

Sep 2020 Industry New Vehicle sales: OEM Sales

Total Vehicles by Manufacturer

|                                 | RSA           | Dealer       | Gov         | Rental      | Single      | Export        |
|---------------------------------|---------------|--------------|-------------|-------------|-------------|---------------|
| TOYOTA                          | 9 435         | 8708         | 506         | 25          | 196         | 3 817         |
| VOLKSWAGEN GROUP SA             | 5 458         | 4654         | 412         | 92          | 300         | 6 344         |
| FORD MOTOR COMPANY              | 3 679         | 3262         | 263         | 68          | 86          | 6 995         |
| HYUNDAI AUTOMOTIVE SOUTH AFRICA | 2 623         | 2373         | 0           | 250         | 0           |               |
| NISSAN                          | 2 612         | 2231         | 346         | 22          | 13          | 228           |
| SUZUKI AUTO                     | 1 787         | 1466         | 0           | 320         | 1           |               |
| RENAULT                         | 1 651         | 1470         | 0           | 141         | 40          |               |
| MERCEDES-BENZ SA *              | 1 474         | 1474         | 0           | 0           | 0           | 6 105         |
| KIA SOUTH AFRICA                | 1 436         | 1136         | 0           | 300         | 0           |               |
| ISUZU MOTORS SOUTH AFRICA       | 1 197         | 1008         | 168         | 0           | 21          | 381           |
| BMW GROUP                       | 1 151         | 672          | 22          | 160         | 297         | 4 773         |
| HAVAL MOTORS SA                 | 836           | 831          | 0           | 0           | 5           | 6             |
| MAZDA SOUTHERN AFRICA           | 605           | 598          | 0           | 0           | 7           |               |
| MAHINDRA                        | 599           | 572          | 27          | 0           | 0           |               |
| VOLVO GROUP SOUTHERN AFRICA     | 413           | 411          | 2           | 0           | 0           | 20            |
| JAGUAR LAND ROVER               | 313           | 313          | 0           | 0           | 0           |               |
| HONDA                           | 311           | 311          | 0           | 0           | 0           | 9             |
| MAN                             | 197           | 197          | 0           | 0           | 0           |               |
| MITSUBISHI MOTORS SA            | 184           | 176          | 0           | 0           | 8           |               |
| FAW TRUCKS                      | 165           | 165          | 0           | 0           | 0           |               |
| FCA SOUTH AFRICA                | 150           | 150          | 0           | 0           | 0           | 10            |
| IVECO                           | 145           | 23           | 114         | 0           | 8           | 8             |
| SCANIA                          | 134           | 134          | 0           | 0           | 0           | 8             |
| VOLVO CARS                      | 131           | 61           | 0           | 0           | 70          |               |
| PCSA                            | 125           | 118          | 0           | 0           | 7           |               |
| OPEL **                         | 106           | 106          | 0           | 0           | 0           |               |
| TATA                            | 101           | 100          | 1           | 0           | 0           |               |
| JMC                             | 82            | 82           | 0           | 0           | 0           |               |
| PORSCHE **                      | 76            | 76           | 0           | 0           | 0           |               |
| SUBARU                          | 74            | 49           | 0           | 20          | 5           |               |
| POWERSTAR                       | 69            | 69           | 0           | 0           | 0           |               |
| BABCOCK                         | 29            | 29           | 0           | 0           | 0           |               |
| VECV SOUTH AFRICA               | 26            | 26           | 0           | 0           | 0           |               |
| SCUDERIA SOUTH AFRICA           | 17            | 17           | 0           | 0           | 0           |               |
| MASERATI SOUTH AFRICA           | 6             | 6            | 0           | 0           | 0           |               |
| BENTLEY **                      | 4             | 4            | 0           | 0           | 0           |               |
| LAMBORGHINI SOUTH AFRICA **     | 2             | 2            | 0           | 0           | 0           |               |
| <b>INDUSTRY TOTAL</b>           | <b>37 403</b> | <b>33080</b> | <b>1861</b> | <b>1398</b> | <b>1064</b> | <b>28 704</b> |

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 Sep 2020

|                                 | RSA           | Dealer       | Gov        | Rental      | Single     | Export        |
|---------------------------------|---------------|--------------|------------|-------------|------------|---------------|
| VOLKSWAGEN GROUP SA             | 5 122         | 4386         | 389        | 92          | 255        | 6 344         |
| TOYOTA                          | 3 503         | 3296         | 50         | 6           | 151        | 150           |
| HYUNDAI AUTOMOTIVE SOUTH AFRICA | 2 267         | 2017         | 0          | 250         | 0          |               |
| SUZUKI AUTO                     | 1 701         | 1380         | 0          | 320         | 1          |               |
| RENAULT                         | 1 651         | 1470         | 0          | 141         | 40         |               |
| FORD MOTOR COMPANY              | 1 411         | 1331         | 4          | 0           | 76         | 9             |
| KIA SOUTH AFRICA                | 1 337         | 1037         | 0          | 300         | 0          |               |
| BMW GROUP                       | 1 151         | 672          | 22         | 160         | 297        | 4 773         |
| MERCEDES-BENZ SA *              | 899           | 899          | 0          | 0           | 0          | 6 100         |
| NISSAN                          | 797           | 735          | 42         | 10          | 10         |               |
| HAVAL MOTORS SA                 | 660           | 659          | 0          | 0           | 1          | 3             |
| MAZDA SOUTHERN AFRICA           | 593           | 586          | 0          | 0           | 7          |               |
| JAGUAR LAND ROVER               | 313           | 313          | 0          | 0           | 0          |               |
| HONDA                           | 311           | 311          | 0          | 0           | 0          | 9             |
| MAHINDRA                        | 247           | 247          | 0          | 0           | 0          |               |
| MITSUBISHI MOTORS SA            | 153           | 145          | 0          | 0           | 8          |               |
| VOLVO CARS                      | 131           | 61           | 0          | 0           | 70         |               |
| FCA SOUTH AFRICA                | 116           | 116          | 0          | 0           | 0          | 6             |
| PCSA                            | 114           | 107          | 0          | 0           | 7          |               |
| OPEL **                         | 91            | 91           | 0          | 0           | 0          |               |
| PORSCHE **                      | 76            | 76           | 0          | 0           | 0          |               |
| SUBARU                          | 74            | 49           | 0          | 20          | 5          |               |
| ISUZU MOTORS SOUTH AFRICA       | 28            | 25           | 0          | 0           | 3          | 4             |
| JMC                             | 23            | 23           | 0          | 0           | 0          |               |
| SCUDERIA SOUTH AFRICA           | 17            | 17           | 0          | 0           | 0          |               |
| MASERATI SOUTH AFRICA           | 6             | 6            | 0          | 0           | 0          |               |
| BENTLEY **                      | 4             | 4            | 0          | 0           | 0          |               |
| LAMBORGHINI SOUTH AFRICA **     | 2             | 2            | 0          | 0           | 0          |               |
| <b>INDUSTRY TOTAL</b>           | <b>22 798</b> | <b>20061</b> | <b>507</b> | <b>1299</b> | <b>931</b> | <b>17 398</b> |

\* Sales are estimates \*\* Reported aggregate sales numbers only

**Sep 2020 Industry New Vehicle sales: OEM Sales**

**Light CV < 3501kg for Sep 2020**

|                                 | RSA           | Dealer       | Gov         | Rental    | Single     | Export        |
|---------------------------------|---------------|--------------|-------------|-----------|------------|---------------|
| TOYOTA                          | 5 709         | 5194         | 456         | 19        | 40         | 3 659         |
| FORD MOTOR COMPANY              | 2 264         | 1927         | 259         | 68        | 10         | 6 986         |
| NISSAN                          | 1 815         | 1496         | 304         | 12        | 3          | 228           |
| ISUZU MOTORS SOUTH AFRICA       | 938           | 760          | 160         | 0         | 18         | 376           |
| MAHINDRA                        | 352           | 325          | 27          | 0         | 0          |               |
| HYUNDAI AUTOMOTIVE SOUTH AFRICA | 334           | 334          | 0           | 0         | 0          |               |
| VOLKSWAGEN GROUP SA             | 287           | 233          | 11          | 0         | 43         |               |
| HAVAL MOTORS SA                 | 176           | 172          | 0           | 0         | 4          | 3             |
| KIA SOUTH AFRICA                | 99            | 99           | 0           | 0         | 0          |               |
| SUZUKI AUTO                     | 86            | 86           | 0           | 0         | 0          |               |
| MERCEDES-BENZ SA *              | 81            | 81           | 0           | 0         | 0          |               |
| JMC                             | 33            | 33           | 0           | 0         | 0          |               |
| MITSUBISHI MOTORS SA            | 31            | 31           | 0           | 0         | 0          |               |
| FCA SOUTH AFRICA                | 31            | 31           | 0           | 0         | 0          | 4             |
| OPEL **                         | 15            | 15           | 0           | 0         | 0          |               |
| MAZDA SOUTHERN AFRICA           | 12            | 12           | 0           | 0         | 0          |               |
| PCSA                            | 4             | 4            | 0           | 0         | 0          |               |
| IVECO                           |               | 0            | 0           | 0         | 0          |               |
| RENAULT                         |               | 0            | 0           | 0         | 0          |               |
| <b>INDUSTRY TOTAL</b>           | <b>12 267</b> | <b>10833</b> | <b>1217</b> | <b>99</b> | <b>118</b> | <b>11 256</b> |

**Medium CV 3501-8500kg for Sep 2020**

|                                 | RSA        | Dealer     | Gov        | Rental   | Single   | Export    |
|---------------------------------|------------|------------|------------|----------|----------|-----------|
| MERCEDES-BENZ SA *              | 148        | 148        | 0          | 0        | 0        | 5         |
| TOYOTA                          | 134        | 133        | 0          | 0        | 1        | 5         |
| ISUZU MOTORS SOUTH AFRICA       | 122        | 117        | 5          | 0        | 0        | 1         |
| IVECO                           | 121        | 7          | 114        | 0        | 0        |           |
| VOLKSWAGEN GROUP SA             | 49         | 35         | 12         | 0        | 2        |           |
| TATA                            | 38         | 38         | 0          | 0        | 0        |           |
| JMC                             | 26         | 26         | 0          | 0        | 0        |           |
| HYUNDAI AUTOMOTIVE SOUTH AFRICA | 22         | 22         | 0          | 0        | 0        |           |
| PCSA                            | 7          | 7          | 0          | 0        | 0        |           |
| FORD MOTOR COMPANY              | 4          | 4          | 0          | 0        | 0        |           |
| FCA SOUTH AFRICA                | 3          | 3          | 0          | 0        | 0        |           |
| VECV SOUTH AFRICA               | 3          | 3          | 0          | 0        | 0        |           |
| FAW TRUCKS                      | 2          | 2          | 0          | 0        | 0        |           |
| POWERSTAR                       | 1          | 1          | 0          | 0        | 0        |           |
| <b>INDUSTRY TOTAL</b>           | <b>680</b> | <b>546</b> | <b>131</b> | <b>0</b> | <b>3</b> | <b>11</b> |

**Heavy CV 8501-16500kg for Sep 2020**

|                             | RSA        | Dealer     | Gov      | Rental   | Single   | Export   |
|-----------------------------|------------|------------|----------|----------|----------|----------|
| VOLVO GROUP SOUTHERN AFRICA | 115        | 114        | 1        | 0        | 0        |          |
| ISUZU MOTORS SOUTH AFRICA   | 93         | 93         | 0        | 0        | 0        |          |
| FAW TRUCKS                  | 76         | 76         | 0        | 0        | 0        |          |
| TOYOTA                      | 69         | 66         | 0        | 0        | 3        | 2        |
| MERCEDES-BENZ SA *          | 49         | 49         | 0        | 0        | 0        |          |
| TATA                        | 39         | 38         | 1        | 0        | 0        |          |
| POWERSTAR                   | 21         | 21         | 0        | 0        | 0        |          |
| VECV SOUTH AFRICA           | 21         | 21         | 0        | 0        | 0        |          |
| MAN                         | 5          | 5          | 0        | 0        | 0        |          |
| IVECO                       | 1          | 1          | 0        | 0        | 0        |          |
| <b>INDUSTRY TOTAL</b>       | <b>489</b> | <b>484</b> | <b>2</b> | <b>0</b> | <b>3</b> | <b>2</b> |

**Extra Heavy CV > 16500kg for Sep 2020**

|                             | RSA          | Dealer      | Gov      | Rental   | Single   | Export    |
|-----------------------------|--------------|-------------|----------|----------|----------|-----------|
| VOLVO GROUP SOUTHERN AFRICA | 298          | 297         | 1        | 0        | 0        | 20        |
| MERCEDES-BENZ SA *          | 278          | 278         | 0        | 0        | 0        |           |
| MAN                         | 173          | 173         | 0        | 0        | 0        |           |
| SCANIA                      | 134          | 134         | 0        | 0        | 0        | 8         |
| FAW TRUCKS                  | 87           | 87          | 0        | 0        | 0        |           |
| POWERSTAR                   | 47           | 47          | 0        | 0        | 0        |           |
| BABCOCK                     | 29           | 29          | 0        | 0        | 0        |           |
| TATA                        | 24           | 24          | 0        | 0        | 0        |           |
| TOYOTA                      | 20           | 19          | 0        | 0        | 1        | 1         |
| IVECO                       | 17           | 15          | 0        | 0        | 2        | 8         |
| ISUZU MOTORS SOUTH AFRICA   | 16           | 13          | 3        | 0        | 0        |           |
| VECV SOUTH AFRICA           | 2            | 2           | 0        | 0        | 0        |           |
| <b>INDUSTRY TOTAL</b>       | <b>1 125</b> | <b>1118</b> | <b>4</b> | <b>0</b> | <b>3</b> | <b>37</b> |

**Bus > 8500kg for Sep 2020**

|                           | RSA | Dealer | Gov | Rental | Single | Export |
|---------------------------|-----|--------|-----|--------|--------|--------|
| MERCEDES-BENZ SA *        | 19  | 19     | 0   | 0      | 0      |        |
| MAN                       | 19  | 19     | 0   | 0      | 0      |        |
| IVECO                     | 6   | 0      | 0   | 0      | 6      |        |
| ISUZU MOTORS SOUTH AFRICA |     | 0      | 0   | 0      | 0      |        |
| SCANIA                    |     | 0      | 0   | 0      | 0      |        |
| TATA                      |     | 0      | 0   | 0      | 0      |        |

\* Sales are estimates    \*\* Reported aggregate sales numbers only

**Sep 2020 Industry New Vehicle Sales: OEM Sales**

VOLVO GROUP SOUTHERN AFRICA

**INDUSTRY TOTAL**

|           |           |          |          |          |  |
|-----------|-----------|----------|----------|----------|--|
|           | 0         | 0        | 0        | 0        |  |
| <b>44</b> | <b>38</b> | <b>0</b> | <b>0</b> | <b>6</b> |  |

**Make Totals for Sep 2020**

|                       | RSA           | Dealer       | Gov         | Rental      | Single      | Export        |
|-----------------------|---------------|--------------|-------------|-------------|-------------|---------------|
| TOYOTA                | 9 175         | 8460         | 506         | 25          | 184         | 3 809         |
| VOLKSWAGEN            | 4 948         | 4155         | 410         | 92          | 291         | 6 344         |
| FORD                  | 3 679         | 3262         | 263         | 68          | 86          | 6 995         |
| HYUNDAI               | 2 623         | 2373         | 0           | 250         | 0           |               |
| NISSAN                | 2 442         | 2067         | 346         | 22          | 7           | 228           |
| SUZUKI                | 1 787         | 1466         | 0           | 320         | 1           |               |
| RENAULT               | 1 651         | 1470         | 0           | 141         | 40          |               |
| KIA                   | 1 436         | 1136         | 0           | 300         | 0           |               |
| MERCEDES*             | 1 277         | 1277         | 0           | 0           | 0           | 6 100         |
| ISUZU                 | 1 197         | 1008         | 168         | 0           | 21          | 381           |
| BMW                   | 965           | 538          | 21          | 160         | 246         | 4 773         |
| HAVAL                 | 660           | 659          | 0           | 0           | 1           | 3             |
| MAZDA                 | 605           | 598          | 0           | 0           | 7           |               |
| MAHINDRA              | 599           | 572          | 27          | 0           | 0           |               |
| AUDI                  | 511           | 500          | 2           | 0           | 9           |               |
| HONDA                 | 311           | 311          | 0           | 0           | 0           | 9             |
| LAND ROVER            | 288           | 288          | 0           | 0           | 0           |               |
| VOLVO TRUCKS          | 213           | 213          | 0           | 0           | 0           | 20            |
| UD TRUCKS             | 200           | 198          | 2           | 0           | 0           |               |
| MERCEDES/FUSO*        | 197           | 197          | 0           | 0           | 0           | 5             |
| MAN                   | 196           | 196          | 0           | 0           | 0           |               |
| HINO                  | 194           | 189          | 0           | 0           | 5           | 8             |
| MINI                  | 186           | 134          | 1           | 0           | 51          |               |
| MITSUBISHI            | 184           | 176          | 0           | 0           | 8           |               |
| GWM                   | 176           | 172          | 0           | 0           | 4           | 3             |
| DATSUN                | 170           | 164          | 0           | 0           | 6           |               |
| FAW                   | 165           | 165          | 0           | 0           | 0           |               |
| IVECO                 | 145           | 23           | 114         | 0           | 8           | 8             |
| SCANIA                | 134           | 134          | 0           | 0           | 0           | 8             |
| VOLVO                 | 131           | 61           | 0           | 0           | 70          |               |
| OPEL**                | 106           | 106          | 0           | 0           | 0           |               |
| PEUGEOT               | 103           | 96           | 0           | 0           | 7           |               |
| TATA TRUCK & BUS      | 89            | 88           | 1           | 0           | 0           |               |
| JEEP                  | 84            | 84           | 0           | 0           | 0           | 6             |
| PORSCHE**             | 76            | 76           | 0           | 0           | 0           |               |
| SUBARU                | 74            | 49           | 0           | 20          | 5           |               |
| POWERSTAR             | 69            | 69           | 0           | 0           | 0           |               |
| LEXUS                 | 66            | 59           | 0           | 0           | 7           |               |
| FIAT                  | 53            | 53           | 0           | 0           | 0           | 4             |
| JMC                   | 40            | 40           | 0           | 0           | 0           |               |
| DAF                   | 29            | 29           | 0           | 0           | 0           |               |
| EICHER                | 26            | 26           | 0           | 0           | 0           |               |
| JAGUAR                | 25            | 25           | 0           | 0           | 0           |               |
| LANDWIND              | 23            | 23           | 0           | 0           | 0           |               |
| CITROEN               | 22            | 22           | 0           | 0           | 0           |               |
| CHANGAN               | 19            | 19           | 0           | 0           | 0           |               |
| FERRARI               | 17            | 17           | 0           | 0           | 0           |               |
| DAEWOO                | 12            | 12           | 0           | 0           | 0           |               |
| ALFA ROMEO            | 9             | 9            | 0           | 0           | 0           |               |
| MASERATI              | 6             | 6            | 0           | 0           | 0           |               |
| BENTLEY**             | 4             | 4            | 0           | 0           | 0           |               |
| ABARTH                | 4             | 4            | 0           | 0           | 0           |               |
| LAMBORGHINI**         | 2             | 2            | 0           | 0           | 0           |               |
| VOLVO BUS             |               | 0            | 0           | 0           | 0           |               |
| MERCEDES/SMART*       |               | 0            | 0           | 0           | 0           |               |
| <b>INDUSTRY TOTAL</b> | <b>37 403</b> | <b>33080</b> | <b>1861</b> | <b>1398</b> | <b>1064</b> | <b>28 704</b> |

**RSA and Export Sales by Market**

|                          | Sep 2020      |               | Var %         |               | Sep 2019      |               | Aug 2020      |               | Sep 2020 YTD   |                | Var %         |               | Sep 2019 YTD   |                |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|---------------|----------------|----------------|
|                          | RSA           | Exp           | RSA           | Exp           | RSA           | Exp           | RSA           | Exp           | RSA            | Exp            | RSA           | Exp           | RSA            | Exp            |
| Passenger                | 22 798        | 17 398        | -31.2%        | -28.5%        | 33 120        | 24 343        | 19 335        | 15 695        | 170 028        | 125 632        | -34.4%        | -36.5%        | 259 117        | 197 695        |
| Light CV < 3501kg        | 12 267        | 11 256        | -8.9%         | -5.3%         | 13 469        | 11 887        | 11 342        | 7 298         | 79 215         | 59 980         | -33.3%        | -39.6%        | 118 720        | 99 335         |
| Medium CV 3501-8500kg    | 680           | 11            | -13.9%        | 83.3%         | 790           | 6             | 775           | 15            | 4 885          | 99             | -23.7%        | 25.3%         | 6 402          | 79             |
| Heavy CV 8501-16500kg    | 489           | 2             | 10.1%         | -33.3%        | 444           | 3             | 472           | 3             | 2 896          | 65             | -23.5%        | -52.2%        | 3 785          | 136            |
| Extra Heavy CV > 16500kg | 1 125         | 37            | -10.4%        | 37.0%         | 1 255         | 27            | 1 270         | 16            | 7 911          | 203            | -17.9%        | -48.9%        | 9 637          | 397            |
| Bus > 8500kg             | 44            |               | -29.0%        | -100.0%       | 62            | 4             | 65            | 1             | 477            | 5              | -24.2%        | -86.1%        | 629            | 36             |
| <b>INDUSTRY TOTAL</b>    | <b>37 403</b> | <b>28 704</b> | <b>-23.9%</b> | <b>-20.9%</b> | <b>49 140</b> | <b>36 270</b> | <b>33 259</b> | <b>23 028</b> | <b>265 412</b> | <b>185 984</b> | <b>-33.4%</b> | <b>-37.5%</b> | <b>398 290</b> | <b>297 678</b> |

\* Sales are estimates \*\* Reported aggregate sales numbers only

Dealer and Government Sales by Market

|                          | Sep 2020      |              | Var %         |               | Sep 2019      |            | Aug 2020      |              | Sep 2020 YTD   |               | Var %         |             | Sep 2019 YTD   |               |
|--------------------------|---------------|--------------|---------------|---------------|---------------|------------|---------------|--------------|----------------|---------------|---------------|-------------|----------------|---------------|
|                          | DLR           | GOV          | DLR           | GOV           | DLR           | GOV        | DLR           | GOV          | DLR            | GOV           | DLR           | GOV         | DLR            | GOV           |
| Passenger                | 20 061        | 507          | -10.3%        | 127.4%        | 22 361        | 223        | 17 825        | 416          | 143 127        | 3 914         | -28.8%        | 5.8%        | 201 012        | 3 699         |
| Light CV < 3501kg        | 10 833        | 1 217        | -14.5%        | 241.9%        | 12 668        | 356        | 10 109        | 858          | 69 524         | 6 932         | -34.4%        | -2.4%       | 106 034        | 7 106         |
| Medium CV 3501-8500kg    | 546           | 131          | -16.5%        | 32.3%         | 654           | 99         | 628           | 138          | 3 857          | 941           | -30.4%        | 37.8%       | 5 541          | 683           |
| Heavy CV 8501-16500kg    | 484           | 2            | 12.0%         | -71.4%        | 432           | 7          | 450           | 21           | 2 792          | 93            | -22.4%        | -39.2%      | 3 598          | 153           |
| Extra Heavy CV > 16500kg | 1 118         | 4            | -9.7%         | -50.0%        | 1 238         | 8          | 1 215         | 15           | 7 726          | 57            | -16.5%        | -62.0%      | 9 257          | 150           |
| Bus > 8500kg             | 38            |              | -34.5%        | 0.0%          | 58            |            | 53            | 2            | 426            | 10            | -25.1%        | 400.0%      | 569            | 2             |
| <b>INDUSTRY TOTAL</b>    | <b>33 080</b> | <b>1 861</b> | <b>-11.6%</b> | <b>168.5%</b> | <b>37 411</b> | <b>693</b> | <b>30 280</b> | <b>1 450</b> | <b>227 452</b> | <b>11 947</b> | <b>-30.2%</b> | <b>1.3%</b> | <b>326 011</b> | <b>11 793</b> |

Rental and Single Sales by Market

|                          | Sep 2020     |              | Var %         |               | Sep 2019     |              | Aug 2020   |              | Sep 2020 YTD  |               | Var %         |               | Sep 2019 YTD  |               |
|--------------------------|--------------|--------------|---------------|---------------|--------------|--------------|------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                          | REN          | SIN          | REN           | SIN           | REN          | SIN          | REN        | SIN          | REN           | SIN           | REN           | SIN           | REN           | SIN           |
| Passenger                | 1 299        | 931          | -85.8%        | -32.4%        | 9 159        | 1 377        | 68         | 1 026        | 14 225        | 8 762         | -66.6%        | -26.2%        | 42 541        | 11 865        |
| Light CV < 3501kg        | 99           | 118          | -52.4%        | -50.2%        | 208          | 237          | 208        | 167          | 1 253         | 1 506         | -64.1%        | -27.9%        | 3 491         | 2 089         |
| Medium CV 3501-8500kg    |              | 3            | -100.0%       | -40.0%        | 32           | 5            | 1          | 8            | 54            | 33            | -58.8%        | -29.8%        | 131           | 47            |
| Heavy CV 8501-16500kg    |              | 3            | 0.0%          | -40.0%        |              | 5            |            | 1            | 11            | 11            | -100.0%       | -56.0%        | 9             | 25            |
| Extra Heavy CV > 16500kg |              | 3            | -100.0%       | -57.1%        | 2            | 7            | 38         | 2            | 98            | 30            | -42.0%        | -50.8%        | 169           | 61            |
| Bus > 8500kg             |              | 6            | 0.0%          | 50.0%         |              | 4            |            | 10           | 1             | 40            | 0.0%          | -31.0%        |               | 58            |
| <b>INDUSTRY TOTAL</b>    | <b>1 398</b> | <b>1 064</b> | <b>-85.1%</b> | <b>-34.9%</b> | <b>9 401</b> | <b>1 635</b> | <b>315</b> | <b>1 214</b> | <b>15 631</b> | <b>10 382</b> | <b>-66.3%</b> | <b>-26.2%</b> | <b>46 341</b> | <b>14 145</b> |

| Passenger                              | RSA          | Dealer       | Gov       | Rental     | Single     | Export       |
|--|--------------|--------------|-----------|------------|------------|--------------|
| <b>BENTLEY **</b>                      | <b>4</b>     | <b>4</b>     | <b>0</b>  | <b>0</b>   | <b>0</b>   |              |
| BENTLEY                                | 4            | 4            | 0         | 0          | 0          |              |
| <b>BMW GROUP</b>                       | <b>1 151</b> | <b>672</b>   | <b>22</b> | <b>160</b> | <b>297</b> | <b>4 773</b> |
| BMW 1-Series                           | 101          | 62           | 0         | 2          | 37         |              |
| BMW 2-Series                           | 131          | 73           | 0         | 0          | 58         |              |
| BMW 3-Series                           | 224          | 98           | 8         | 80         | 38         |              |
| BMW 4-Series                           | 7            | 3            | 0         | 0          | 4          |              |
| BMW 5-Series                           | 7            | 4            | 3         | 0          | 0          |              |
| BMW 7-Series                           | 3            | 1            | 0         | 0          | 2          |              |
| BMW 8-Series                           | 16           | 12           | 0         | 0          | 4          |              |
| BMW i3                                 | 4            | 2            | 0         | 0          | 2          |              |
| BMW X1                                 | 117          | 79           | 4         | 0          | 34         |              |
| BMW X2                                 | 9            | 7            | 0         | 0          | 2          |              |
| BMW X3                                 | 206          | 98           | 1         | 72         | 35         | 4 773        |
| BMW X4                                 | 20           | 15           | 1         | 0          | 4          |              |
| BMW X5                                 | 74           | 51           | 4         | 5          | 14         |              |
| BMW X6                                 | 17           | 16           | 0         | 0          | 1          |              |
| BMW X7                                 | 20           | 9            | 0         | 1          | 10         |              |
| BMW Z4                                 | 9            | 8            | 0         | 0          | 1          |              |
| MINI Clubman                           | 22           | 10           | 0         | 0          | 12         |              |
| MINI Convertible                       | 7            | 6            | 0         | 0          | 1          |              |
| MINI Countryman                        | 56           | 26           | 0         | 0          | 30         |              |
| MINI Hatch 3-dr                        | 66           | 61           | 1         | 0          | 4          |              |
| MINI Hatch 5-dr                        | 35           | 31           | 0         | 0          | 4          |              |
| <b>FCA SOUTH AFRICA</b>                | <b>116</b>   | <b>116</b>   | <b>0</b>  | <b>0</b>   | <b>0</b>   | <b>6</b>     |
| ABARTH 124 Spider                      | 1            | 1            | 0         | 0          | 0          |              |
| ABARTH 595                             | 3            | 3            | 0         | 0          | 0          |              |
| ALFA Giulia                            | 2            | 2            | 0         | 0          | 0          |              |
| ALFA Stelvio                           | 7            | 7            | 0         | 0          | 0          |              |
| FIAT 500                               | 13           | 13           | 0         | 0          | 0          |              |
| FIAT 500X                              | 1            | 1            | 0         | 0          | 0          |              |
| FIAT Panda                             | 1            | 1            | 0         | 0          | 0          |              |
| FIAT Tipo                              | 4            | 4            | 0         | 0          | 0          |              |
| JEEP Cherokee                          | 15           | 15           | 0         | 0          | 0          |              |
| JEEP Compass                           | 22           | 22           | 0         | 0          | 0          | 3            |
| JEEP Grand Cherokee                    | 19           | 19           | 0         | 0          | 0          | 1            |
| JEEP Renegade                          | 16           | 16           | 0         | 0          | 0          | 1            |
| JEEP Wrangler                          | 12           | 12           | 0         | 0          | 0          | 1            |
| <b>FORD MOTOR COMPANY</b>              | <b>1 411</b> | <b>1 331</b> | <b>4</b>  | <b>0</b>   | <b>76</b>  | <b>9</b>     |
| FORD EcoSport                          | 748          | 711          | 0         | 0          | 37         |              |
| FORD Everest                           | 140          | 137          | 0         | 0          | 3          | 9            |
| FORD Fiesta                            | 122          | 107          | 0         | 0          | 15         |              |
| FORD Figo                              | 292          | 281          | 4         | 0          | 7          |              |
| FORD Focus                             | 2            | 1            | 0         | 0          | 1          |              |
| FORD Kuga                              | 58           | 47           | 0         | 0          | 11         |              |
| FORD Mustang                           | 49           | 47           | 0         | 0          | 2          |              |
| <b>HAVAL MOTORS SA</b>                 | <b>660</b>   | <b>659</b>   | <b>0</b>  | <b>0</b>   | <b>1</b>   | <b>3</b>     |
| HAVAL**                                | 660          | 659          | 0         | 0          | 1          | 3            |
| <b>HONDA</b>                           | <b>311</b>   | <b>311</b>   | <b>0</b>  | <b>0</b>   | <b>0</b>   | <b>9</b>     |
| HONDA Amaze                            | 57           | 57           | 0         | 0          | 0          |              |
| HONDA Ballade                          | 14           | 14           | 0         | 0          | 0          |              |
| HONDA BR-V                             | 74           | 74           | 0         | 0          | 0          | 1            |
| HONDA Civic                            | 6            | 6            | 0         | 0          | 0          | 1            |
| HONDA CR-V                             | 45           | 45           | 0         | 0          | 0          | 1            |
| HONDA HR-V                             | 60           | 60           | 0         | 0          | 0          | 1            |
| HONDA Jazz                             | 55           | 55           | 0         | 0          | 0          | 5            |
| <b>HYUNDAI AUTOMOTIVE SOUTH AFRICA</b> | <b>2 267</b> | <b>2 017</b> | <b>0</b>  | <b>250</b> | <b>0</b>   |              |

\* Sales are estimates \*\* Reported aggregate sales numbers only

Sep 2020 Industry New Vehicle sales: OEM Sales

|                                    |              |             |           |            |           |
|------------------------------------|--------------|-------------|-----------|------------|-----------|
| HYUNDAI Accent                     | 153          | 53          | 0         | 100        | 0         |
| HYUNDAI Atos                       | 144          | 144         | 0         | 0          | 0         |
| HYUNDAI Creta                      | 377          | 377         | 0         | 0          | 0         |
| HYUNDAI Elantra                    | 1            | 1           | 0         | 0          | 0         |
| HYUNDAI Grand i10                  | 436          | 395         | 0         | 41         | 0         |
| HYUNDAI H1                         | 107          | 48          | 0         | 59         | 0         |
| HYUNDAI i20                        | 396          | 396         | 0         | 0          | 0         |
| HYUNDAI i30                        | 6            | 6           | 0         | 0          | 0         |
| HYUNDAI Kona                       | 44           | 44          | 0         | 0          | 0         |
| HYUNDAI Santa Fe                   | 16           | 16          | 0         | 0          | 0         |
| HYUNDAI Tucson                     | 225          | 175         | 0         | 50         | 0         |
| HYUNDAI Venue                      | 362          | 362         | 0         | 0          | 0         |
| <b>ISUZU MOTORS SOUTH AFRICA</b>   | <b>28</b>    | <b>25</b>   | <b>0</b>  | <b>0</b>   | <b>3</b>  |
| ISUZU MU-X                         | 28           | 25          | 0         | 0          | 3         |
| <b>JAGUAR LAND ROVER</b>           | <b>313</b>   | <b>313</b>  | <b>0</b>  | <b>0</b>   | <b>0</b>  |
| JAGUAR E-PACE                      | 9            | 9           | 0         | 0          | 0         |
| JAGUAR F-PACE                      | 13           | 13          | 0         | 0          | 0         |
| JAGUAR F-Type                      | 1            | 1           | 0         | 0          | 0         |
| JAGUAR I-PACE                      | 1            | 1           | 0         | 0          | 0         |
| JAGUAR XF                          | 1            | 1           | 0         | 0          | 0         |
| L-R Defender                       | 110          | 110         | 0         | 0          | 0         |
| L-R Discovery                      | 23           | 23          | 0         | 0          | 0         |
| L-R Discovery Sport                | 15           | 15          | 0         | 0          | 0         |
| L-R Range Rover                    | 6            | 6           | 0         | 0          | 0         |
| L-R Range Rover Evoque             | 44           | 44          | 0         | 0          | 0         |
| L-R Range Rover Sport              | 78           | 78          | 0         | 0          | 0         |
| L-R Range Rover Velar              | 12           | 12          | 0         | 0          | 0         |
| <b>JMC</b>                         | <b>23</b>    | <b>23</b>   | <b>0</b>  | <b>0</b>   | <b>0</b>  |
| LANDWIND X5                        | 23           | 23          | 0         | 0          | 0         |
| <b>KIA SOUTH AFRICA</b>            | <b>1 337</b> | <b>1037</b> | <b>0</b>  | <b>300</b> | <b>0</b>  |
| KIA Grand Sedona                   | 23           | 23          | 0         | 0          | 0         |
| KIA Picanto                        | 486          | 286         | 0         | 200        | 0         |
| KIA Rio                            | 302          | 202         | 0         | 100        | 0         |
| KIA Seltos                         | 318          | 318         | 0         | 0          | 0         |
| KIA Sorento                        | 16           | 16          | 0         | 0          | 0         |
| KIA Sportage                       | 192          | 192         | 0         | 0          | 0         |
| <b>LAMBORGHINI SOUTH AFRICA **</b> | <b>2</b>     | <b>2</b>    | <b>0</b>  | <b>0</b>   | <b>0</b>  |
| LAMBORGHINI                        | 2            | 2           | 0         | 0          | 0         |
| <b>MAHINDRA</b>                    | <b>247</b>   | <b>247</b>  | <b>0</b>  | <b>0</b>   | <b>0</b>  |
| MAHINDRA KUV                       | 86           | 86          | 0         | 0          | 0         |
| MAHINDRA Scorpio                   | 24           | 24          | 0         | 0          | 0         |
| MAHINDRA Thar                      | 11           | 11          | 0         | 0          | 0         |
| MAHINDRA TUV                       | 21           | 21          | 0         | 0          | 0         |
| MAHINDRA XUV300                    | 83           | 83          | 0         | 0          | 0         |
| MAHINDRA XUV500                    | 22           | 22          | 0         | 0          | 0         |
| <b>MASERATI SOUTH AFRICA</b>       | <b>6</b>     | <b>6</b>    | <b>0</b>  | <b>0</b>   | <b>0</b>  |
| MASERATI Levante                   | 6            | 6           | 0         | 0          | 0         |
| <b>MAZDA SOUTHERN AFRICA</b>       | <b>593</b>   | <b>586</b>  | <b>0</b>  | <b>0</b>   | <b>7</b>  |
| MAZDA 2                            | 129          | 125         | 0         | 0          | 4         |
| MAZDA 3                            | 123          | 122         | 0         | 0          | 1         |
| MAZDA CX-3                         | 80           | 80          | 0         | 0          | 0         |
| MAZDA CX-5                         | 261          | 259         | 0         | 0          | 2         |
| <b>MERCEDES-BENZ SA *</b>          | <b>899</b>   | <b>899</b>  | <b>0</b>  | <b>0</b>   | <b>0</b>  |
| MERCEDES                           | 899          | 899         | 0         | 0          | 0         |
| <b>MINI SOUTH AFRICA</b>           | <b>153</b>   | <b>145</b>  | <b>0</b>  | <b>0</b>   | <b>8</b>  |
| MINI ASX                           | 14           | 13          | 0         | 0          | 1         |
| MINI Eclipse Cross                 | 26           | 23          | 0         | 0          | 3         |
| MINI Outlander                     | 2            | 2           | 0         | 0          | 0         |
| MINI Pajero                        | 13           | 13          | 0         | 0          | 0         |
| MINI Pajero Sport                  | 98           | 94          | 0         | 0          | 4         |
| <b>NISSAN</b>                      | <b>797</b>   | <b>735</b>  | <b>42</b> | <b>10</b>  | <b>10</b> |
| DATSUN GO                          | 138          | 132         | 0         | 0          | 6         |
| DATSUN GO+                         | 32           | 32          | 0         | 0          | 0         |
| NISSAN 370Z                        | 1            | 1           | 0         | 0          | 0         |
| NISSAN Almera                      | 142          | 113         | 19        | 10         | 0         |
| NISSAN GT-R                        | 2            | 2           | 0         | 0          | 0         |
| NISSAN Micra                       | 18           | 14          | 0         | 0          | 4         |
| NISSAN Micra 5                     | 83           | 83          | 0         | 0          | 0         |
| NISSAN Patrol SW                   | 8            | 8           | 0         | 0          | 0         |
| NISSAN Qashqai                     | 99           | 98          | 1         | 0          | 0         |
| NISSAN X-Trail                     | 274          | 252         | 22        | 0          | 0         |
| <b>OPEL **</b>                     | <b>91</b>    | <b>91</b>   | <b>0</b>  | <b>0</b>   | <b>0</b>  |
| OPEL                               | 91           | 91          | 0         | 0          | 0         |
| <b>PEUGEOT</b>                     | <b>114</b>   | <b>107</b>  | <b>0</b>  | <b>0</b>   | <b>7</b>  |
| CITROEN C3                         | 15           | 15          | 0         | 0          | 0         |
| CITROEN C3 Aircross                | 6            | 6           | 0         | 0          | 0         |
| CITROEN C5 Aircross                | 1            | 1           | 0         | 0          | 0         |
| PEUGEOT 108                        | 48           | 48          | 0         | 0          | 0         |
| PEUGEOT 2008                       | 3            | 3           | 0         | 0          | 0         |
| PEUGEOT 208                        | 7            | 7           | 0         | 0          | 0         |
| PEUGEOT 3008                       | 22           | 22          | 0         | 0          | 0         |
| PEUGEOT 5008                       | 12           | 5           | 0         | 0          | 7         |
| <b>PORSCHE **</b>                  | <b>76</b>    | <b>76</b>   | <b>0</b>  | <b>0</b>   | <b>0</b>  |
| PORSCHE                            | 76           | 76          | 0         | 0          | 0         |

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Sep 2020 Industry New Vehicle sales: OEM Sales

|                              |              |             |            |            |            |              |
|------------------------------|--------------|-------------|------------|------------|------------|--------------|
| <b>RENAULT</b>               | <b>1 651</b> | <b>1470</b> | <b>0</b>   | <b>141</b> | <b>40</b>  |              |
| RENAULT Captur               | 85           | 85          | 0          | 0          | 0          |              |
| RENAULT Clio IV              | 23           | 23          | 0          | 0          | 0          |              |
| RENAULT Duster               | 207          | 172         | 0          | 0          | 35         |              |
| RENAULT Koleos               | 17           | 13          | 0          | 0          | 4          |              |
| RENAULT Kwid                 | 510          | 468         | 0          | 41         | 1          |              |
| RENAULT Megane IV            | 12           | 12          | 0          | 0          | 0          |              |
| RENAULT Sandero II           | 312          | 212         | 0          | 100        | 0          |              |
| RENAULT Triber               | 485          | 485         | 0          | 0          | 0          |              |
| <b>SCUDERIA SOUTH AFRICA</b> | <b>17</b>    | <b>17</b>   | <b>0</b>   | <b>0</b>   | <b>0</b>   |              |
| FERRARI 488 Pista            | 6            | 6           | 0          | 0          | 0          |              |
| FERRARI 812                  | 3            | 3           | 0          | 0          | 0          |              |
| FERRARI F8                   | 5            | 5           | 0          | 0          | 0          |              |
| FERRARI Portofino            | 3            | 3           | 0          | 0          | 0          |              |
| <b>SUBARU</b>                | <b>74</b>    | <b>49</b>   | <b>0</b>   | <b>20</b>  | <b>5</b>   |              |
| SUBARU Forester              | 44           | 21          | 0          | 20         | 3          |              |
| SUBARU Outback               | 6            | 4           | 0          | 0          | 2          |              |
| SUBARU XV                    | 24           | 24          | 0          | 0          | 0          |              |
| <b>SUZUKI AUTO</b>           | <b>1 701</b> | <b>1380</b> | <b>0</b>   | <b>320</b> | <b>1</b>   |              |
| SUZUKI Baleno                | 55           | 55          | 0          | 0          | 0          |              |
| SUZUKI Celerio               | 118          | 18          | 0          | 100        | 0          |              |
| SUZUKI Ciaz                  | 48           | 23          | 0          | 25         | 0          |              |
| SUZUKI Dzire                 | 24           | 24          | 0          | 0          | 0          |              |
| SUZUKI Ertiga                | 85           | 85          | 0          | 0          | 0          |              |
| SUZUKI Ignis                 | 97           | 96          | 0          | 0          | 1          |              |
| SUZUKI Jimny                 | 100          | 100         | 0          | 0          | 0          |              |
| SUZUKI S-Presso              | 538          | 538         | 0          | 0          | 0          |              |
| SUZUKI Swift                 | 533          | 371         | 0          | 162        | 0          |              |
| SUZUKI Vitara                | 103          | 70          | 0          | 33         | 0          |              |
| <b>TOYOTA</b>                | <b>3 503</b> | <b>3296</b> | <b>50</b>  | <b>6</b>   | <b>151</b> | <b>150</b>   |
| LEXUS ES                     | 14           | 14          | 0          | 0          | 0          |              |
| LEXUS IS                     | 3            | 3           | 0          | 0          | 0          |              |
| LEXUS LC                     | 1            | 0           | 0          | 0          | 1          |              |
| LEXUS LS                     | 1            | 0           | 0          | 0          | 1          |              |
| LEXUS LX                     | 7            | 7           | 0          | 0          | 0          |              |
| LEXUS NX                     | 17           | 17          | 0          | 0          | 0          |              |
| LEXUS RX                     | 10           | 9           | 0          | 0          | 1          |              |
| LEXUS UX                     | 13           | 9           | 0          | 0          | 4          |              |
| TOYOTA Avanza                | 215          | 202         | 8          | 0          | 5          |              |
| TOYOTA Aygo                  | 16           | 14          | 0          | 0          | 2          |              |
| TOYOTA C-HR                  | 142          | 125         | 0          | 0          | 17         |              |
| TOYOTA Corolla               | 62           | 61          | 0          | 0          | 1          |              |
| TOYOTA Corolla HB            | 38           | 34          | 1          | 0          | 3          |              |
| TOYOTA Corolla Quest         | 439          | 388         | 2          | 6          | 43         | 30           |
| TOYOTA Etios                 | 809          | 780         | 20         | 0          | 9          |              |
| TOYOTA FJ Cruiser            | 3            | 2           | 0          | 0          | 1          |              |
| TOYOTA Fortuner              | 911          | 889         | 13         | 0          | 9          | 120          |
| TOYOTA Landcruiser 200       | 23           | 23          | 0          | 0          | 0          |              |
| TOYOTA Landcruiser SW        | 13           | 11          | 0          | 0          | 2          |              |
| TOYOTA Prado                 | 85           | 85          | 0          | 0          | 0          |              |
| TOYOTA Quantum               | 8            | 8           | 0          | 0          | 0          |              |
| TOYOTA RAV                   | 229          | 210         | 4          | 0          | 15         |              |
| TOYOTA RUSH                  | 129          | 125         | 1          | 0          | 3          |              |
| TOYOTA Starlet               | 178          | 156         | 0          | 0          | 22         |              |
| TOYOTA Supra                 | 24           | 24          | 0          | 0          | 0          |              |
| TOYOTA Yaris                 | 113          | 100         | 1          | 0          | 12         |              |
| <b>VOLKSWAGEN GROUP SA</b>   | <b>5 122</b> | <b>4386</b> | <b>389</b> | <b>92</b>  | <b>255</b> | <b>6 344</b> |
| AUDI A1                      | 48           | 48          | 0          | 0          | 0          |              |
| AUDI A3 Sedan                | 34           | 34          | 0          | 0          | 0          |              |
| AUDI A3 Sportback            | 85           | 85          | 0          | 0          | 0          |              |
| AUDI A4                      | 16           | 13          | 0          | 0          | 3          |              |
| AUDI A4 Avant                | 2            | 2           | 0          | 0          | 0          |              |
| AUDI A5 Coupe/Cabriolet      | 16           | 16          | 0          | 0          | 0          |              |
| AUDI A5 Sportback            | 29           | 29          | 0          | 0          | 0          |              |
| AUDI A6                      | 2            | 2           | 0          | 0          | 0          |              |
| AUDI A7 Sportback            | 1            | 1           | 0          | 0          | 0          |              |
| AUDI Q2                      | 108          | 108         | 0          | 0          | 0          |              |
| AUDI Q3                      | 66           | 66          | 0          | 0          | 0          |              |
| AUDI Q3 Sportback            | 27           | 22          | 0          | 0          | 5          |              |
| AUDI Q5                      | 63           | 61          | 2          | 0          | 0          |              |
| AUDI Q8                      | 12           | 11          | 0          | 0          | 1          |              |
| AUDI TT                      | 2            | 2           | 0          | 0          | 0          |              |
| VW Caddy                     | 30           | 18          | 0          | 0          | 12         |              |
| VW Caravelle                 | 5            | 0           | 0          | 0          | 5          |              |
| VW Golf 7                    | 276          | 234         | 15         | 0          | 27         |              |
| VW Kombi                     | 10           | 3           | 7          | 0          | 0          |              |
| VW Polo                      | 1 299        | 1240        | 0          | 0          | 59         | 6 344        |
| VW Polo Sedan                | 466          | 155         | 303        | 0          | 8          |              |
| VW Polo Vivo                 | 1 621        | 1391        | 59         | 89         | 82         |              |
| VW T-Cross                   | 446          | 433         | 0          | 3          | 10         |              |
| VW Tiguan                    | 428          | 385         | 3          | 0          | 40         |              |
| VW Touareg                   | 27           | 24          | 0          | 0          | 3          |              |
| VW up                        | 3            | 3           | 0          | 0          | 0          |              |
| <b>VOLVO CARS</b>            | <b>131</b>   | <b>61</b>   | <b>0</b>   | <b>0</b>   | <b>70</b>  |              |
| VOLVO V90 CC                 | 3            | 0           | 0          | 0          | 3          |              |
| VOLVO XC40                   | 60           | 40          | 0          | 0          | 20         |              |

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|  |              |               |            |               |               |               |
|--|--------------|---------------|------------|---------------|---------------|---------------|
| VOLVO XC60                             | 48           | 14            | 0          | 0             | 34            |               |
| VOLVO XC90                             | 20           | 7             | 0          | 0             | 13            |               |
| <b>Light CV &lt; 3501kg</b>            | <b>RSA</b>   | <b>Dealer</b> | <b>Gov</b> | <b>Rental</b> | <b>Single</b> | <b>Export</b> |
| <b>FCA SOUTH AFRICA</b>                | <b>31</b>    | <b>31</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      | <b>4</b>      |
| FIAT Doblo Cargo                       | 3            | 3             | 0          | 0             | 0             |               |
| FIAT Fiorino                           | 10           | 10            | 0          | 0             | 0             |               |
| FIAT Fullback                          | 18           | 18            | 0          | 0             | 0             | 4             |
| <b>FORD MOTOR COMPANY</b>              | <b>2 264</b> | <b>1927</b>   | <b>259</b> | <b>68</b>     | <b>10</b>     | <b>6 986</b>  |
| FORD Ranger                            | 2 188        | 1880          | 231        | 68            | 9             | 6 986         |
| FORD Tourneo Custom                    | 76           | 47            | 28         | 0             | 1             |               |
| <b>HAVAL MOTORS SA</b>                 | <b>176</b>   | <b>172</b>    | <b>0</b>   | <b>0</b>      | <b>4</b>      | <b>3</b>      |
| GWM Steed                              | 176          | 172           | 0          | 0             | 4             | 3             |
| <b>HYUNDAI AUTOMOTIVE SOUTH AFRICA</b> | <b>334</b>   | <b>334</b>    | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| HYUNDAI Grand i10                      | 30           | 30            | 0          | 0             | 0             |               |
| HYUNDAI H1                             | 38           | 38            | 0          | 0             | 0             |               |
| HYUNDAI H100 Bakkie                    | 266          | 266           | 0          | 0             | 0             |               |
| <b>ISUZU MOTORS SOUTH AFRICA</b>       | <b>938</b>   | <b>760</b>    | <b>160</b> | <b>0</b>      | <b>18</b>     | <b>376</b>    |
| ISUZU D-MAX                            | 935          | 760           | 160        | 0             | 15            | 376           |
| ISUZU KB                               | 3            | 0             | 0          | 0             | 3             |               |
| <b>IVECO</b>                           |              | <b>0</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| <b>JMC</b>                             | <b>33</b>    | <b>33</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| CHANGAN Double Cab                     | 3            | 3             | 0          | 0             | 0             |               |
| CHANGAN Minivan                        | 4            | 4             | 0          | 0             | 0             |               |
| CHANGAN Single Cab                     | 12           | 12            | 0          | 0             | 0             |               |
| JMC Carrying                           | 11           | 11            | 0          | 0             | 0             |               |
| JMC Vigus                              | 3            | 3             | 0          | 0             | 0             |               |
| <b>KIA SOUTH AFRICA</b>                | <b>99</b>    | <b>99</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| KIA K2500                              | 29           | 29            | 0          | 0             | 0             |               |
| KIA K2700                              | 69           | 69            | 0          | 0             | 0             |               |
| KIA Picanto                            | 1            | 1             | 0          | 0             | 0             |               |
| <b>MAHINDRA</b>                        | <b>352</b>   | <b>325</b>    | <b>27</b>  | <b>0</b>      | <b>0</b>      |               |
| MAHINDRA Bolero                        | 36           | 36            | 0          | 0             | 0             |               |
| MAHINDRA Scorpio Pik-Up                | 316          | 289           | 27         | 0             | 0             |               |
| <b>MAZDA SOUTHERN AFRICA</b>           | <b>12</b>    | <b>12</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MAZDA BT-50                            | 12           | 12            | 0          | 0             | 0             |               |
| <b>MERCEDES-BENZ SA *</b>              | <b>81</b>    | <b>81</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MERCEDES                               | 81           | 81            | 0          | 0             | 0             |               |
| <b>MITSUBISHI MOTORS SA</b>            | <b>31</b>    | <b>31</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MITSUBISHI Triton                      | 31           | 31            | 0          | 0             | 0             |               |
| <b>NISSAN</b>                          | <b>1 815</b> | <b>1496</b>   | <b>304</b> | <b>12</b>     | <b>3</b>      | <b>228</b>    |
| NISSAN Hardbody                        | 63           | 62            | 0          | 1             | 0             | 201           |
| NISSAN Navara                          | 7            | 7             | 0          | 0             | 0             |               |
| NISSAN NP200                           | 1 118        | 1084          | 31         | 1             | 2             | 7             |
| NISSAN NP300                           | 574          | 321           | 253        | 0             | 0             | 20            |
| NISSAN NV350                           | 12           | 2             | 0          | 10            | 0             |               |
| NISSAN NV350 Taxi                      | 41           | 20            | 20         | 0             | 1             |               |
| <b>OPEL **</b>                         | <b>15</b>    | <b>15</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| OPEL                                   | 15           | 15            | 0          | 0             | 0             |               |
| <b>PCSA</b>                            | <b>4</b>     | <b>4</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| PEUGEOT Partner                        | 4            | 4             | 0          | 0             | 0             |               |
| <b>RENAULT</b>                         |              | <b>0</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| <b>SUZUKI AUTO</b>                     | <b>86</b>    | <b>86</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| SUZUKI Gypsy                           | 15           | 15            | 0          | 0             | 0             |               |
| SUZUKI Super Carry                     | 71           | 71            | 0          | 0             | 0             |               |
| <b>TOYOTA</b>                          | <b>5 709</b> | <b>5194</b>   | <b>456</b> | <b>19</b>     | <b>40</b>     | <b>3 659</b>  |
| TOYOTA Avanza                          | 11           | 11            | 0          | 0             | 0             |               |
| TOYOTA Dyna                            | 93           | 93            | 0          | 0             | 0             |               |
| TOYOTA Hi-Ace                          | 1 018        | 1017          | 0          | 0             | 1             |               |
| TOYOTA Hi-Ace Bus                      | 32           | 24            | 0          | 8             | 0             |               |
| TOYOTA Hilux                           | 4 252        | 3764          | 454        | 11            | 23            | 3 659         |
| TOYOTA Landcruiser PU                  | 261          | 244           | 1          | 0             | 16            |               |
| TOYOTA Quantum                         | 42           | 41            | 1          | 0             | 0             |               |
| <b>VOLKSWAGEN GROUP SA</b>             | <b>287</b>   | <b>233</b>    | <b>11</b>  | <b>0</b>      | <b>43</b>     |               |
| VW Amarok                              | 120          | 107           | 0          | 0             | 13            |               |
| VW Caddy                               | 162          | 122           | 11         | 0             | 29            |               |
| VW Transporter Cr-Bus                  | 4            | 3             | 0          | 0             | 1             |               |
| VW Transporter PU                      | 1            | 1             | 0          | 0             | 0             |               |
| <b>Medium CV 3501-8500kg</b>           | <b>RSA</b>   | <b>Dealer</b> | <b>Gov</b> | <b>Rental</b> | <b>Single</b> | <b>Export</b> |
| <b>FAW TRUCKS</b>                      | <b>2</b>     | <b>2</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| FAW 3.5 Ton                            | 2            | 2             | 0          | 0             | 0             |               |
| <b>FCA SOUTH AFRICA</b>                | <b>3</b>     | <b>3</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| FIAT Ducato                            | 3            | 3             | 0          | 0             | 0             |               |
| <b>FORD MOTOR COMPANY</b>              | <b>4</b>     | <b>4</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| FORD Transit                           | 4            | 4             | 0          | 0             | 0             |               |
| <b>HYUNDAI AUTOMOTIVE SOUTH AFRICA</b> | <b>22</b>    | <b>22</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| HYUNDAI EX-8                           | 22           | 22            | 0          | 0             | 0             |               |
| <b>ISUZU MOTORS SOUTH AFRICA</b>       | <b>122</b>   | <b>117</b>    | <b>5</b>   | <b>0</b>      | <b>0</b>      | <b>1</b>      |
| ISUZU N-Series                         | 122          | 117           | 5          | 0             | 0             | 1             |
| <b>IVECO</b>                           | <b>121</b>   | <b>7</b>      | <b>114</b> | <b>0</b>      | <b>0</b>      |               |

\* Sales are estimates \*\* Reported aggregate sales numbers only

Sep 2020 Industry New Vehicle sales: OEM Sales

|                                    |            |               |            |               |               |               |
|------------------------------------|------------|---------------|------------|---------------|---------------|---------------|
| IVECO Daily                        | 121        | 7             | 114        | 0             | 0             |               |
| <b>JMC</b>                         | <b>26</b>  | <b>26</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| JMC Carrying                       | 3          | 3             | 0          | 0             | 0             |               |
| JMC Carrying Plus                  | 23         | 23            | 0          | 0             | 0             |               |
| <b>MERCEDES-BENZ SA *</b>          | <b>148</b> | <b>148</b>    | <b>0</b>   | <b>0</b>      | <b>0</b>      | <b>5</b>      |
| MERCEDES/FUSO                      | 148        | 148           | 0          | 0             | 0             | 5             |
| <b>PCSA</b>                        | <b>7</b>   | <b>7</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| PEUGEOT Boxer                      | 7          | 7             | 0          | 0             | 0             |               |
| <b>POWERSTAR</b>                   | <b>1</b>   | <b>1</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| POWERSTAR FT Series                | 1          | 1             | 0          | 0             | 0             |               |
| <b>TATA</b>                        | <b>38</b>  | <b>38</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| TATA Bus                           | 1          | 1             | 0          | 0             | 0             |               |
| TATA LPT                           | 37         | 37            | 0          | 0             | 0             |               |
| <b>TOYOTA</b>                      | <b>134</b> | <b>133</b>    | <b>0</b>   | <b>0</b>      | <b>1</b>      | <b>5</b>      |
| HINO 300 Series                    | 105        | 104           | 0          | 0             | 1             | 5             |
| TOYOTA Quantum                     | 29         | 29            | 0          | 0             | 0             |               |
| <b>VECV SOUTH AFRICA</b>           | <b>3</b>   | <b>3</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| EICHER Pro 3008                    | 3          | 3             | 0          | 0             | 0             |               |
| <b>VOLKSWAGEN GROUP SA</b>         | <b>49</b>  | <b>35</b>     | <b>12</b>  | <b>0</b>      | <b>2</b>      |               |
| VW Crafter                         | 49         | 35            | 12         | 0             | 2             |               |
| <b>Heavy CV 8501-16500kg</b>       | <b>RSA</b> | <b>Dealer</b> | <b>Gov</b> | <b>Rental</b> | <b>Single</b> | <b>Export</b> |
| <b>FAW TRUCKS</b>                  | <b>76</b>  | <b>76</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| FAW CA 15                          | 56         | 56            | 0          | 0             | 0             |               |
| FAW CA 8                           | 20         | 20            | 0          | 0             | 0             |               |
| <b>ISUZU MOTORS SOUTH AFRICA</b>   | <b>93</b>  | <b>93</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| ISUZU F-Series                     | 84         | 84            | 0          | 0             | 0             |               |
| ISUZU FX-Series                    | 9          | 9             | 0          | 0             | 0             |               |
| <b>IVECO</b>                       | <b>1</b>   | <b>1</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| IVECO Eurocargo                    | 1          | 1             | 0          | 0             | 0             |               |
| <b>MAN</b>                         | <b>5</b>   | <b>5</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MAN CLA                            | 5          | 5             | 0          | 0             | 0             |               |
| <b>MERCEDES-BENZ SA *</b>          | <b>49</b>  | <b>49</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MERCEDES/FUSO                      | 49         | 49            | 0          | 0             | 0             |               |
| <b>POWERSTAR</b>                   | <b>21</b>  | <b>21</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| POWERSTAR FT Series                | 21         | 21            | 0          | 0             | 0             |               |
| <b>TATA</b>                        | <b>39</b>  | <b>38</b>     | <b>1</b>   | <b>0</b>      | <b>0</b>      |               |
| TATA LPK                           | 3          | 3             | 0          | 0             | 0             |               |
| TATA LPT                           | 35         | 34            | 1          | 0             | 0             |               |
| TATA Ultra                         | 1          | 1             | 0          | 0             | 0             |               |
| <b>TOYOTA</b>                      | <b>69</b>  | <b>66</b>     | <b>0</b>   | <b>0</b>      | <b>3</b>      | <b>2</b>      |
| HINO 500 Series                    | 69         | 66            | 0          | 0             | 3             | 2             |
| <b>VECV SOUTH AFRICA</b>           | <b>21</b>  | <b>21</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| EICHER Pro 6016                    | 21         | 21            | 0          | 0             | 0             |               |
| <b>VOLVO GROUP SOUTHERN AFRICA</b> | <b>115</b> | <b>114</b>    | <b>1</b>   | <b>0</b>      | <b>0</b>      |               |
| UD TRUCKS Croner                   | 60         | 59            | 1          | 0             | 0             |               |
| UD TRUCKS Kuzer                    | 55         | 55            | 0          | 0             | 0             |               |
| <b>Extra Heavy CV &gt; 16500kg</b> | <b>RSA</b> | <b>Dealer</b> | <b>Gov</b> | <b>Rental</b> | <b>Single</b> | <b>Export</b> |
| <b>BABCOCK</b>                     | <b>29</b>  | <b>29</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| DAF CF                             | 2          | 2             | 0          | 0             | 0             |               |
| DAF XF                             | 27         | 27            | 0          | 0             | 0             |               |
| <b>FAW TRUCKS</b>                  | <b>87</b>  | <b>87</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| FAW 28                             | 6          | 6             | 0          | 0             | 0             |               |
| FAW CA 28                          | 31         | 31            | 0          | 0             | 0             |               |
| FAW CA 33                          | 50         | 50            | 0          | 0             | 0             |               |
| <b>ISUZU MOTORS SOUTH AFRICA</b>   | <b>16</b>  | <b>13</b>     | <b>3</b>   | <b>0</b>      | <b>0</b>      |               |
| ISUZU F-Series                     | 13         | 10            | 3          | 0             | 0             |               |
| ISUZU FX-Series                    | 3          | 3             | 0          | 0             | 0             |               |
| <b>IVECO</b>                       | <b>17</b>  | <b>15</b>     | <b>0</b>   | <b>0</b>      | <b>2</b>      | <b>8</b>      |
| IVECO Eurocargo                    |            | 0             | 0          | 0             | 0             | 1             |
| IVECO Stralis                      | 14         | 12            | 0          | 0             | 2             |               |
| IVECO Trakker                      | 3          | 3             | 0          | 0             | 0             | 7             |
| <b>MAN</b>                         | <b>173</b> | <b>173</b>    | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MAN CLA                            | 2          | 2             | 0          | 0             | 0             |               |
| MAN TGM                            | 27         | 27            | 0          | 0             | 0             |               |
| MAN TGS                            | 144        | 144           | 0          | 0             | 0             |               |
| <b>MERCEDES-BENZ SA *</b>          | <b>278</b> | <b>278</b>    | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MERCEDES                           | 278        | 278           | 0          | 0             | 0             |               |
| <b>POWERSTAR</b>                   | <b>47</b>  | <b>47</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| POWERSTAR BeiBen                   | 47         | 47            | 0          | 0             | 0             |               |
| <b>SCANIA</b>                      | <b>134</b> | <b>134</b>    | <b>0</b>   | <b>0</b>      | <b>0</b>      | <b>8</b>      |
| SCANIA G-Series                    | 63         | 63            | 0          | 0             | 0             | 2             |
| SCANIA P-Series                    | 25         | 25            | 0          | 0             | 0             | 6             |
| SCANIA R-Series                    | 46         | 46            | 0          | 0             | 0             |               |
| <b>TATA</b>                        | <b>24</b>  | <b>24</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| DAEWOO Commercials                 | 12         | 12            | 0          | 0             | 0             |               |
| TATA LPT                           | 6          | 6             | 0          | 0             | 0             |               |
| TATA Prima                         | 6          | 6             | 0          | 0             | 0             |               |
| <b>TOYOTA</b>                      | <b>20</b>  | <b>19</b>     | <b>0</b>   | <b>0</b>      | <b>1</b>      | <b>1</b>      |

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Sep 2020 Industry New Vehicle sales: OEM Sales

|                                    |            |               |            |               |               |               |
|------------------------------------|------------|---------------|------------|---------------|---------------|---------------|
| HINO 500 Series                    | 14         | 14            | 0          | 0             | 0             | 1             |
| HINO 700 Series                    | 6          | 5             | 0          | 0             | 0             | 1             |
| <b>VECV SOUTH AFRICA</b>           | <b>2</b>   | <b>2</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| EICHER Pro 6025                    | 2          | 2             | 0          | 0             | 0             |               |
| <b>VOLVO GROUP SOUTHERN AFRICA</b> | <b>298</b> | <b>297</b>    | <b>1</b>   | <b>0</b>      | <b>0</b>      | <b>20</b>     |
| UD TRUCKS Croner                   | 13         | 13            | 0          | 0             | 0             |               |
| UD TRUCKS Quester                  | 41         | 40            | 1          | 0             | 0             |               |
| UD TRUCKS Quon                     | 31         | 31            | 0          | 0             | 0             |               |
| VOLVO FH                           | 160        | 160           | 0          | 0             | 0             |               |
| VOLVO FM                           | 53         | 53            | 0          | 0             | 0             | 20            |
| <b>Bus &gt; 8500kg</b>             | <b>RSA</b> | <b>Dealer</b> | <b>Gov</b> | <b>Rental</b> | <b>Single</b> | <b>Export</b> |
| <b>ISUZU MOTORS SOUTH AFRICA</b>   |            | <b>0</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| <b>IVECO</b>                       | <b>6</b>   | <b>0</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      | <b>6</b>      |
| IVECO Afriway                      | 6          | 0             | 0          | 0             | 0             | 6             |
| <b>MAN</b>                         | <b>19</b>  | <b>19</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MAN Bus                            | 18         | 18            | 0          | 0             | 0             |               |
| VW Volksbus                        | 1          | 1             | 0          | 0             | 0             |               |
| <b>MERCEDES-BENZ SA *</b>          | <b>19</b>  | <b>19</b>     | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| MERCEDES                           | 19         | 19            | 0          | 0             | 0             |               |
| <b>SCANIA</b>                      |            | <b>0</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| <b>TATA</b>                        |            | <b>0</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |
| <b>VOLVO GROUP SOUTHERN AFRICA</b> |            | <b>0</b>      | <b>0</b>   | <b>0</b>      | <b>0</b>      |               |

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