

Vehicle sales grow in commercial segments

According to the latest aggregated sales data from the National Association of Automobile Manufacturers of South Africa (Naamsa), sales growth was seen in a number of segments including light commercial vehicles (9.7%), medium commercial vehicles (8.5%) and heavy commercial vehicles (27%).



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Despite growth in the commercial segments, total passenger car sales fell 4.4%, year-on-year. Passenger car sales through the dealer channel slumped 5% – a shortfall that could not be counteracted by a growth of 26% for passenger cars through the rental channel.

Total sales through the rental channel grew 32.5%, year-on-year. Sales through the government channel also contributed to this month's result – with buying activity in light- medium- and heavy commercial vehicle segments contributing to a growth of 33%.

"The growth in the rental channel and commercial vehicle segments is indicative of these businesses entering their replacement cycles, acquiring new assets to refresh their fleets," said Rudolf Mahoney, head of brand and communications at WesBank.

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