

**Total Vehicles by Manufacturer**

|                                 | RSA           | Export        |
|---------------------------------|---------------|---------------|
| TOYOTA                          | 11 795        | 5 220         |
| VOLKSWAGEN GROUP SA             | 6 754         | 9 571         |
| NISSAN                          | 5 417         | 864           |
| FMC                             | 4 961         | 4 193         |
| HYUNDAI AUTOMOTIVE SOUTH AFRICA | 2 885         |               |
| RENAULT                         | 2 289         |               |
| ISUZU MOTORS SOUTH AFRICA       | 1 949         | 246           |
| MERCEDES-BENZ SA **             | 1 749         | 11 837        |
| BMW GROUP                       | 1 385         | 5 276         |
| KIA SOUTH AFRICA                | 1 318         |               |
| MAZDA SOUTHERN AFRICA           | 1 162         |               |
| SUZUKI AUTO                     | 1 150         |               |
| HONDA                           | 744           |               |
| MAHINDRA                        | 671           |               |
| HAVAL MOTORS SA **              | 631           |               |
| VOLVO GROUP SOUTHERN AFRICA     | 375           | 34            |
| JAGUAR LAND ROVER               | 368           |               |
| VOLVO CARS                      | 224           |               |
| MAN                             | 206           |               |
| GREAT WALL MOTORS               | 204           |               |
| FCA SOUTH AFRICA                | 203           | 20            |
| MITSUBISHI MOTORS SA            | 201           | 28            |
| OPEL                            | 155           |               |
| SCANIA                          | 146           | 3             |
| PORSCHE **                      | 144           |               |
| PCSA                            | 101           |               |
| SUBARU                          | 96            |               |
| TATA                            | 95            |               |
| FAW TRUCKS                      | 93            |               |
| IVECO                           | 84            | 4             |
| JMC                             | 56            |               |
| BABCOCK                         | 50            |               |
| POWERSTAR                       | 28            |               |
| VECV SOUTH AFRICA               | 8             |               |
| LAMBORGHINI SOUTH AFRICA **     | 6             |               |
| SCUDERIA SOUTH AFRICA           | 6             |               |
| MASERATI SOUTH AFRICA           | 5             |               |
| BENTLEY **                      | 4             |               |
| <b>INDUSTRY TOTAL</b>           | <b>47 718</b> | <b>37 296</b> |

**Market Totals by Manufacturer**

|                                 | Passenger     |               | Light CV < 3501kg |               | Medium CV 3501-8500kg |          | Heavy CV 8501-16500kg |           | Extra Heavy CV > 16500kg |           | Bus > 8500kg |          |
|---------------------------------|---------------|---------------|-------------------|---------------|-----------------------|----------|-----------------------|-----------|--------------------------|-----------|--------------|----------|
|                                 | RSA           | Export        | RSA               | Export        | RSA                   | Export   | RSA                   | Export    | RSA                      | Export    | RSA          | Export   |
| TOYOTA                          | 5 490         | 314           | 5 983             | 4 895         | 188                   | 1        | 110                   | 9         | 24                       | 1         |              |          |
| VOLKSWAGEN GROUP SA             | 6 207         | 9 571         | 420               |               | 127                   |          |                       |           |                          |           |              |          |
| NISSAN                          | 2 027         |               | 3 390             | 864           |                       |          |                       |           |                          |           |              |          |
| FMC                             | 2 553         | 7             | 2 404             | 4 186         | 4                     |          |                       |           |                          |           |              |          |
| HYUNDAI AUTOMOTIVE SOUTH AFRICA | 2 624         |               | 242               |               | 19                    |          |                       |           |                          |           |              |          |
| RENAULT                         | 2 287         |               | 2                 |               |                       |          |                       |           |                          |           |              |          |
| ISUZU MOTORS SOUTH AFRICA       | 54            | 4             | 1 607             | 239           | 144                   | 3        | 101                   |           | 42                       |           | 1            |          |
| MERCEDES-BENZ SA **             | 1 129         | 11 836        | 109               |               | 175                   | 1        | 51                    |           | 269                      |           | 16           |          |
| BMW GROUP                       | 1 385         | 5 276         |                   |               |                       |          |                       |           |                          |           |              |          |
| KIA SOUTH AFRICA                | 1 200         |               | 118               |               |                       |          |                       |           |                          |           |              |          |
| MAZDA SOUTHERN AFRICA           | 1 149         |               | 13                |               |                       |          |                       |           |                          |           |              |          |
| SUZUKI AUTO                     | 1 089         |               | 61                |               |                       |          |                       |           |                          |           |              |          |
| HONDA                           | 744           |               |                   |               |                       |          |                       |           |                          |           |              |          |
| MAHINDRA                        | 330           |               | 341               |               |                       |          |                       |           |                          |           |              |          |
| HAVAL MOTORS SA **              | 631           |               |                   |               |                       |          |                       |           |                          |           |              |          |
| VOLVO GROUP SOUTHERN AFRICA     |               |               |                   |               |                       |          | 71                    | 17        | 303                      | 17        | 1            |          |
| JAGUAR LAND ROVER               | 368           |               |                   |               |                       |          |                       |           |                          |           |              |          |
| VOLVO CARS                      | 224           |               |                   |               |                       |          |                       |           |                          |           |              |          |
| MAN                             |               |               |                   |               |                       |          | 13                    |           | 161                      |           | 32           |          |
| GREAT WALL MOTORS               | 16            |               | 188               |               |                       |          |                       |           |                          |           |              |          |
| FCA SOUTH AFRICA                | 171           | 8             | 29                | 12            | 3                     |          |                       |           |                          |           |              |          |
| MITSUBISHI MOTORS SA            | 150           | 18            | 51                | 10            |                       |          |                       |           |                          |           |              |          |
| OPEL                            | 155           |               |                   |               |                       |          |                       |           |                          |           |              |          |
| SCANIA                          |               |               |                   |               |                       |          |                       |           | 119                      |           | 27           | 3        |
| PORSCHE **                      | 144           |               |                   |               |                       |          |                       |           |                          |           |              |          |
| PCSA                            | 97            |               | 2                 |               | 2                     |          |                       |           |                          |           |              |          |
| SUBARU                          | 96            |               |                   |               |                       |          |                       |           |                          |           |              |          |
| TATA                            |               |               |                   |               | 26                    |          | 58                    |           | 10                       |           | 1            |          |
| FAW TRUCKS                      |               |               |                   |               | 14                    |          | 51                    |           | 28                       |           |              |          |
| IVECO                           |               |               |                   |               | 53                    |          | 5                     | 2         | 23                       | 2         | 3            |          |
| JMC                             | 7             |               | 34                |               | 15                    |          |                       |           |                          |           |              |          |
| BABCOCK                         |               |               |                   |               |                       |          |                       |           | 50                       |           |              |          |
| POWERSTAR                       |               |               |                   |               | 4                     |          | 8                     |           | 16                       |           |              |          |
| VECV SOUTH AFRICA               |               |               |                   |               | 1                     |          | 6                     |           | 1                        |           |              |          |
| LAMBORGHINI SOUTH AFRICA **     | 6             |               |                   |               |                       |          |                       |           |                          |           |              |          |
| SCUDERIA SOUTH AFRICA           | 6             |               |                   |               |                       |          |                       |           |                          |           |              |          |
| MASERATI SOUTH AFRICA           | 5             |               |                   |               |                       |          |                       |           |                          |           |              |          |
| BENTLEY **                      | 4             |               |                   |               |                       |          |                       |           |                          |           |              |          |
| <b>INDUSTRY TOTAL</b>           | <b>30 348</b> | <b>27 034</b> | <b>14 994</b>     | <b>10 206</b> | <b>775</b>            | <b>5</b> | <b>474</b>            | <b>28</b> | <b>1 046</b>             | <b>20</b> | <b>81</b>    | <b>3</b> |

\*\* Reported aggregated sales numbers only (Note: Mercedes-Benz Commercial market splits are estimates)

## RSA Total and Export Vehicles

|                          | Mar 2019      |               | Var %        |              | Mar 2018      |               | Feb 2019      |               | Mar 2019 YTD   |               | Var %        |              | Mar 2018 YTD   |               |
|--------------------------|---------------|---------------|--------------|--------------|---------------|---------------|---------------|---------------|----------------|---------------|--------------|--------------|----------------|---------------|
|                          | RSA           | Exp           | RSA          | Exp          | RSA           | Exp           | RSA           | Exp           | RSA            | Exp           | RSA          | Exp          | RSA            | Exp           |
| Passenger                | 30 348        | 27 034        | -5.6%        | 64.8%        | 32 153        | 16 405        | 27 567        | 19 707        | 87 531         | 57 213        | -8.7%        | 28.2%        | 95 844         | 44 630        |
| Light CV < 3501kg        | 14 994        | 10 206        | 1.9%         | -25.5%       | 14 719        | 13 699        | 14 122        | 13 906        | 40 816         | 31 820        | 3.1%         | 17.8%        | 39 589         | 27 018        |
| Medium CV 3501-8500kg    | 775           | 5             | 6.2%         | -64.3%       | 730           | 14            | 661           | 13            | 1 983          | 23            | 13.2%        | -17.9%       | 1 752          | 28            |
| Heavy CV 8501-16500kg    | 474           | 28            | 5.3%         | 0.0%         | 450           | 28            | 382           | 15            | 1 180          | 49            | 2.3%         | -31.0%       | 1 153          | 71            |
| Extra Heavy CV > 16500kg | 1 046         | 20            | -3.6%        | 42.9%        | 1 085         | 14            | 1 002         | 33            | 2 762          | 111           | 2.4%         | 56.3%        | 2 698          | 71            |
| Bus > 8500kg             | 81            | 3             | -12.9%       | 200.0%       | 93            | 1             | 71            | 1             | 207            | 5             | -11.2%       | 400.0%       | 233            | 1             |
| <b>INDUSTRY TOTAL</b>    | <b>47 718</b> | <b>37 296</b> | <b>-3.1%</b> | <b>23.7%</b> | <b>49 230</b> | <b>30 161</b> | <b>43 805</b> | <b>33 675</b> | <b>134 479</b> | <b>89 221</b> | <b>-4.8%</b> | <b>24.2%</b> | <b>141 269</b> | <b>71 819</b> |

| Passenger                              | RSA          | EXP           | RSA                      | EXP | RSA | EXP | RSA                   | EXP |
|--|--------------|---------------|--------------------------|-----|-----|-----|-----------------------|-----|
| <b>BENTLEY **</b>                      | <b>4</b>     |               |                          |     |     |     |                       |     |
| BENTLEY                                | 4            |               |                          |     |     |     |                       |     |
| <b>BMW GROUP</b>                       | <b>1 385</b> | <b>5 276</b>  |                          |     |     |     |                       |     |
| BMW 1-Series                           | 84           |               | BMW 2-Series             |     | 38  |     | BMW 3-Series          | 373 |
| BMW 4-Series                           | 65           |               | BMW 5-Series             |     | 56  |     | BMW 6-Series          | 8   |
| BMW 7-Series                           | 15           |               | BMW 8-Series             |     | 12  |     | BMW i3                | 5   |
| BMW i8                                 | 2            |               | BMW X1                   |     | 87  |     | BMW X2                | 36  |
| BMW X3                                 | 218          | 5 276         | BMW X4                   |     | 65  |     | BMW X5                | 98  |
| BMW X6                                 | 11           |               | BMW Z4                   |     | 19  |     | MINI Clubman          | 25  |
| MINI Convertible                       | 4            |               | MINI Countryman          |     | 61  |     | MINI Hatch 3-dr       | 65  |
| MINI Hatch 5-dr                        | 38           |               |                          |     |     |     |                       |     |
| <b>FCA SOUTH AFRICA</b>                | <b>171</b>   | <b>8</b>      |                          |     |     |     |                       |     |
| ABARTH 124 Spider                      | 2            |               | ABARTH 595               |     | 8   |     | ALFA Giulia           | 4   |
| ALFA Giulietta                         | 4            |               | ALFA Stelvio             |     | 13  |     | FIAT 500              | 25  |
| FIAT 500X                              | 9            |               | FIAT Panda               |     | 10  |     | FIAT Tipo             | 12  |
| JEEP Cherokee                          | 17           |               | JEEP Compass             |     | 3   | 2   | JEEP Grand Cherokee   | 39  |
| JEEP Renegade                          | 6            |               | JEEP Wrangler            |     | 19  |     |                       | 6   |
| <b>FMC</b>                             | <b>2 553</b> | <b>7</b>      |                          |     |     |     |                       |     |
| FORD EcoSport                          | 868          |               | FORD Everest             |     | 447 | 7   | FORD Fiesta           | 402 |
| FORD Figo                              | 722          |               | FORD Focus               |     | 1   |     | FORD Kuga             | 91  |
| FORD Mustang                           | 22           |               |                          |     |     |     |                       |     |
| <b>GREAT WALL MOTORS</b>               | <b>16</b>    |               |                          |     |     |     |                       |     |
| GWM M4                                 | 16           |               |                          |     |     |     |                       |     |
| <b>HAVAL MOTORS SA **</b>              | <b>631</b>   |               |                          |     |     |     |                       |     |
| HAVAL                                  | 631          |               |                          |     |     |     |                       |     |
| <b>HONDA</b>                           | <b>744</b>   |               |                          |     |     |     |                       |     |
| HONDA Amaze                            | 56           |               | HONDA Ballade            |     | 85  |     | HONDA BR-V            | 217 |
| HONDA Brio                             | 11           |               | HONDA Civic              |     | 13  |     | HONDA CR-V            | 100 |
| HONDA HR-V                             | 87           |               | HONDA Jazz               |     | 175 |     |                       |     |
| <b>HYUNDAI AUTOMOTIVE SOUTH AFRICA</b> | <b>2 624</b> |               |                          |     |     |     |                       |     |
| HYUNDAI Accent                         | 173          |               | HYUNDAI Creta            |     | 308 |     | HYUNDAI Elantra       | 72  |
| HYUNDAI Grand i10                      | 1 030        |               | HYUNDAI H1               |     | 172 |     | HYUNDAI i20           | 476 |
| HYUNDAI Kona                           | 90           |               | HYUNDAI Santa Fe         |     | 32  |     | HYUNDAI Tucson        | 271 |
| <b>ISUZU MOTORS SOUTH AFRICA</b>       | <b>54</b>    | <b>4</b>      |                          |     |     |     |                       |     |
| ISUZU MU-X                             | 54           | 4             |                          |     |     |     |                       |     |
| <b>JAGUAR LAND ROVER</b>               | <b>368</b>   |               |                          |     |     |     |                       |     |
| JAGUAR E-PACE                          | 44           |               | JAGUAR F-PACE            |     | 9   |     | JAGUAR F-Type         | 8   |
| JAGUAR I-PACE                          | 20           |               | JAGUAR XE                |     | 1   |     | JAGUAR XF             | 3   |
| L-R Discovery                          | 47           |               | L-R Discovery Sport      |     | 25  |     | L-R Range Rover       | 11  |
| L-R Range Rover Evoque                 | 82           |               | L-R Range Rover Sport    |     | 82  |     | L-R Range Rover Velar | 36  |
| <b>JMC</b>                             | <b>7</b>     |               |                          |     |     |     |                       |     |
| LANDWIND X5                            | 7            |               |                          |     |     |     |                       |     |
| <b>KIA SOUTH AFRICA</b>                | <b>1 200</b> |               |                          |     |     |     |                       |     |
| KIA Grand Sedona                       | 48           |               | KIA Picanto              |     | 630 |     | KIA Rio               | 322 |
| KIA Sorento                            | 17           |               | KIA Sportage             |     | 181 |     | KIA Stinger           | 2   |
| <b>LAMBORGHINI SOUTH AFRICA **</b>     | <b>6</b>     |               |                          |     |     |     |                       |     |
| LAMBORGHINI                            | 6            |               |                          |     |     |     |                       |     |
| <b>MAHINDRA</b>                        | <b>330</b>   |               |                          |     |     |     |                       |     |
| MAHINDRA KUV                           | 215          |               | MAHINDRA Scorpio         |     | 25  |     | MAHINDRA Thar         | 11  |
| MAHINDRA TUV                           | 30           |               | MAHINDRA XUV             |     | 49  |     |                       |     |
| <b>MASERATI SOUTH AFRICA</b>           | <b>5</b>     |               |                          |     |     |     |                       |     |
| MASERATI Ghibli                        | 1            |               | MASERATI Levante         |     | 4   |     |                       |     |
| <b>MAZDA SOUTHERN AFRICA</b>           | <b>1 149</b> |               |                          |     |     |     |                       |     |
| MAZDA 2                                | 254          |               | MAZDA 3                  |     | 191 |     | MAZDA CX-3            | 295 |
| MAZDA CX-5                             | 407          |               | MAZDA MX-5               |     | 2   |     |                       |     |
| <b>MERCEDES-BENZ SA **</b>             | <b>1 129</b> | <b>11 836</b> |                          |     |     |     |                       |     |
| MERCEDES/SMART                         | 1 129        | 11 836        |                          |     |     |     |                       |     |
| <b>mitsubishi Motors SA</b>            | <b>150</b>   | <b>18</b>     |                          |     |     |     |                       |     |
| MITSUBISHI ASX                         | 19           |               | MITSUBISHI Eclipse Cross |     | 70  |     | MITSUBISHI Outlander  | 9   |
| MITSUBISHI Pajero                      | 13           |               | MITSUBISHI Pajero Sport  |     | 39  | 18  |                       |     |
| <b>NISSAN</b>                          | <b>2 027</b> |               |                          |     |     |     |                       |     |
| DATSUN GO                              | 605          |               | DATSUN GO+               |     | 111 |     | NISSAN Almera         | 304 |
| NISSAN Juke                            | 37           |               | NISSAN Micra             |     | 158 |     | NISSAN Micra 5        | 264 |
| NISSAN Patrol SW                       | 2            |               | NISSAN Qashqai           |     | 252 |     | NISSAN X-Trail        | 294 |
| <b>OPEL</b>                            | <b>155</b>   |               |                          |     |     |     |                       |     |
| OPEL Adam                              | 8            |               | OPEL Astra Hatch         |     | 25  |     | OPEL Corsa            | 62  |
| OPEL Crossland X                       | 39           |               | OPEL Grandland X         |     | 9   |     | OPEL Mokka X          | 12  |
| <b>PCSA</b>                            | <b>97</b>    |               |                          |     |     |     |                       |     |

\*\* Reported aggregated sales numbers only (Note: Mercedes-Benz Commercial market splits are estimates)

Mar 2019 Industry New Vehicle sales

|  |              |                      |                     |                         |                        |              |   |
|--|--------------|----------------------|---------------------|-------------------------|------------------------|--------------|---|
| PEUGEOT 2008                           | 21           | PEUGEOT 208          | 29                  | PEUGEOT 3008            | 29                     |              |   |
| PEUGEOT 308                            | 16           | PEUGEOT 5008         | 2                   |                         |                        |              |   |
| <b>PORSCHE **</b>                      | <b>144</b>   |                      |                     |                         |                        |              |   |
| PORSCHE                                | 144          |                      |                     |                         |                        |              |   |
| <b>RENAULT</b>                         | <b>2 287</b> |                      |                     |                         |                        |              |   |
| RENAULT Captur                         | 122          | RENAULT Clio IV      | 167                 | RENAULT Duster          | 241                    |              |   |
| RENAULT Koleos                         | 32           | RENAULT Kwid         | 1 081               | RENAULT Megane IV       | 17                     |              |   |
| RENAULT Sandero II                     | 627          |                      |                     |                         |                        |              |   |
| <b>SCUDERIA SOUTH AFRICA</b>           | <b>6</b>     |                      |                     |                         |                        |              |   |
| FERRARI 488 Spider                     | 1            | FERRARI 812          | 4                   | FERRARI Portofino       | 1                      |              |   |
| <b>SUBARU</b>                          | <b>96</b>    |                      |                     |                         |                        |              |   |
| SUBARU Forester                        | 41           | SUBARU Impreza       | 5                   | SUBARU Outback          | 2                      |              |   |
| SUBARU WRX                             | 7            | SUBARU XV            | 41                  |                         |                        |              |   |
| <b>SUZUKI AUTO</b>                     | <b>1 089</b> |                      |                     |                         |                        |              |   |
| SUZUKI Baleno                          | 53           | SUZUKI Celerio       | 52                  | SUZUKI Ciaz             | 59                     |              |   |
| SUZUKI Dzire                           | 158          | SUZUKI Ertiga        | 90                  | SUZUKI Grand Vitara     | 4                      |              |   |
| SUZUKI Ignis                           | 160          | SUZUKI Jimny         | 7                   | SUZUKI Swift            | 453                    |              |   |
| SUZUKI Vitara                          | 53           |                      |                     |                         |                        |              |   |
| <b>TOYOTA</b>                          | <b>5 490</b> | <b>314</b>           |                     |                         |                        |              |   |
| LEXUS ES                               | 35           | LEXUS IS             | 3                   | LEXUS LX                | 25                     |              |   |
| LEXUS NX                               | 25           | LEXUS RC             | 1                   | LEXUS RX                | 12                     |              |   |
| LEXUS UX                               | 30           | TOYOTA 86            | 1                   | TOYOTA Avanza           | 335                    |              |   |
| TOYOTA Aygo                            | 90           | TOYOTA C-HR          | 108                 | TOYOTA Corolla          | 1 081                  |              |   |
| TOYOTA Corolla HB                      | 180          | TOYOTA Corolla Quest | 462                 | TOYOTA Etios            | 755                    |              |   |
| TOYOTA FJ Cruiser                      | 9            | TOYOTA Fortuner      | 954                 | 215                     | TOYOTA Landcruiser 200 |              |   |
| TOYOTA Landcruiser SW                  | 10           | TOYOTA Prado         | 103                 | TOYOTA Prius            | 3                      |              |   |
| TOYOTA RAV                             | 715          | TOYOTA RUSH          | 219                 | TOYOTA Yaris            | 229                    |              |   |
| <b>VOLKSWAGEN GROUP SA</b>             | <b>6 207</b> | <b>9 571</b>         |                     |                         |                        |              |   |
| AUDI A1 Sportback                      | 1            | AUDI A3 Cabriolet    | 6                   | AUDI A3 Sedan           | 154                    |              |   |
| AUDI A3 Sportback                      | 193          | AUDI A4              | 102                 | AUDI A4 Avant           | 5                      |              |   |
| AUDI A5 Coupe/Cabriolet                | 29           | AUDI A5 Sportback    | 34                  | AUDI A6                 | 6                      |              |   |
| AUDI A7 Sportback                      | 16           | AUDI A8              | 4                   | AUDI Q2                 | 28                     |              |   |
| AUDI Q3                                | 18           | AUDI Q5              | 155                 | AUDI Q7                 | 16                     |              |   |
| AUDI Q8                                | 9            | AUDI R8              | 10                  | AUDI TT                 | 1                      |              |   |
| VW Arteon                              | 20           | VW Caddy             | 59                  | VW Caravelle            | 22                     |              |   |
| VW Golf 7                              | 382          | VW Jetta 6           | 19                  | VW Kombi                | 62                     |              |   |
| VW Polo                                | 1 383        | 9 571                | VW Polo Sedan       | 353                     | VW Polo Vivo           | 2 498        |   |
| VW Tiguan                              | 447          | VW Touareg           | 21                  | VW up                   | 154                    |              |   |
| <b>VOLVO CARS</b>                      | <b>224</b>   |                      |                     |                         |                        |              |   |
| VOLVO S60                              | 6            | VOLVO S90            | 1                   | VOLVO V40               | 38                     |              |   |
| VOLVO V40 CC                           | 26           | VOLVO V60 CC         | 2                   | VOLVO XC40              | 36                     |              |   |
| VOLVO XC60                             | 71           | VOLVO XC90           | 44                  |                         |                        |              |   |
| <b>Light CV &lt; 3501kg</b>            | <b>RSA</b>   | <b>EXP</b>           | <b>RSA</b>          | <b>EXP</b>              | <b>RSA</b>             |              |   |
| <b>FCA SOUTH AFRICA</b>                | <b>29</b>    | <b>12</b>            |                     |                         |                        |              |   |
| FIAT Doblo Cargo                       | 8            | FIAT Ducato          | 1                   | FIAT Fiorino            | 15                     |              |   |
| FIAT Fullback                          | 5            | 12                   |                     |                         |                        |              |   |
| <b>FMC</b>                             | <b>2 404</b> | <b>4 186</b>         |                     |                         |                        |              |   |
| FORD Ranger                            | 2 376        | 4 186                | FORD Tourneo Custom | 26                      | FORD Transit Connect   | 2            |   |
| <b>GREAT WALL MOTORS</b>               | <b>188</b>   |                      |                     |                         |                        |              |   |
| GWM Steed                              | 188          |                      |                     |                         |                        |              |   |
| <b>HYUNDAI AUTOMOTIVE SOUTH AFRICA</b> | <b>242</b>   |                      |                     |                         |                        |              |   |
| HYUNDAI H1                             | 7            | HYUNDAI H100 Bakkie  | 235                 |                         |                        |              |   |
| <b>ISUZU MOTORS SOUTH AFRICA</b>       | <b>1 607</b> | <b>239</b>           |                     |                         |                        |              |   |
| ISUZU D-MAX                            | 1 445        | 226                  | ISUZU KB            | 162                     | 13                     |              |   |
| <b>JMC</b>                             | <b>34</b>    |                      |                     |                         |                        |              |   |
| CHANGAN Double Cab                     | 7            | CHANGAN Minivan      | 7                   | CHANGAN Single Cab      | 1                      |              |   |
| JMC Boarding                           | 5            | JMC Carrying         | 6                   | JMC Vigus               | 8                      |              |   |
| <b>KIA SOUTH AFRICA</b>                | <b>118</b>   |                      |                     |                         |                        |              |   |
| KIA K2500                              | 20           | KIA K2700            | 98                  |                         |                        |              |   |
| <b>MAHINDRA</b>                        | <b>341</b>   |                      |                     |                         |                        |              |   |
| MAHINDRA Bolero                        | 71           | MAHINDRA Genio       | 17                  | MAHINDRA Scorpio Pik-Up | 253                    |              |   |
| <b>MAZDA SOUTHERN AFRICA</b>           | <b>13</b>    |                      |                     |                         |                        |              |   |
| MAZDA BT-50                            | 13           |                      |                     |                         |                        |              |   |
| <b>MERCEDES-BENZ SA **</b>             | <b>109</b>   |                      |                     |                         |                        |              |   |
| MERCEDES                               | 109          |                      |                     |                         |                        |              |   |
| <b>MITSUBISHI MOTORS SA</b>            | <b>51</b>    | <b>10</b>            |                     |                         |                        |              |   |
| MITSUBISHI Triton                      | 51           | 10                   |                     |                         |                        |              |   |
| <b>NISSAN</b>                          | <b>3 390</b> | <b>864</b>           |                     |                         |                        |              |   |
| DATSUN GO+                             | 5            | NISSAN Hardbody      | 209                 | 830                     | NISSAN Navara          | 161          |   |
| NISSAN NP200                           | 2 144        | 11                   | NISSAN NP300        | 839                     | 23                     | NISSAN NV200 | 2 |
| NISSAN NV350                           | 6            | NISSAN NV350 Taxi    | 23                  | NISSAN Patrol PU        | 1                      |              |   |
| <b>PCSA</b>                            | <b>2</b>     |                      |                     |                         |                        |              |   |
| PEUGEOT Partner                        | 2            |                      |                     |                         |                        |              |   |
| <b>RENAULT</b>                         | <b>2</b>     |                      |                     |                         |                        |              |   |
| RENAULT Trafic                         | 2            |                      |                     |                         |                        |              |   |
| <b>SUZUKI AUTO</b>                     | <b>61</b>    |                      |                     |                         |                        |              |   |
| SUZUKI Gypsy                           | 9            | SUZUKI Super Carry   | 52                  |                         |                        |              |   |
| <b>TOYOTA</b>                          | <b>5 983</b> | <b>4 895</b>         |                     |                         |                        |              |   |
| TOYOTA Avanza                          | 15           | TOYOTA Dyna          | 118                 | TOYOTA Hilux            | 4 252                  |              |   |
| TOYOTA Landcruiser PU                  | 288          | TOYOTA Quantum       | 1 310               |                         | 4 895                  |              |   |
| <b>VOLKSWAGEN GROUP SA</b>             | <b>420</b>   |                      |                     |                         |                        |              |   |
| VW Amarok                              | 188          | VW Caddy             | 185                 | VW Transporter Cr-Bus   | 18                     |              |   |

\*\* Reported aggregated sales numbers only (Note: Mercedes-Benz Commercial market splits are estimates)

Mar 2019 Industry New Vehicle sales

| Medium CV 3501-8500kg                  | RSA        | EXP        | RSA               | EXP        | RSA             | EXP        |
|--|------------|------------|-------------------|------------|-----------------|------------|
| <b>FAW TRUCKS</b>                      | <b>14</b>  |            |                   |            |                 |            |
| FAW 3.5 Ton                            | 14         |            |                   |            |                 |            |
| <b>FCA SOUTH AFRICA</b>                | <b>3</b>   |            |                   |            |                 |            |
| FIAT Ducato                            | 3          |            |                   |            |                 |            |
| <b>FMC</b>                             | <b>4</b>   |            |                   |            |                 |            |
| FORD Transit                           | 4          |            |                   |            |                 |            |
| <b>HYUNDAI AUTOMOTIVE SOUTH AFRICA</b> | <b>19</b>  |            |                   |            |                 |            |
| HYUNDAI EX-8                           | 19         |            |                   |            |                 |            |
| <b>ISUZU MOTORS SOUTH AFRICA</b>       | <b>144</b> | <b>3</b>   |                   |            |                 |            |
| ISUZU N-Series                         | 144        | 3          |                   |            |                 |            |
| <b>IVECO</b>                           | <b>53</b>  |            |                   |            |                 |            |
| IVECO Daily                            | 53         |            |                   |            |                 |            |
| <b>JMC</b>                             | <b>15</b>  |            |                   |            |                 |            |
| JMC Carrying                           | 6          |            | JMC Carrying Plus | 9          |                 |            |
| <b>MERCEDES-BENZ SA **</b>             | <b>175</b> | <b>1</b>   |                   |            |                 |            |
| MERCEDES/FUSO                          | 175        | 1          |                   |            |                 |            |
| <b>PCSA</b>                            | <b>2</b>   |            |                   |            |                 |            |
| PEUGEOT Boxer                          | 2          |            |                   |            |                 |            |
| <b>POWERSTAR</b>                       | <b>4</b>   |            |                   |            |                 |            |
| POWERSTAR FT Series                    | 4          |            |                   |            |                 |            |
| <b>TATA</b>                            | <b>26</b>  |            |                   |            |                 |            |
| TATA LPT                               | 26         |            |                   |            |                 |            |
| <b>TOYOTA</b>                          | <b>188</b> | <b>1</b>   |                   |            |                 |            |
| HINO 300 Series                        | 188        | 1          |                   |            |                 |            |
| <b>VECV SOUTH AFRICA</b>               | <b>1</b>   |            |                   |            |                 |            |
| EICHER Pro 3008                        | 1          |            |                   |            |                 |            |
| <b>VOLKSWAGEN GROUP SA</b>             | <b>127</b> |            |                   |            |                 |            |
| VW Crafter                             | 127        |            |                   |            |                 |            |
| <b>Heavy CV 8501-16500kg</b>           | <b>RSA</b> | <b>EXP</b> | <b>RSA</b>        | <b>EXP</b> | <b>RSA</b>      | <b>EXP</b> |
| <b>FAW TRUCKS</b>                      | <b>51</b>  |            |                   |            |                 |            |
| FAW CA 15                              | 17         |            | FAW CA 16         | 6          | FAW CA 8        | 28         |
| <b>ISUZU MOTORS SOUTH AFRICA</b>       | <b>101</b> |            |                   |            |                 |            |
| ISUZU F-Series                         | 96         |            | ISUZU FX-Series   | 5          |                 |            |
| <b>IVECO</b>                           | <b>5</b>   | <b>2</b>   |                   |            |                 |            |
| IVECO Eurocargo                        | 5          | 2          |                   |            |                 |            |
| <b>MAN</b>                             | <b>13</b>  |            |                   |            |                 |            |
| MAN CLA                                | 13         |            |                   |            |                 |            |
| <b>MERCEDES-BENZ SA **</b>             | <b>51</b>  |            |                   |            |                 |            |
| MERCEDES/FUSO                          | 51         |            |                   |            |                 |            |
| <b>POWERSTAR</b>                       | <b>8</b>   |            |                   |            |                 |            |
| POWERSTAR FT Series                    | 8          |            |                   |            |                 |            |
| <b>TATA</b>                            | <b>58</b>  |            |                   |            |                 |            |
| TATA LPT                               | 56         |            | TATA Ultra        | 2          |                 |            |
| <b>TOYOTA</b>                          | <b>110</b> | <b>9</b>   |                   |            |                 |            |
| HINO 500 Series                        | 110        | 9          |                   |            |                 |            |
| <b>VECV SOUTH AFRICA</b>               | <b>6</b>   |            |                   |            |                 |            |
| EICHER Pro 6016                        | 6          |            |                   |            |                 |            |
| <b>VOLVO GROUP SOUTHERN AFRICA</b>     | <b>71</b>  | <b>17</b>  |                   |            |                 |            |
| UD TRUCKS Croner                       | 71         | 17         |                   |            |                 |            |
| <b>Extra Heavy CV &gt; 16500kg</b>     | <b>RSA</b> | <b>EXP</b> | <b>RSA</b>        | <b>EXP</b> | <b>RSA</b>      | <b>EXP</b> |
| <b>BABCOCK</b>                         | <b>50</b>  |            |                   |            |                 |            |
| DAF XF                                 | 50         |            |                   |            |                 |            |
| <b>FAW TRUCKS</b>                      | <b>28</b>  |            |                   |            |                 |            |
| FAW CA 28                              | 8          |            | FAW CA 33         | 19         | FAW CA 35       | 1          |
| <b>ISUZU MOTORS SOUTH AFRICA</b>       | <b>42</b>  |            |                   |            |                 |            |
| ISUZU F-Series                         | 37         |            | ISUZU FX-Series   | 5          |                 |            |
| <b>IVECO</b>                           | <b>23</b>  | <b>2</b>   |                   |            |                 |            |
| IVECO 682                              | 1          |            | IVECO Eurocargo   | 1          | IVECO Stralis   | 2          |
| IVECO Trakker                          | 15         |            |                   |            |                 |            |
| <b>MAN</b>                             | <b>161</b> |            |                   |            |                 |            |
| MAN CLA                                | 6          |            | MAN TGM           | 11         | MAN TGS         | 139        |
| MAN TGX                                | 1          |            | VW Constellation  | 4          |                 |            |
| <b>MERCEDES-BENZ SA **</b>             | <b>269</b> |            |                   |            |                 |            |
| MERCEDES                               | 269        |            |                   |            |                 |            |
| <b>POWERSTAR</b>                       | <b>16</b>  |            |                   |            |                 |            |
| POWERSTAR BeiBen                       | 16         |            |                   |            |                 |            |
| <b>SCANIA</b>                          | <b>119</b> |            |                   |            |                 |            |
| SCANIA G-Series                        | 80         |            | SCANIA P-Series   | 21         | SCANIA R-Series | 18         |
| <b>TATA</b>                            | <b>10</b>  |            |                   |            |                 |            |
| DAEWOO Commercials                     | 7          |            | TATA LPT          | 2          | TATA Prima      | 1          |
| <b>TOYOTA</b>                          | <b>24</b>  | <b>1</b>   |                   |            |                 |            |
| HINO 500 Series                        | 15         | 1          | HINO 700 Series   | 9          |                 |            |
| <b>VECV SOUTH AFRICA</b>               | <b>1</b>   |            |                   |            |                 |            |
| EICHER Pro 6025                        | 1          |            |                   |            |                 |            |
| <b>VOLVO GROUP SOUTHERN AFRICA</b>     | <b>303</b> | <b>17</b>  |                   |            |                 |            |
| UD TRUCKS Croner                       | 6          |            | UD TRUCKS Quester | 29         | UD TRUCKS Quon  | 45         |
| VOLVO FH                               | 163        | 6          | VOLVO FM          | 60         | 7               |            |

\*\* Reported aggregated sales numbers only (Note: Mercedes-Benz Commercial market splits are estimates)

| Bus > 8500kg                       | RSA       | EXP         | RSA | EXP | RSA | EXP |
|------------------------------------|-----------|-------------|-----|-----|-----|-----|
| <b>ISUZU MOTORS SOUTH AFRICA</b>   | <b>1</b>  |             |     |     |     |     |
| ISUZU Bus                          | 1         |             |     |     |     |     |
| <b>IVECO</b>                       | <b>3</b>  |             |     |     |     |     |
| IVECO Afriway                      | 3         |             |     |     |     |     |
| <b>MAN</b>                         | <b>32</b> |             |     |     |     |     |
| MAN Bus                            | 28        | VW Volksbus |     | 4   |     |     |
| <b>MERCEDES-BENZ SA **</b>         | <b>16</b> |             |     |     |     |     |
| MERCEDES                           | 16        |             |     |     |     |     |
| <b>SCANIA</b>                      | <b>27</b> | <b>3</b>    |     |     |     |     |
| SCANIA Bus                         | 27        | 3           |     |     |     |     |
| <b>TATA</b>                        | <b>1</b>  |             |     |     |     |     |
| TATA LPO                           | 1         |             |     |     |     |     |
| <b>VOLVO GROUP SOUTHERN AFRICA</b> | <b>1</b>  |             |     |     |     |     |
| VOLVO Bus                          | 1         |             |     |     |     |     |

\*\* Reported aggregated sales numbers only (Note: Mercedes-Benz Commercial market splits are estimates)