	Dealer	Gov	Rental	Single	Export
FMC	73	18	27	21	7	2
TOYOTA	13	13	0	0	0	17
SUZUKI AUTO	12	12	0	0	0	
HAVAL MOTORS SA	3	3	0	0	0	
NISSAN	2	2	0	0	0	
JAGUAR LAND ROVER	1	1	0	0	0	
VOLVO CARS	1	1	0	0	0	
BENTLEY **		0	0	0	0	
BMW GROUP		0	0	0	0	
FCA SOUTH AFRICA		0	0	0	0	
HONDA		0	0	0	0	
HYUNDAI AUTOMOTIVE SOUTH AFRICA		0	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
JMC		0	0	0	0	
KIA SOUTH AFRICA		0	0	0	0	
LAMBORGHINI SOUTH AFRICA **		0	0	0	0	
MAHINDRA		0	0	0	0	
MASERATI SOUTH AFRICA		0	0	0	0	
MAZDA SOUTHERN AFRICA		0	0	0	0	
MERCEDES-BENZ SA *		0	0	0	0	
MITSUBISHI MOTORS SA		0	0	0	0	
OPEL **		0	0	0	0	
PCSA		0	0	0	0	
PORSCHE **		0	0	0	0	
RENAULT		0	0	0	0	
SCUDERIA SOUTH AFRICA		0	0	0	0	
SUBARU		0	0	0	0	
VOLKSWAGEN GROUP SA		0	0	0	0	
INDUSTRY TOTAL	105	50	27	21	7	19

Light CV < 3501kg for Apr 2020

	RSA	Dealer	Gov	Rental	Single	Export
FMC	231	35	142	50	4	77
TOYOTA	79	79	0	0	0	653
MAHINDRA	4	4	0	0	0	
JMC	2	2	0	0	0	
HAVAL MOTORS SA	1	1	0	0	0	2
NISSAN	1	1	0	0	0	148
FCA SOUTH AFRICA		0	0	0	0	
HYUNDAI AUTOMOTIVE SOUTH AFRICA		0	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
IVECO		0	0	0	0	
KIA SOUTH AFRICA		0	0	0	0	
MAZDA SOUTHERN AFRICA		0	0	0	0	
MERCEDES-BENZ SA *		0	0	0	0	
MITSUBISHI MOTORS SA		0	0	0	0	
OPEL **		0	0	0	0	
PCSA		0	0	0	0	
RENAULT		0	0	0	0	
SUZUKI AUTO		0	0	0	0	
VOLKSWAGEN GROUP SA		0	0	0	0	
INDUSTRY TOTAL	318	122	142	50	4	880

Medium CV 3501-8500kg for Apr 2020

	RSA	Dealer	Gov	Rental	Single	Export
IVECO	59	11	48	0	0	
TATA	3	3	0	0	0	
FAW TRUCKS	1	1	0	0	0	
TOYOTA	1	1	0	0	0	
FCA SOUTH AFRICA		0	0	0	0	
FMC		0	0	0	0	
HYUNDAI AUTOMOTIVE SOUTH AFRICA		0	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
JMC		0	0	0	0	
PCSA		0	0	0	0	
POWERSTAR		0	0	0	0	
VECV SOUTH AFRICA		0	0	0	0	
VOLKSWAGEN GROUP SA		0	0	0	0	
INDUSTRY TOTAL	64	16	48	0	0	

Heavy CV 8501-16500kg for Apr 2020

	RSA	Dealer	Gov	Rental	Single	Export
FAW TRUCKS	4	4	0	0	0	
VOLVO GROUP SOUTHERN AFRICA	2	2	0	0	0	
POWERSTAR	1	1	0	0	0	
TATA	1	1	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
IVECO		0	0	0	0	
MAN		0	0	0	0	
TOYOTA		0	0	0	0	
VECV SOUTH AFRICA		0	0	0	0	
INDUSTRY TOTAL	8	8	0	0	0	

Extra Heavy CV > 16500kg for Apr 2020

	RSA	Dealer	Gov	Rental	Single	Export
MAN	30	30	0	0	0	
VOLVO GROUP SOUTHERN AFRICA	7	7	0	0	0	2
POWERSTAR	6	6	0	0	0	
BABCOCK	2	2	0	0	0	
FAW TRUCKS	1	1	0	0	0	
IVECO	1	1	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
MERCEDES-BENZ SA *		0	0	0	0	
SCANIA		0	0	0	0	
TATA		0	0	0	0	
TOYOTA		0	0	0	0	
VECV SOUTH AFRICA		0	0	0	0	
INDUSTRY TOTAL	47	47	0	0	0	2

Bus > 8500kg for Apr 2020

	RSA	Dealer	Gov	Rental	Single	Export
MAN	32	32	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
IVECO		0	0	0	0	
MERCEDES-BENZ SA *		0	0	0	0	
SCANIA		0	0	0	0	
TATA		0	0	0	0	
VOLVO GROUP SOUTHERN AFRICA		0	0	0	0	
INDUSTRY TOTAL	32	32	0	0	0	

Make Totals for Apr 2020

	RSA	Dealer	Gov	Rental	Single	Export
FORD	304	53	169	71	11	79
TOYOTA	92	92	0	0	0	670
IVECO	60	12	48	0	0	
MAN	32	32	0	0	0	
VOLKSWAGEN	30	30	0	0	0	
SUZUKI	12	12	0	0	0	
POWERSTAR	7	7	0	0	0	
VOLVO TRUCKS	6	6	0	0	0	2
FAW	6	6	0	0	0	
MAHINDRA	4	4	0	0	0	
TATA TRUCK & BUS	4	4	0	0	0	
HAVAL **	3	3	0	0	0	
UD TRUCKS	3	3	0	0	0	
DAF	2	2	0	0	0	
JMC	2	2	0	0	0	
NISSAN	2	2	0	0	0	148
GWM	1	1	0	0	0	2
HINO	1	1	0	0	0	
JAGUAR	1	1	0	0	0	
DATSUN	1	1	0	0	0	
VOLVO	1	1	0	0	0	
ISUZU	0	0	0	0	0	
MERCEDES *	0	0	0	0	0	
SCANIA	0	0	0	0	0	
VOLVO BUS	0	0	0	0	0	
EICHER	0	0	0	0	0	
FIAT	0	0	0	0	0	
HYUNDAI	0	0	0	0	0	
CHANGAN	0	0	0	0	0	
KIA	0	0	0	0	0	
MAZDA	0	0	0	0	0	
MITSUBISHI	0	0	0	0	0	
OPEL **	0	0	0	0	0	
PEUGEOT	0	0	0	0	0	
RENAULT	0	0	0	0	0	
BENTLEY **	0	0	0	0	0	
BMW	0	0	0	0	0	
MINI	0	0	0	0	0	
ABARTH	0	0	0	0	0	
ALFA ROMEO	0	0	0	0	0	
JEEP	0	0	0	0	0	
HONDA	0	0	0	0	0	
LAND ROVER	0	0	0	0	0	
LANDWIND	0	0	0	0	0	
LAMBORGHINI **	0	0	0	0	0	
MASERATI	0	0	0	0	0	
MERCEDES/SMART *	0	0	0	0	0	
CITROEN	0	0	0	0	0	
PORSCHE **	0	0	0	0	0	
FERRARI	0	0	0	0	0	
SUBARU	0	0	0	0	0	
LEXUS	0	0	0	0	0	
AUDI	0	0	0	0	0	
DAEWOO	0	0	0	0	0	
INDUSTRY TOTAL	574	275	217	71	11	901

RSA and Export Sales by Market

	Apr 2020		Var %		Apr 2019		Mar 2020		Apr 2020 YTD		Var %		Apr 2019 YTD	
	RSA	Exp	RSA	Exp	RSA	Exp	RSA	Exp	RSA	Exp	RSA	Exp	RSA	Exp
Passenger	105	19	-99.6%	-99.9%	24 982	24 020	22 143	17 977	80 943	52 603	-28.1%	-35.2%	112 504	81 231
Light CV < 3501kg	318	880	-96.8%	-90.0%	9 812	8 759	9 431	10 870	31 141	25 485	-38.5%	-36.4%	50 639	40 073
Medium CV 3501-8500kg	64		-88.9%	-100.0%	579	6	635	11	1 857	46	-27.3%	58.6%	2 554	29
Heavy CV 8501-16500kg	8		-98.0%	-100.0%	399	14	335	12	994	24	-36.9%	-61.3%	1 576	62
Extra Heavy CV > 16500kg	47	2	-95.1%	-84.6%	953	13	921	19	2 687	76	-27.4%	-39.2%	3 702	125
Bus > 8500kg	32		-48.4%	-100.0%	62	17	81		208	1	-22.4%	-95.5%	268	22
INDUSTRY TOTAL	574	901	-98.4%	-97.3%	36 787	32 829	33 546	28 889	117 830	78 235	-31.2%	-35.6%	171 243	121 542

Dealer and Government Sales by Market

	Apr 2020		Var %		Apr 2019		Mar 2020		Apr 2020 YTD		Var %		Apr 2019 YTD	
	DLR	GOV	DLR	GOV	DLR	GOV	DLR	GOV	DLR	GOV	DLR	GOV	DLR	GOV
Passenger	50	27	-99.8%	-92.6%	21 241	363	18 085	777	62 269	1 955	-31.4%	-15.1%	90 718	2 303
Light CV < 3501kg	122	142	-98.6%	-74.6%	8 645	558	7 945	1 083	26 911	2 740	-39.7%	-24.9%	44 660	3 648
Medium CV 3501-8500kg	16	48	-96.9%	-7.7%	518	52	513	116	1 487	321	-33.2%	14.2%	2 227	281
Heavy CV 8501-16500kg	8		-97.9%	-100.0%	387	8	325	7	968	21	-36.6%	-46.2%	1 527	39
Extra Heavy CV > 16500kg	47		-95.0%	-100.0%	936	5	873	21	2 619	24	-27.9%	-46.7%	3 630	45
Bus > 8500kg	32		-36.0%	0.0%	50		72	1	192	2	-22.3%	0.0%	247	
INDUSTRY TOTAL	275	217	-99.1%	-78.0%	31 777	986	27 813	2 005	94 446	5 063	-34.0%	-19.8%	143 009	6 316

* Sales are estimates ** Reported aggregate sales numbers only

Rental and Single Sales by Market

	Apr 2020		Var %		Apr 2019		Mar 2020		Apr 2020 YTD		Var %		Apr 2019 YTD	
	REN	SIN	REN	SIN	REN	SIN	REN	SIN	REN	SIN	REN	SIN	REN	SIN
Passenger	21	7	-99.0%	-99.5%	2 046	1 332	1 983	1 298	12 346	4 373	-15.3%	-10.9%	14 576	4 907
Light CV < 3501kg	50	4	-87.2%	-98.2%	390	219	175	228	807	683	-49.8%	-5.5%	1 608	723
Medium CV 3501-8500kg			-100.0%	-100.0%	7	2	2	4	36	13	24.1%	-23.5%	29	17
Heavy CV 8501-16500kg			0.0%	-100.0%		4		3		5	-100.0%	-37.5%	2	8
Extra Heavy CV > 16500kg			-100.0%	-100.0%	7	5	20	7	27	17	68.8%	54.5%	16	11
Bus > 8500kg			0.0%	-100.0%		12		8	1	13	0.0%	-38.1%		21
INDUSTRY TOTAL	71	11	-97.1%	-99.3%	2 450	1 574	2 180	1 548	13 217	5 104	-18.6%	-10.9%	16 231	5 687

Passenger	RSA	Dealer	Gov	Rental	Single	Export
BENTLEY **	0	0	0	0	0	
BMW GROUP	0	0	0	0	0	
FCA SOUTH AFRICA	0	0	0	0	0	
FMC	73	18	27	21	7	2
FORD EcoSport	28	5	0	20	3	
FORD Everest		0	0	0	0	2
FORD Fiesta	9	7	0	0	2	
FORD Figo	33	3	27	1	2	
FORD Kuga	3	3	0	0	0	
HAVAL MOTORS SA	3	3	0	0	0	
HAVAL**	3	3	0	0	0	
HONDA	0	0	0	0	0	
HYUNDAI AUTOMOTIVE SOUTH AFRICA	0	0	0	0	0	
ISUZU MOTORS SOUTH AFRICA	0	0	0	0	0	
JAGUAR LAND ROVER	1	1	0	0	0	
JAGUAR XF	1	1	0	0	0	
JMC	0	0	0	0	0	
KIA SOUTH AFRICA	0	0	0	0	0	
LAMBORGHINI SOUTH AFRICA **	0	0	0	0	0	
MAHINDRA	0	0	0	0	0	
MASERATI SOUTH AFRICA	0	0	0	0	0	
MAZDA SOUTHERN AFRICA	0	0	0	0	0	
MERCEDES-BENZ SA *	0	0	0	0	0	
MITSUBISHI MOTORS SA	0	0	0	0	0	
NISSAN	2	2	0	0	0	
DATSUN GO+	1	1	0	0	0	
NISSAN Qashqai	1	1	0	0	0	
OPEL **	0	0	0	0	0	
PCSA	0	0	0	0	0	
PORSCHE **	0	0	0	0	0	
RENAULT	0	0	0	0	0	
SCUDERIA SOUTH AFRICA	0	0	0	0	0	
SUBARU	0	0	0	0	0	
SUZUKI AUTO	12	12	0	0	0	
SUZUKI Baleno	1	1	0	0	0	
SUZUKI Ciaz	1	1	0	0	0	
SUZUKI Ertiga	2	2	0	0	0	
SUZUKI Jimny	1	1	0	0	0	
SUZUKI S-Presso	6	6	0	0	0	
SUZUKI Swift	1	1	0	0	0	
TOYOTA	13	13	0	0	0	17
TOYOTA Corolla	2	2	0	0	0	
TOYOTA Corolla HB	1	1	0	0	0	
TOYOTA Corolla Quest	3	3	0	0	0	
TOYOTA Etios	2	2	0	0	0	
TOYOTA Fortuner	1	1	0	0	0	17
TOYOTA Landcruiser SW	1	1	0	0	0	
TOYOTA RUSH	3	3	0	0	0	
VOLKSWAGEN GROUP SA	0	0	0	0	0	
VOLVO CARS	1	1	0	0	0	
VOLVO XC60	1	1	0	0	0	
Light CV < 3501kg	RSA	Dealer	Gov	Rental	Single	Export
FCA SOUTH AFRICA	0	0	0	0	0	
FMC	231	35	142	50	4	77
FORD Ranger	214	35	125	50	4	77
FORD Tourneo Custom	17	0	17	0	0	
HAVAL MOTORS SA	1	1	0	0	0	2
GWM Steed	1	1	0	0	0	2
HYUNDAI AUTOMOTIVE SOUTH AFRICA	0	0	0	0	0	
ISUZU MOTORS SOUTH AFRICA	0	0	0	0	0	
IVECO	0	0	0	0	0	

* Sales are estimates ** Reported aggregate sales numbers only

JMC	2	2	0	0	0	
JMC Carrying	1	1	0	0	0	
JMC Vigus	1	1	0	0	0	
KIA SOUTH AFRICA		0	0	0	0	
MAHINDRA	4	4	0	0	0	
MAHINDRA Scorpio Pik-Up	4	4	0	0	0	
MAZDA SOUTHERN AFRICA		0	0	0	0	
MERCEDES-BENZ SA *		0	0	0	0	
MITSUBISHI MOTORS SA		0	0	0	0	
NISSAN	1	1	0	0	0	148
NISSAN Hardbody		0	0	0	0	148
NISSAN NP300	1	1	0	0	0	
OPEL **		0	0	0	0	
PCSA		0	0	0	0	
RENAULT		0	0	0	0	
SUZUKI AUTO		0	0	0	0	
TOYOTA	79	79	0	0	0	653
TOYOTA Hilux	55	55	0	0	0	653
TOYOTA Landcruiser PU	24	24	0	0	0	
VOLKSWAGEN GROUP SA		0	0	0	0	

Medium CV 3501-8500kg	RSA	Dealer	Gov	Rental	Single	Export
FAW TRUCKS	1	1	0	0	0	
FAW 3.5 Ton	1	1	0	0	0	
FCA SOUTH AFRICA		0	0	0	0	
FMC		0	0	0	0	
HYUNDAI AUTOMOTIVE SOUTH AFRICA		0	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
IVECO	59	11	48	0	0	
IVECO Daily	59	11	48	0	0	
JMC		0	0	0	0	
PCSA		0	0	0	0	
POWERSTAR		0	0	0	0	
TATA	3	3	0	0	0	
TATA LPT	3	3	0	0	0	
TOYOTA	1	1	0	0	0	
HINO 300 Series	1	1	0	0	0	
VECV SOUTH AFRICA		0	0	0	0	
VOLKSWAGEN GROUP SA		0	0	0	0	

Heavy CV 8501-16500kg	RSA	Dealer	Gov	Rental	Single	Export
FAW TRUCKS	4	4	0	0	0	
FAW CA 15	3	3	0	0	0	
FAW CA 8	1	1	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
IVECO		0	0	0	0	
MAN		0	0	0	0	
POWERSTAR	1	1	0	0	0	
POWERSTAR FT Series	1	1	0	0	0	
TATA	1	1	0	0	0	
TATA LPT	1	1	0	0	0	
TOYOTA		0	0	0	0	
VECV SOUTH AFRICA		0	0	0	0	
VOLVO GROUP SOUTHERN AFRICA	2	2	0	0	0	
UD TRUCKS Croner	1	1	0	0	0	
UD TRUCKS Kuzer	1	1	0	0	0	

Extra Heavy CV > 16500kg	RSA	Dealer	Gov	Rental	Single	Export
BABCOCK	2	2	0	0	0	
DAF XF	2	2	0	0	0	
FAW TRUCKS	1	1	0	0	0	
FAW 28	1	1	0	0	0	
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
IVECO	1	1	0	0	0	
IVECO Trakker	1	1	0	0	0	
MAN	30	30	0	0	0	
MAN TGS	30	30	0	0	0	
MERCEDES-BENZ SA *		0	0	0	0	
POWERSTAR	6	6	0	0	0	
POWERSTAR BeiBen	6	6	0	0	0	
SCANIA		0	0	0	0	
TATA		0	0	0	0	
TOYOTA		0	0	0	0	
VECV SOUTH AFRICA		0	0	0	0	
VOLVO GROUP SOUTHERN AFRICA	7	7	0	0	0	2

* Sales are estimates ** Reported aggregate sales numbers only

Apr 2020 Industry New Vehicle sales: OEM Sales

UD TRUCKS Croner	1	1	0	0	0	
VOLVO FH	6	6	0	0	0	2
Bus > 8500kg	RSA	Dealer	Gov	Rental	Single	Export
ISUZU MOTORS SOUTH AFRICA		0	0	0	0	
IVECO		0	0	0	0	
MAN	32	32	0	0	0	
MAN Bus	2	2	0	0	0	
VW Volksbus	30	30	0	0	0	
MERCEDES-BENZ SA *		0	0	0	0	
SCANIA		0	0	0	0	
TATA		0	0	0	0	
VOLVO GROUP SOUTHERN AFRICA		0	0	0	0	

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