STATE OF THE AUTO SECTOR

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SOUTH AFRICAN AUTO WEEK
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GROWTH-DRIVEN SECTOR | MANUFACTURING AND AUTOMOTIVE HIGHLIGHTS

Ranked **51st** out of **153 countries** in the UNIDO Competitive Industrial Performance (CIP) Index

Manufacturing workers earned **R614 billion** in salaries and wages

Manufacturing contributed **13.0%** of gross domestic product (GDP)

Factories employed **1.6 million** workers

Exported **R403 billion** worth of machinery and complex manufactured products, accounting for **19.7%** of total goods exports.

Exporting a wide variety of vehicles to **148 countries**

SECTOR KPIs | VEHICLE PRODUCTION AND SALES PERFORMANCE

OUTLOOK

DOMESTIC SALES

2025 Projections
545 000 units

2024
515 83 units
-3.0%
Vs 2023
531 557 units

EXPORTS

2025 Projections
410 000 units

2024
390 845 units
-2.2%
Vs 2023
399 809 units

PRODUCTION

2024
599 755 units
-5.2%
Vs 2023
632 362 units

2025 Projections
625 000 units

IMPORTS

2024
304 255 units
+2.5%
Vs 2023
296 772 units

2025 Projections
320 000 units

OEM PRODUCTION, EXPORTS AND GLOBAL VEHICLE MARKET TRENDS

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VEHICLE EXPORTS | PROFILE AND RISK

TOP 5 RANKING EXPORTERS

2019	2020	2021	2022	2023
1. VW	1. VW	1. VW	1. VW	1. VW
2. MBSA	2. MBSA	2. Ford	2. MBSA	2. MBSA
3. BMW	3. BMW	3. Toyota	3. Ford	3. Toyota
4. Ford	4. Ford	4. BMW	4. BMW	4. BMW
5. Toyota	5. Toyota	5. MBSA	5. Toyota	5. Ford

EXPORTS BY REGION

Region	2019	2020	2021	2022	2023	% change 2023 / 2022
Europe	285,599	197,355	229,672	255,709	301,640	+18,0%
Asia	39,879	29,440	24,170	35,154	35,015	-0,4%
Africa	23,382	16,987	21,825	22,563	25,380	+12,5%
N. America	13,540	9,463	7,981	21,684	20,910	-3,6%
Australasia	17,350	13,698	10,621	12,389	12,483	+0,8%
C. America	5,651	3,156	3,045	2,759	2,952	+7,0%
S. America	1,691	1,188	706	1,527	1,214	-20,5%
TOTAL	**387,092**	**271,287**	**298,020**	**351,785**	**399,594**	**+13,6%**

TOP 6 EXPORT DESTINATIONS

Country	2023
Germany	85,776
UK	80,550
Japan	23,207
Italy	23,185
France	21,223
USA	19,590

TOTAL DESTINATION

148
COUNTRIES

SA Production Market Share in Africa

56%

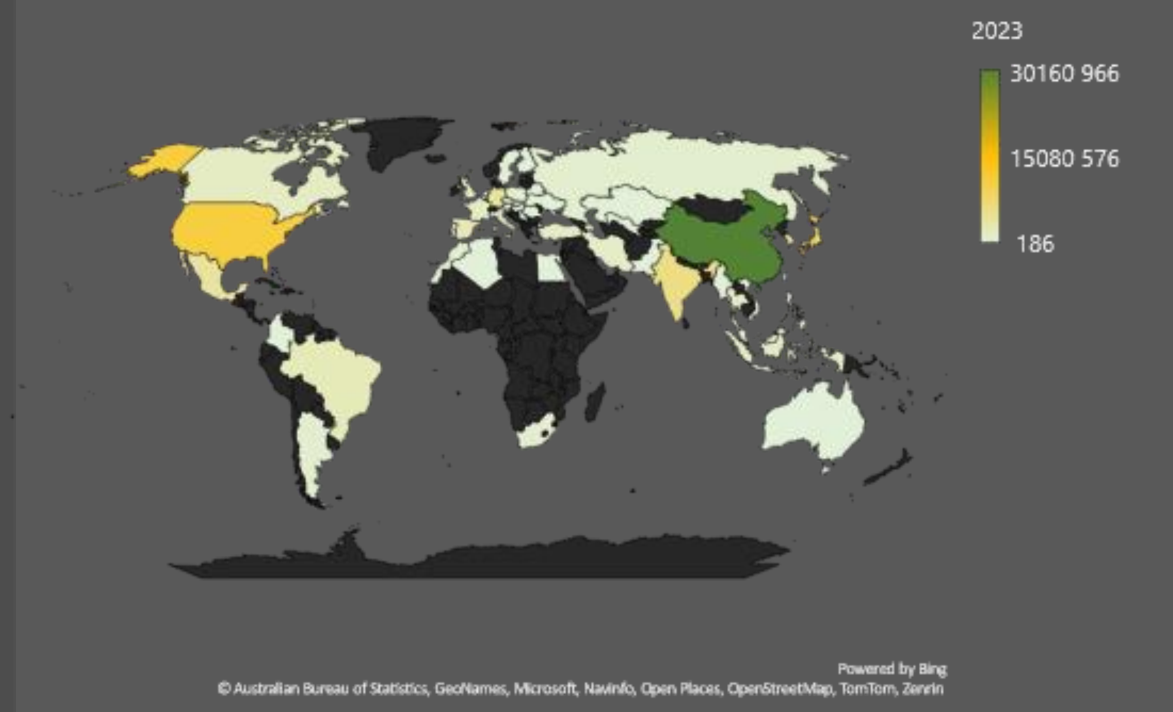
Light vehicle export as % of total LCV produced

66,5%

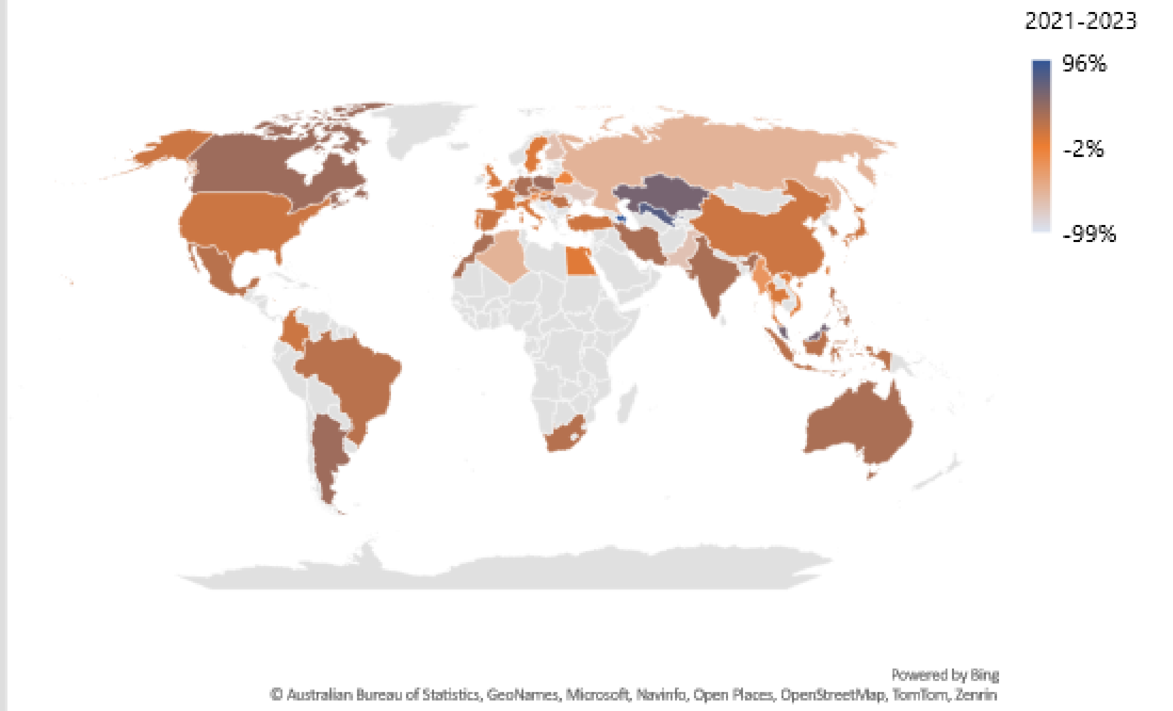
[2023]

GLOBAL VEHICLE MARKET | TRENDS AND INDICATORS

GLOBAL | Production



GLOBAL | Growth Centers



SA Global Production Ranking
22nd
[2023]

SA Production Market Share Globally
0,67%
[2023]

Global EV Sales
+35% to 14,2 mil units
Top seller – Tesla Model Y

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IMPORT VEHICLE MARKET TRENDS

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VEHICLE IMPORTS | PROFILE AND RISK

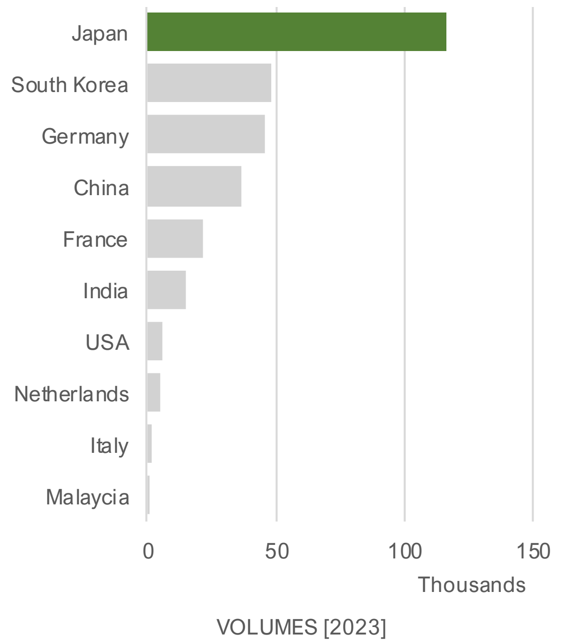
TOP 6 IMPORTING OEMS

OEMs	2019	2020	2021	2022	2023	% Share [2023]
SUZUKI AUTO	15,492	16,545	27,618	47,252	49,573	17%
TOYOTA	40,679	26,047	40,738	51,875	43,749	15%
HYUNDAI AUTOMOTIVE SOUTH AFRICA	30,265	24,914	29,814	32,479	28,181	9%
VOLKSWAGEN GROUP SA	32,087	23,541	27,662	29,397	25,735	9%
RENAULT	27,143	16,668	20,996	27,165	21,472	7%
KIA SOUTH AFRICA	14,219	11,169	18,439	20,693	17,342	6%

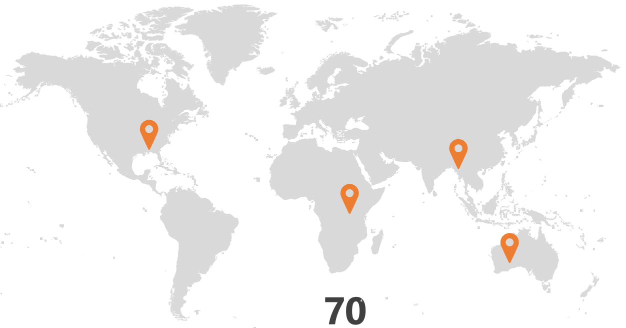
TOP 10 IMPORTS SOURCE

	2019	2020	2021	2022	2023	% Share – Rand Value
India	106,199	88,699	129,364	172,568	157,326	31,5%
China	11,443	10,427	21,517	35,052	39,308	8,6%
Japan	34,351	21,491	24,152	22,291	21,507	9,0%
Germany	36,760	21,660	19,801	20,356	21,017	12,5%
South Korea	26,828	14,854	17,478	19,490	13,771	3,2%
Spain	11,946	10,129	11,135	18,404	13,650	6,0%
UK	8,125	4,776	4,413	3,599	4,506	3,5%
USA	4,191	3,514	3,251	4,799	3,908	3,9%
Thailand	10,748	4,561	2,342	4,436	3,784	6,7%
France	5,059	2,110	2,184	2,896	2,228	0,65

VOLUME BY OEM HEAD OFFICE



TOTAL SOURCE COUNTRIES



70
COUNTRIES

MODEL DERIVATIVES

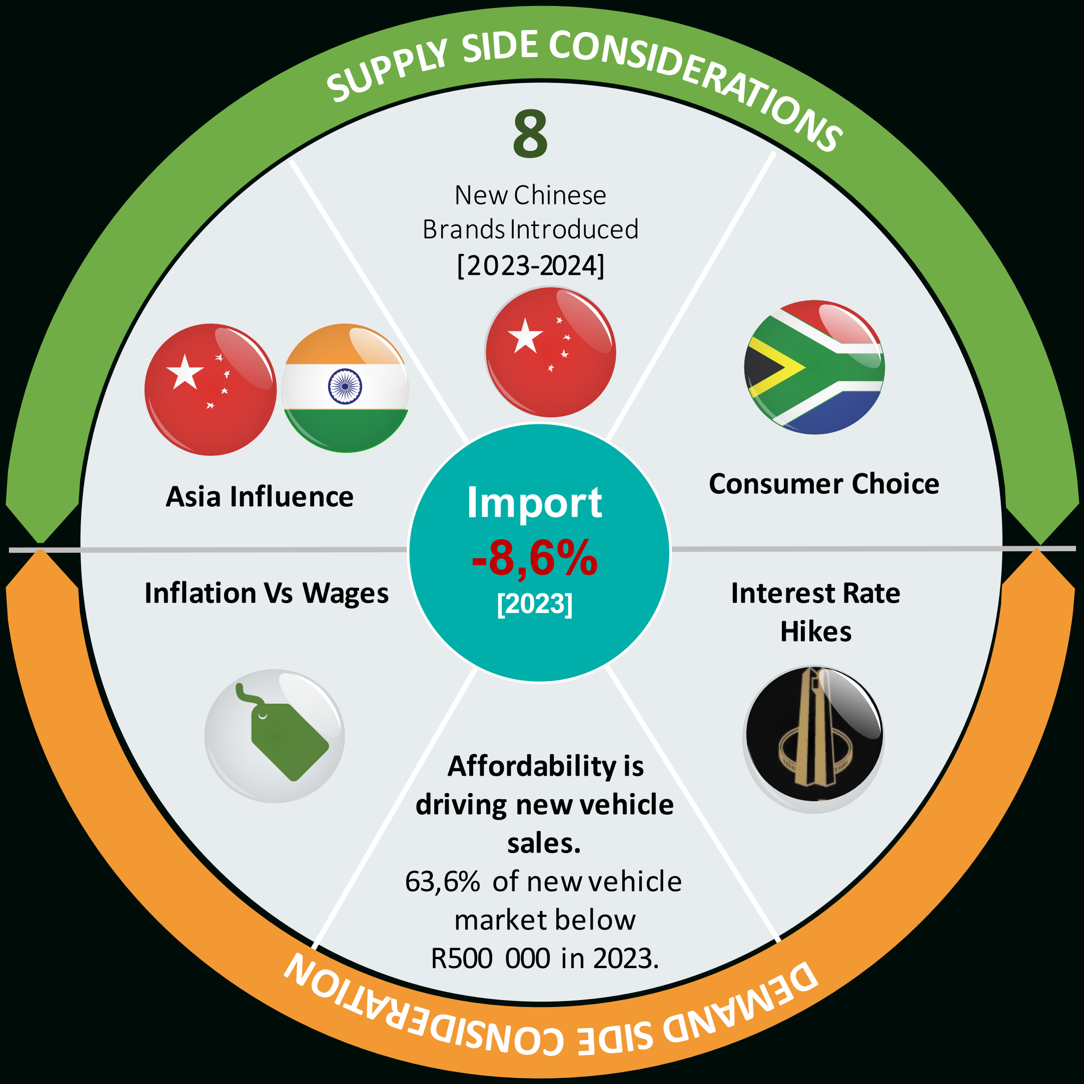
2,172

[53 Brands]

[2023]

LIGHT VEHICLE IMPORT | DRIVERS AND TRENDS

- Chinese and Indian imports increased between 2019 and 2023;
- India established by global brands as production hub for small car plants; and
- Chinese brands gain traction in view of affordable model options.



- Greatest selection of model derivatives compared to market size in the world.

  46 passenger car brands with 2,172 model derivatives; and

  23 bakkie brands with 525 model derivatives.

- 8 of the top 10 selling models were SA manufactured in 2023.

Source: **naamsa**, 2024

MEDIUM HEAVY COMMERCIAL VEHICLE MARKET TRENDS

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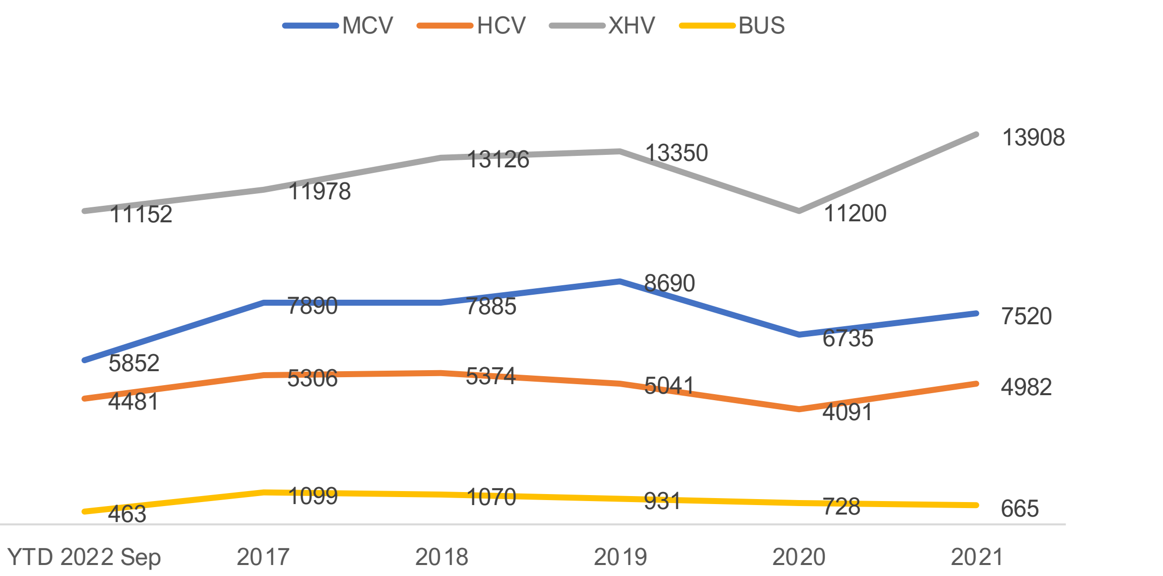
MHCV SEGMENT | PROFILE AND RISK

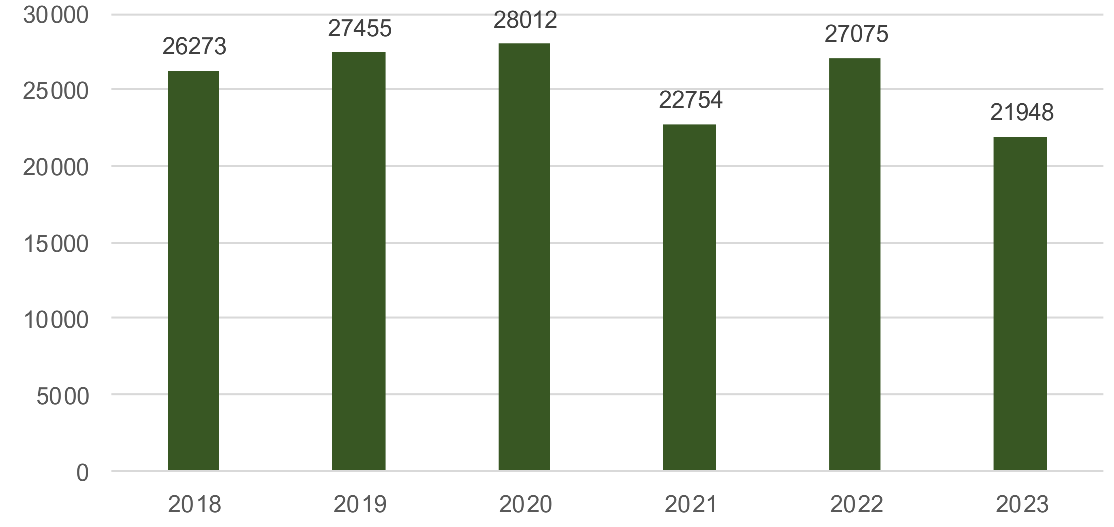
TOP 10 MHCV BRANDS

Heavy Commercials	2019	2020	2021	2022	2023	2022/2023 % Change
MERCEDES-BENZ Actros [XHV]	1,896	2,059	2,662	2,857	3,186	+11.5%
VOLVO FH [XHV]	2,163	1,498	1,987	2,283	2,317	+1.5%
SCANIA G-Series [XHV]	1,260	733	1,236	1,402	2,117	+51.0%
MAN TGS [XHV]	1,446	1,346	1,432	1,140	1,742	+52.8%
ISUZU N-Series [MCV]	1,949	1,302	1,553	1,709	1,631	-4.6%
FAW CA 28 [XHV]	179	304	437	884	1,490	+68.6%
HINO 300 Series [MCV]	1,647	1,123	1,422	1,512	1,344	-11.1%
UD TRUCKS Quester [XHV]	628	689	991	1,103	1,187	+7.6%
MERCEDES-BENZ Sprinter [MCV]	1,319	998	1,080	1,108	1,160	+4.7%
ISUZU F-Series [HCV]	1,281	877	1,181	1,170	1,112	-5.0%

SALES VOLUME PER MHCV CATEGORY



MHCV LOCAL MARKET



TRUCK AND BUS | NEV TRANSITIONAL REQUIREMENTS

1 CONTEXT

- The current focus of the NEV transitional requirements in South Africa is on passenger cars and light commercial vehicles eligible under the Automotive Production Development Programme Phase 2 [APDP2] in view of the developments in Europe to ban the sale of new ICE light vehicles by 2035;

2 NET ZERO AMBITIONS

- There is no dominant solution at present;
- The focus was on technologies such as electric, natural gas [LNG and CNG] and hydrogen as a pathway to net zero by 2050.

3 REGULATORY AND COMPLIANCE ENVIRONMENT

- Legislation changes were required to suit the special requirements of NEV truck and bus introductions relating to their overall length and weight as it would be more feasible to address legislation than changes to the product itself in view of the many product combinations available in the marketplace.

4 POSSIBLE GOVERNMENT SUPPORT

- Incentives would include license fees and toll fees, amongst others. A potential reduction in the import duty on trucks and buses to zero would be required for a window period to allow the domestic assembling truck and bus companies to bring in the technology for testing and development of suitable local solutions in the country.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