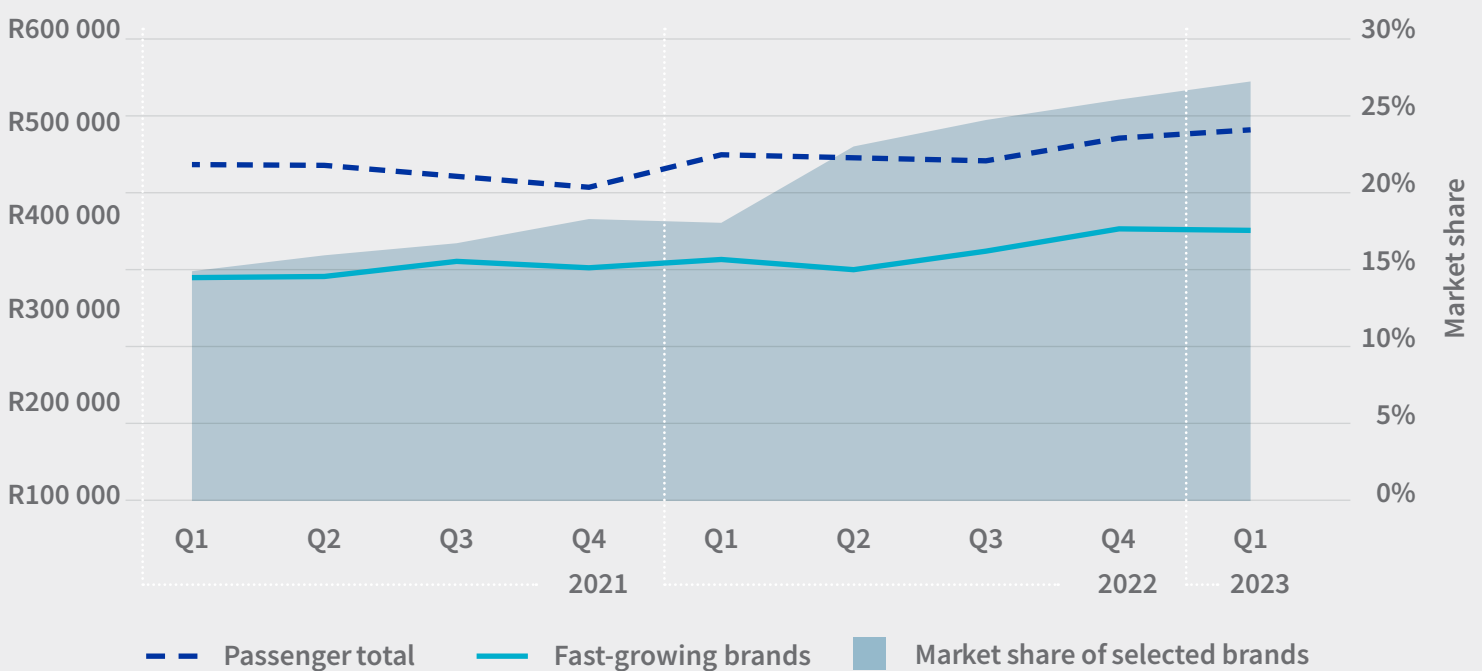


# Affordability drives growth of vehicle brands

The combined Weighted Average Price of five of the fastest-growing **Passenger brands** in South Africa is 25% below the market average, suggesting affordability is becoming a key factor in car purchases.

The combined market share of Chery and Haval (China), Mahindra (India), Nissan and Suzuki (Japan) climbed from 15% in Q1-2021 to 27% in Q1-2022. The fastest-growing five's combined market share has been above 25% for the last three quarters.

## Weighted Average Price – Passenger market vs five fast-growing brands



Five of the fastest-growing **Light Commercial brands** are Hino (Japan), JAC (China), Mahindra (India), Mitsubishi and Suzuki (both Japan), and their combined Weighted Average Price is consistently more than 20% below market average. The combined Light Commercial market share for these five brands has climbed from 4% in Q1-2021 to 10% in Q1-2022, while the combined market share has been around 10% for three of the last four quarters.

## Weighted Average Price – Light Commercial market vs five fast-growing brands

