



February 2022

Industry New Vehicle Sales



OUR AMBITION:

TO BE THE MOST CREDIBLE AND RESPECTED THOUGHT
LEADER AND PARTNER FOR AND ON BEHALF OF THE
AUTOMOTIVE INDUSTRY IN SOUTH AFRICA

REIMAGINING **THE FUTURE TOGETHER**
Partnership | Consistency | Trust

Market at a Glance

Passenger Vehicles - YTD Feb 2022

59 589 24.5% ↑
compared to YTD Feb 2021 (47 876)



2018	2019	2020	2021
365 247	355 379	246 541	304 340

Light Commercial Bakkies & Mini Buses - YTD Feb 2022

21 914 6.8% ↑
compared to YTD Feb 2021 (20 512)



2018	2019	2020	2021
159 525	153 221	110 912	133 078

Medium Trucks & Buses - YTD Feb 2022

1 020 0.2% ↑
compared to YTD Feb 2021 (1 018)



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

Heavy Trucks & Buses - YTD Feb 2022

3 036 16.7% ↑
compared to YTD Feb 2021 (2 602)



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

New Vehicle Sales Totals and Export Sales

	Feb 2022		Feb 2021		Var %		Jan 2022		Feb 2022 YTD		Feb 2021 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	29 563	22 250	24 144	18 962	22.4%	17.3%	30 026	10 377	59 589	32 627	47 876	34 256	24.5%	-4.8%
Light CV < 3501kg	12 290	10 589	11 232	10 252	9.4%	3.3%	9 624	8 554	21 914	19 143	20 512	15 979	6.8%	19.8%
Medium CV 3501-8500kg	572	8	532	7	7.5%	14.3%	448	7	1 020	15	1 018	13	0.2%	15.4%
Heavy CV 8501-16500kg	530	14	342	10	55.0%	40.0%	339	14	869	28	559	25	55.5%	12.0%
Extra Heavy CV > 16500kg	1 242	6	1 082	45	14.8%	-86.7%	869	12	2 111	18	1 934	54	9.2%	-66.7%
Bus > 8500kg	32	-	37	1	-13.5%	-100.0%	24	2	56	2	109	1	-48.6%	100.0%
Industry Total	44 229	32 867	37 369	29 277	18.4%	12.3%	41 330	18 966	85 559	51 833	72 008	50 328	18.8%	3.0%

Total Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	13 458	5 101
VOLKSWAGEN GROUP SA	6 153	8 448
SUZUKI AUTO	3 240	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	3 017	-
NISSAN	2 126	455
HAVAL MOTORS SA	2 054	18
RENAULT	2 047	-
FORD MOTOR COMPANY	1 877	4 736
KIA SOUTH AFRICA	1 737	-
ISUZU MOTORS SOUTH AFRICA	1 677	524
MAHINDRA	1 077	-
BMW GROUP *	1 072	4 400
MERCEDES-BENZ SA **	581	9 092
STELLANTIS	545	9
MAZDA SOUTHERN AFRICA	491	-

Total Commercial Vehicle Sales by Manufacturer (Top 15)

* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
DAIMLER TRUCKS AND BUSES SA *	393	5
TOYOTA	287	4
UD TRUCKS SOUTHERN AFRICA	254	15
VOLVO GROUP SOUTHERN AFRICA	241	-
ISUZU MOTORS SOUTH AFRICA	233	1
SCANIA	229	2
FAW TRUCKS	180	-
MAN	136	-
TATA	104	-
POWERSTAR	78	-
IVECO	53	1
VOLKSWAGEN GROUP SA	45	-
MERCEDES-BENZ SA **	38	-
BABCOCK	33	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	31	-

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimated domestic new vehicle and export sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from February 2020 to June 2021. From July 2021, commercial market split estimates are provided. Maserati South Africa, as of June 2021, is no longer reporting sales to naamsa.

- naamsa is currently renovating its data management offering to the market. We will be introducing a number of value adding services that we will announce shortly. Should you have data related enquiries, do not hesitate to reach us on datasupport@naamsa.co.za

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	13 171	5 097	287	4	13 458	5 101
VOLKSWAGEN GROUP SA	6 108	8 448	45	-	6 153	8 448
SUZUKI AUTO	3 240	-	-	-	3 240	-
HYUNDAI AUTOMOTIVE SOUTH AFRICA	2 986	-	31	-	3 017	-
NISSAN	2 126	455	-	-	2 126	455
HAVAL MOTORS SA	2 054	18	-	-	2 054	18
RENAULT	2 047	-	-	-	2 047	-
FORD MOTOR COMPANY	1 876	4 736	1	-	1 877	4 736
KIA SOUTH AFRICA	1 737	-	-	-	1 737	-
ISUZU MOTORS SOUTH AFRICA	1 444	523	233	1	1 677	524
MAHINDRA	1 077	-	-	-	1 077	-
BMW GROUP *	1 072	4 400	-	-	1 072	4 400
MERCEDES-BENZ SA **	543	9 092	38	-	581	9 092
STELLANTIS	520	9	25	-	545	9
MAZDA SOUTHERN AFRICA	491	-	-	-	491	-
DAIMLER TRUCKS AND BUSES SA *	-	-	393	5	393	5
HONDA	350	37	-	-	350	37
JAGUAR LAND ROVER	306	-	-	-	306	-
MITSUBISHI MOTORS SA	288	24	-	-	288	24
UD TRUCKS SOUTHERN AFRICA	-	-	254	15	254	15
VOLVO GROUP SOUTHERN AFRICA	-	-	241	-	241	-
SCANIA	-	-	229	2	229	2
FAW TRUCKS	-	-	180	-	180	-
VOLVO CARS	155	-	-	-	155	-
PORSCHE **	154	-	-	-	154	-
MAN	-	-	136	-	136	-
TATA	-	-	104	-	104	-
SUBARU	93	-	-	-	93	-
POWERSTAR	-	-	78	-	78	-
IVECO	-	-	53	1	53	1
BABCOCK	-	-	33	-	33	-
VECV SOUTH AFRICA	-	-	15	-	15	-
LAMBORGHINI SOUTH AFRICA **	6	-	-	-	6	-
SCUDERIA SOUTH AFRICA	6	-	-	-	6	-
BENTLEY **	3	-	-	-	3	-

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