New Vehicle
Sales and Exports

October 2026

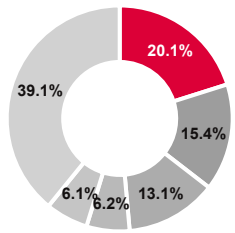
Industry total
+10.4 % YOY
61 890 units in October 2026

Passenger
+13.6 % YOY
45 084 units in October 2026

LCV
+2.2 % YOY
13 689 units in October 2026

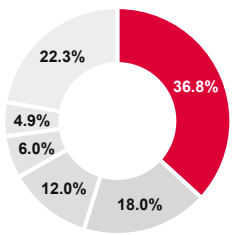
YTD Oct 2026
+12.3 %
554 081 units YTD

Passenger Market Share (45,084 units)



- Toyota 20.1%
- Suzuki 15.4%
- VW 13.1%
- Hyundai 6.2%
- Chery 6.1%
- Other 39.1%

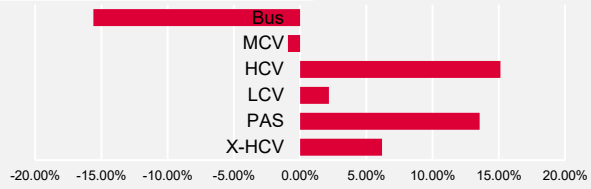
LCV Market Share (13,689 units)



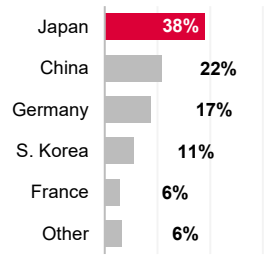
- Toyota 36.8%
- Ford 18.0%
- Isuzu 12.0%
- Mahindra 6.0%
- GWM 4.9%
- Other 22.3%

Top 5 OEM's market share for October 2026

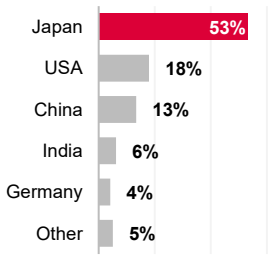
Segment Growth - Oct YoY%



PAS country Share – Oct 2026



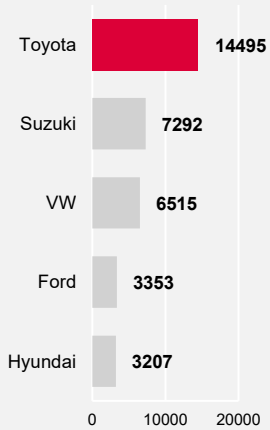
LCV country share – Oct 2026



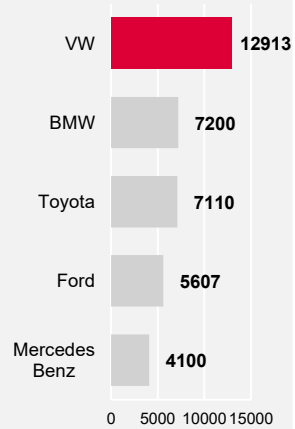
Key insights – Oct 2026

- PAS: Chinese brands (21.6%) remain #2 country group behind Japan (38.1%), ahead of Germany (17.3%). Chery Group alone = 13.4% of PAS.
- LCV: Japan dominates at 53.3% (Hilux + D-Max + Hi-Ace). USA (Ranger) at 18.0%. China at 13.4% via GWM P-Series, JAC, Foton, BYD Shark 6.
- Channel: 77.9% dealer, 16.5% rental. Exports +6.3% YoY, with Passenger (-1.5%) down and LCV (+24.3%) up.

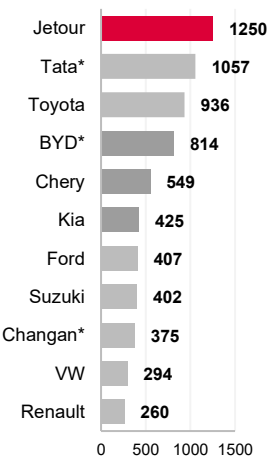
Top 5 Brands



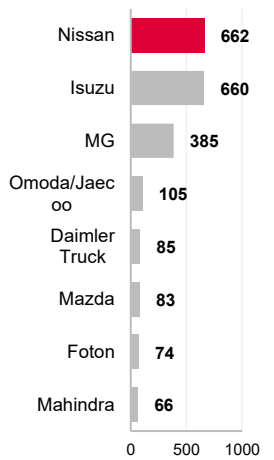
Top 5 Exports



Biggest Gainers – YOY



Biggest Decline - YOY



** New entrant - zero base in Oct 2025*

Supplied by Absa Vehicle Finance
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Your story matters