

November 2025

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 Nov 2025

386 826 20.1% ↑
compared to YTD Nov 2024 (321 966)

2021202220232024

304 338363 681347 367351 551



Light Commercial Bakkies & Mini Buses - YTD Nov 2025

132 342 6.6% ↑
compared to YTD Nov 2024 (124 117)

2021202220232024

133 078135 711151 490133 251



Medium Trucks & Buses - YTD Nov 2025

7 551 6.9% ↑
compared to YTD Nov 2024 (7 064)

2021202220232024

7 5208 2978 2527 722



Heavy Trucks & Buses - YTD Nov 2025

21 247 -2.2% ↓
compared to YTD Nov 2024 (21 729)

2021202220232024

19 38621 64524 43823 453



New Vehicle Sales Totals and Export Sales

	Nov 2025		Nov 2024		Var %		Oct 2025		Nov 2025 YTD		Nov 2024 YTD		Var %	
	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp	Local	Exp
Passenger	39 158	20 681	35 287	22 950	11.0%	-9.9%	39 648	22 036	386 826	240 259	321 966	260 214	20.1%	-7.7%
Light CV < 3501kg	13 048	15 079	10 827	14 255	20.5%	5.8%	13 376	10 437	132 342	139 732	124 117	100 014	6.6%	39.7%
Medium CV 3501-8500kg	698	11	702	6	-0.6%	83.3%	777	32	7 551	123	7 064	56	6.9%	119.6%
Heavy CV 8501-16500kg	584	17	552	16	5.8%	6.2%	641	63	6 144	204	5 052	164	21.6%	24.4%
Extra Heavy CV > 16500kg	1 312	59	1 312	48	0.0%	22.9%	1 454	89	14 210	952	15 836	681	-10.3%	39.8%
Bus > 8500kg	96	1	103	10	-6.8%	-90.0%	77	4	893	45	841	45	6.2%	0.0%
Industry Total	54 896	35 848	48 783	37 285	12.5%	-3.9%	55 973	32 661	547 966	381 315	474 876	361 174	15.4%	5.6%

Total Vehicle Sales by Manufacturer (Top 15)		
* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
TOYOTA	13 576	6 453
SUZUKI AUTO	6 385	20
VOLKSWAGEN GROUP SA	6 044	11 536
FORD MOTOR COMPANY	3 095	8 107
HYUNDAI AUTOMOTIVE SOUTH AFRICA	3 051	-
GWM SA	2 534	12
CHERY AUTO SOUTH AFRICA	2 506	-
ISUZU MOTORS SOUTH AFRICA	2 124	455
KIA SOUTH AFRICA	1 828	-
RENAULT	1 415	-
OMODA AND JAECCO SOUTH AFRICA	1 408	-
MAHINDRA	1 403	-
NISSAN	1 330	616
BMW GROUP *	1 251	4 500
JETOUR SOUTH AFRICA	1 235	12

Total Commercial Vehicle Sales by Manufacturer (Top 15)		
* Sales are estimates ** Reported aggregate sales numbers only	Local	Exp
FAW TRUCKS	447	38
TOYOTA	361	6
ISUZU MOTORS SOUTH AFRICA	359	6
DAIMLER TRUCK SOUTHERN AFRICA	310	3
UD TRUCKS SOUTHERN AFRICA	213	10
VOLVO GROUP SOUTHERN AFRICA	180	2
SCANIA	137	3
MAN	124	-
POWERSTAR	98	2
SINOTRUK	74	-
MERCEDES-BENZ SA *	70	-
TATA	69	-
IVECO	54	-
VOLKSWAGEN GROUP SA	42	-
VECV SOUTH AFRICA	40	-

Total Vehicles Sales by Manufacturer

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
TOYOTA	13 215	6 447	361	6	13 576	6 453
SUZUKI AUTO	6 385	20	-	-	6 385	20
VOLKSWAGEN GROUP SA	6 002	11 536	42	-	6 044	11 536
FORD MOTOR COMPANY	3 078	8 107	17	-	3 095	8 107
HYUNDAI AUTOMOTIVE SOUTH AFRICA	3 048	-	3	-	3 051	-
GWM SA	2 534	12	-	-	2 534	12
CHERY AUTO SOUTH AFRICA	2 506	-	-	-	2 506	-
ISUZU MOTORS SOUTH AFRICA	1 765	449	359	6	2 124	455
KIA SOUTH AFRICA	1 828	-	-	-	1 828	-
RENAULT	1 415	-	-	-	1 415	-
OMODA AND JAECOO SOUTH AFRICA	1 408	-	-	-	1 408	-
MAHINDRA	1 403	-	-	-	1 403	-
NISSAN	1 330	616	-	-	1 330	616
BMW GROUP *	1 251	4 500	-	-	1 251	4 500
JETOUR SOUTH AFRICA	1 235	12	-	-	1 235	12
STELLANTIS	936	-	-	-	936	-
MG	618	-	-	-	618	-
MERCEDES-BENZ SA *	430	4 000	70	-	500	4 000
FAW TRUCKS	-	-	447	38	447	38
FOTON SOUTH AFRICA	407	-	20	-	427	-
DAIMLER TRUCK SOUTHERN AFRICA	-	-	310	3	310	3
HONDA	275	31	-	-	275	31
JAC MOTORS SOUTH AFRICA	239	-	14	-	253	-
UD TRUCKS SOUTHERN AFRICA	-	-	213	10	213	10
MAZDA SOUTHERN AFRICA	180	-	-	-	180	-
VOLVO GROUP SOUTHERN AFRICA	-	-	180	2	180	2
JAGUAR LAND ROVER	145	-	-	-	145	-
MITSUBISHI MOTORS SA	144	30	-	-	144	30
SCANIA	-	-	137	3	137	3
BAIC	124	-	-	-	124	-
MAN	-	-	124	-	124	-
POWERSTAR	-	-	98	2	98	2
CHANGAN MOTORS	97	-	-	-	97	-
PORSCHE *	85	-	-	-	85	-
SINOTRUK	-	-	74	-	74	-
VOLVO CARS	72	-	-	-	72	-
TATA	-	-	69	-	69	-
IVECO	-	-	54	-	54	-
SUBARU	48	-	-	-	48	-

Notes

- BMW South Africa (Pty) Limited will report sales information quarterly, in line with its global directive. Estimate sales are provided for Mercedes-Benz SA Ltd and Daimler Trucks and Buses SA (Pty) Ltd from Feb 2020 to Jun 2021. From Jul 2021 to Nov 2022, commercial market split estimates were provided. As from Dec 2022, Daimler Trucks will provide standard detail. Porsche, Bentley and Lamborghini, as of Dec 2022, are no longer reporting sales to naamsa. Estimated domestic new vehicle and export sales are provided for Porsche.

- 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

	Passenger LCV		Commercial		Total	
	Local	Exp	Local	Exp	Local	Exp
* Sales are estimates ** Reported aggregate sales numbers only						
VECV SOUTH AFRICA	-	-	40	-	40	-
BABCOCK	-	-	34	-	34	-
SHACMAN	-	-	24	18	24	18
PROTON SOUTH AFRICA	2	-	-	-	2	-
SCUDERIA SOUTH AFRICA	1	-	-	-	1	-

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