

# Motor trade industry large sample survey, 2022

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Reference number	
Legal name	
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**stats sa**

Department:  
Statistics South Africa  
REPUBLIC OF SOUTH AFRICA

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## Purpose of the survey

The motor trade survey is conducted once every three to five years. The survey collects information about motor trade activities and related services. The collected information is used by government for policy formulation, decision-making and to monitor performance of the industry. These statistics can also be used in analysis of comparative business and investment decisions.

The results will be published in a statistical report (Report No. 63-01-02). These results will also be made available on our website: [www.statssa.gov.za](http://www.statssa.gov.za) and can be forwarded to you via email. Previous reports can also be viewed on this website.

## Collection authority

The information required is collected under section 16 of the Statistics Act (Act No. 6 of 1999). Your cooperation is sought in completing and returning this questionnaire by the due date. **According to the Act, the provision of the information sought is compulsory.**

## Confidentiality

Also, according to section 17 of the Statistics Act (Act No. 6 of 1999), your completed questionnaire will be **treated as strictly confidential** by Statistics South Africa (Stats SA). Results are presented in an aggregated form only.

## Protection of Personal Information Act

We confirm further that the Statistics Act is consistent with the conditions stipulated in the Protection of Personal Information Act (**POPIA**) (Act No. 04 of 2013)

## Reference period

This questionnaire must be completed for your financial year ending on any date between **01 July 2021 and 30 June 2022**.

## Due date

Please complete this questionnaire and return it by email or business reply service envelope to Stats SA by .....2023.

**Stats SA recommends that you retain a copy to refer to in the event of a query.**

## Help available

If you experience problems completing this questionnaire, or find that it will be difficult for you to meet the due date, please contact:

- Name:
- Telephone number:
- Email address:

**Person whom Stats SA should contact if any queries arise regarding the completed questionnaire:**

Name		Telephone number	
Position or title		Cellphone number	
Signature		Email address	
Date			

**Please note:**

- All figures should **exclude value added tax (VAT), discount allowed and discount received.**
- Only the **South African-based activities** of the enterprise should be included in the questionnaire.
- Information reported in this questionnaire should comply with South African Generally Accepted Accounting Practice (SA GAAP) or International Financial Reporting Standards (IFRS).
- The items listed under 'Include' and 'Exclude' are only examples and should not be taken as a complete list of items to be included or excluded.
- Report all monetary values in **rand thousands (R'000)**. For example, if the value is R6 000, write 6, if it is R79 000, write 79, if it is R1 980 000, write 1 980 and so on.

**Part 1 – General information****1. Registration of the business and the location of the business or head office**

Registered/legal name.....					
Trading name(s) .....					
Company registration number .....					
Income tax number .....					
VAT number.....					
Street/Plot number.....					
Street name .....					
Province.....					
Village/town/city .....					
Physical address postal code .....					
GPS coordinates.....	Latitude:				
	Longitude:				
Is the entity a franchise? (Mark the appropriate box with an 'X').....	YES		NO		

**2. Indicate your type of ownership or type of organisation (Mark the appropriate box with an 'X')**

Individual (Sole Proprietor) .....	
Partnership .....	
Public company (Ltd) .....	
Private company (Pty) Ltd .....	
Public corporation .....	
Close corporation (CC) .....	
Incorporated (Inc.).....	
Cooperative society (Co-op) .....	
State-owned enterprise (SOE)/parastatals.....	
Non-profit institution/company/organisation (section 21) .....	
Joint venture .....	
Trust .....	
Other (specify) .....	

### 3. Period covered by this questionnaire

**Note:**

This questionnaire should be completed for the financial year of the enterprise that **ends on any date between 01 July 2021 and 30 June 2022, according to your usual reporting schedule.**

**Examples**

- 01 August 2020 – 31 July 2021
- 01 October 2020 – 30 September 2021
- 01 January 2021 – 31 December 2021
- 01 February 2021 – 31 January 2022
- 01 March 2021 – 28 February 2022
- 01 April 2021 – 31 March 2022
- 01 July 2021 – 30 June 2022

Indicate the period covered by this questionnaire.

From							
D	D	M	M	Y	Y	Y	Y

To							
D	D	M	M	Y	Y	Y	Y

Indicate any **changes** that have occurred in this enterprise during the financial year: (Mark the appropriate box with an 'X') .....

Change of financial year	Takeover	Merger	Acquisition	New location	Name change	Liquidation	Closure	New company
Other (specify): .....								

Also indicate any **major events** that impacted significantly on sales of goods and services rendered: (Mark the appropriate box with an 'X') .....

Covid-19 pandemic (Lockdown)	Economic downturn	Fire	Natural disaster	Crime
Supply constraints	New contracts	Prices	Other (specify):.....	

### 4. Indicate the main activity, as well as any secondary activity/activities from which the enterprise derived its income during the reporting period

**Definition**

The **main activity** of the enterprise is the activity from which the largest part of its income is derived.

**Note:**

Describe the main and/or secondary activities as clearly as possible in the appropriate space.

4.1 Main activity:

.....	For official use	
.....	5-digit SIC	

4.2 Secondary activities:

.....	For official use	
.....	5-digit SIC	

**5. Information and communication technology (ICT) usage** (Mark the appropriate box with an 'X')

**Definitions**

**Computing device:** A device capable of receiving information (data) in a particular form and of performing a sequence of operations in accordance with a predetermined, but variable, set of procedural instructions (program), to produce a result in the form of information or signals. This includes a desktop, portable or handheld computer or device (e.g. personal digital assistants, smartphone, notebook), laptop or mainframe.

**Internet banking:** An electronic payment system that enables customers of a bank or other financial institutions to conduct a range of financial transactions through the financial institution's website.

**Electronic government (e-government):** The employment of the Internet for delivering government information and services to citizens, private companies and other public, profit, and non-profit organisations.

**Digital innovation:** The process of transforming a company's existing value chain with digital equivalents.

5.1 Does this enterprise use computing device for business purposes? .....

Yes	No
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5.2 Does this enterprise use the Internet for business purposes?.....

Yes	No
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5.3 If 'no', what factors prevent your company from using Internet or digital innovation?.....

Slow Internet connection	High price of data	Employees do not have the necessary skills to use Internet	ICT is not necessary to conduct our business	Other
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5.4 Which mode(s) of internet connectivity is (are) used for business purposes? (may choose more than one option)

Fibre	Fixed LTE	Fixed 5G	Other	None
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5.5 What are the main uses of internet or digital innovation in the enterprise? (may choose more than one option)

Email	Business promotions (advertising) (e.g. social networks, online market places)	e-government	e-learning	ICT-based supply chains (e.g. tracking systems) to conduct business	Information services
Internet banking	Virtual teams, remote working, telecommunity	VoIP (e.g. Skype, WhatsApp calling)	Receive orders/bookings	Place orders/bookings	Other (specify): _____

5.6 (a) Does this enterprise have a web page for business purposes?.....

Yes	No
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(b) If 'yes', what is the main purpose of the website? (may choose more than one option).....

Advertising of own business	Selling goods and services	Update clients with news related to your business	Other
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(c) Can financial transactions with your enterprise be undertaken on the website?.....

Yes	No
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5.7 Does this enterprise utilise an online/mobile application to receive orders?.....

Yes	No
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5.8 (a) Is the ICT department of this enterprise outsourced?.....

Yes	No
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(b) If 'yes', to what extent is ICT outsourced?.....

Fully	Partially
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5.9 (a) Does this enterprise plan to invest in ICT over the next three years?..... 

Yes	No
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(b) If 'yes', how much money will be allocated for this purpose? (select the appropriate option).....

Less than R5 million	More than R5 million, but less than	More than R10 million, but less than R20 million	More than R20 million, but less than	More than R50 million
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5.10 Did your business operations cater for any of the following working from home **models** during the financial period concerned?.....

Fully remote	Hybrid	Not applicable
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## 6. Exports and imports

### Note:

- If your enterprise either sold or purchased goods outside South Africa during the financial year, report the amounts received or paid.
- If your enterprise either provided or received services outside South Africa during the financial year, report the amounts received or paid.

### Exclude

Capital expenditure on assets.

R'000

6.1 Goods exported: Total amount received for goods sold outside South Africa

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Specify the nature and amount of the largest item included in 'Goods exported' in Question 6.1.

Description of goods exported

R'000

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R'000

6.2 Goods imported: Total amount paid for goods purchased outside South Africa

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Specify the nature and amount of the largest item included in 'Goods imported' in Question 6.2.

Description of goods imported

R'000

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R'000

6.3 Services exported: Total amount received for services rendered outside South Africa

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Specify the nature and amount of the largest item included in 'Services exported' in Question 6.3.

Type of services exported

R'000

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### Include

- Fees for training and management services provided to establishments outside South Africa.
- Total amount received from rendering services outside South Africa.

R'000

6.4 Services imported: Total amount paid for services rendered from outside South Africa

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Specify the nature and amount of the two largest items included in 'Services imported' in Question 6.4.

Type of services imported

R'000

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### Include

- Training, advertising, post, courier and telecommunication services, fees for management services and legal fees paid to establishments outside South Africa.
- Total amount paid to establishments outside South Africa for services received.

## Part 2 – Employment

### Definitions

- **Employee** is a person (permanently, temporarily or casually/seasonally employed) who normally works the agreed hours in his/her present job.
- **Full-time employees** are those (permanent, temporary or casual) who normally work the agreed hours i.e. **40 hours or more** per week.
- **Part-time employees** are those (permanent, temporary or casual) who usually work **less than 40 hours per week**.
- **Labour/employment brokers** are agents who recruit and administer workers on behalf of the enterprise. They do not provide any other service.

### 7. Number of employees who received salaries and wages for the last pay period ended on or before 30 June 2022

#### Include

- Directors who received a salary and/or a fee.
- Executive, managerial, casual and any other employees who received payment but are not included on the main payroll.
- Employees who were absent for part or all of the reference period but received payment through the payroll, including those who commenced or terminated employment.
- Employees on paid leave or on leave without payment.
- Employees paid on a commission basis and a retainer, wage or salary.
- Employees who received payment through the payroll from the Compensation Fund.
- Employees based abroad but paid from South Africa.
- Working proprietors of unincorporated businesses who received payment through the payroll.

#### Exclude

- Subcontractors and consultants.
- Labour/employment brokers (**include in Question 8**).
- Any employees who were not paid during the reference period.
- People paid by commission only, with no salary or wage component.
- Employees based in South Africa but paid from outside South Africa.

Employment	Male employees	Female employees	Total employees
Full-time			
Part-time			
<b>Total</b>			

### 8. Number of employees employed through labour/employment brokers for the last pay period ended on or before 30 June 2022.....

#### Exclude

- Employees of service providers.
- Employees of subcontractors other than labour/employment brokers.

**Part 3 – Income items**

9. Sales of goods, **excluding VAT and discount allowed (must correspond with Part 7, Question 45)** ..... R'000

- Include**
- Sales of goods.
  - Export sales and export freight charges.
  - Sales on long-term contracts, including progress payments billed.
  - Delivery and/or installation charges **if not invoiced separately.**
  - Railage and transport-out.

- Exclude**
- Value added tax (VAT).
  - Discount allowed.
  - Interest received (**include in Question 11.1**).

10. Services rendered, **excluding VAT and discount allowed (must correspond with Part 8, Question 49)** ..... R'000

- Include**
- Income and fees from services rendered or repairs.
  - Contract, subcontract and commission income.
  - Finance and insurance services (F&I).
  - Motor auctioneers.
  - Management fees/charges from related and unrelated establishments.
  - Subscription and membership fees.
  - Administrative and commission charges received as an agent.

- Exclude**
- Value added tax (VAT).
  - Discount allowed.
  - Interest received (**include in Question 11.1**).
  - Export freight charges (**include in Question 9**).

11. **Total other income (sum of Question 11.1 to Question 11.7)** ..... R'000

	R'000
11.1 Interest .....	
11.2 Rental, leasing and hiring income .....	
11.3 Dividends.....	
11.4 Profit on financial and other assets: disposal of assets, realisation for cash and revaluation of assets.....	
11.5 Profit on financial and other liabilities: redemption, liquidation and revaluation of liabilities .....	
11.6 Government subsidies and incentives received ( <b>only from South African government</b> ) .....	
11.7 Other income.....	

**Include**  
Any other income item not listed above in **Question 9 to Question 11.6**.

Specify the nature and amount of the two largest items included in 'Other income' in **Question 11.7**.

Description of other income	R'000

12. **Total income, excluding VAT and discount allowed (sum of Question 9 to Question 11)** ..... R'000

## Part 4 – Inventory

	R'000
13. Total opening values .....	
14. Total closing values .....	

## Part 5 – Expenditure items

	R'000
15. Purchases and transfers-in of goods, <b>excluding VAT and discount received (must correspond with Part 9, Question 103)</b> .....	

### **Include**

- Goods for resale not intended for packaging by this establishment.
- Goods intended for packaging by this establishment.
- Packaging and containers.
- Consumables, protective clothing, uniforms.
- Motor vehicle running expenditure, including parts and fuel **if part of operating expenditure**.

### **Exclude**

- Value added tax (**VAT**).
- Discount received.
- Subcontract and commission expenses (**include in Question 16.1**).
- Opening and closing inventory (**include in Part 4**).
- Railage and transport-out (**include in Question 20**).

### **Definition**

**Subcontracting** is the business practice where a business employs additional enterprises or independent individuals to carry out work or deliver a service on contract to assist the company with the completion of part or the overall project, task or activity.

	R'000
16. Total subcontractors and labour/employment brokers paid ( <b>sum of Question 16.1 to Question 16.2</b> ) .....	

### **Include**

- Commission paid (outside concerns).
- Payments for work outsourced on contract.

### **Exclude**

- Commission paid to own employees (**include in Question 17.1**).
- Payments for transport sub-contracted out (**include in Question 20**).

	R'000
16.1 Subcontractors, <b>excluding labour/employment brokers</b> .....	
16.2 Labour/employment brokers .....	

### **Definition**

**Employment costs** is the total cost of employment, including salaries, wages, service and other bonuses, allowances (including car allowances), overtime payments, retirement benefits, contributions to medical, pension and provident funds, unemployment insurance and accident funds, and housing subsidies.



R'000

17. Total staff related costs (sum of Question 17.1 to Question 17.2).....

R'000

17.1 Employment costs .....

**Include**

- Salaries and/or fees paid to directors, executives, non-executive directors and managers.
- Commission if a retainer, wage or salary was also paid.
- Employer's contribution to pension, provident, medical aid, sick pay and other funds, e.g. Unemployment Insurance Fund (UIF) and the Compensation Fund.
- Payments made from South Africa to employers or employees based abroad.
- Payments for all types of leave.
- Incentives payments for piecework, or profit-sharing schemes.
- Fringe benefits paid in cash, e.g. housing, mortgage and rent subsidies, transport and cellphone allowances.
- Allowances and penalty payments.
- Bonuses.
- Payments that were made during the reference period, but that relate to other pay periods, e.g. annual leave, thirteenth cheque and leave gratuity payments.

**Exclude**

- Severance, termination and redundancy payments (include in Question 17.2).
- Payments to subcontractors and consultants who are self-employed and not part of this enterprise (included in Question 16.1).
- Payments to labour/employment brokers (included in Question 16.2).
- Payments paid from abroad to employers or employees based in South Africa.
- Reimbursement of expenses, e.g. travel, entertainment, meals and other expenses.
- The imputed value of fringe benefits.
- Fringe benefits tax.
- Staff welfare including amenities (canteen, crèche, gym).

R'000

17.2 Severance, termination and redundancy payments.....

R'000

18. Leasing and hiring of plant, machinery, equipment and vehicles under operating leases....

**Exclude**

Rental on land and buildings (include in Question 19).

R'000

19. Rental and leasing of land, buildings and other structures under operating leases .....

20. Railage and transport-out.....

**Include**

- Freight (by rail, road, sea and air).
- Payments for transport subcontracted out.
- Distribution costs.
- Delivery charges if invoiced separately.
- Storage and warehousing.

21. Motor vehicle running expenditure ..... R'000

- Include**
- Fuel for other vehicles **not part of operation.**
  - Spare parts (if not part of operation) and repairs done by own employees.
  - Motor vehicle clearance fees.
  - Motor vehicle licence fees and permits.
  - Motor vehicle parking fees.

- Exclude**
- Fuel, lubricants (including oils), gas, tyres, tubes and spare parts, **if part of operating expenditure (included in Question 15).**

22. Total other expenditure (sum of Question 22.1 to Question 22.10) ..... R'000

	R'000
22.1 Interest (finance cost).....	<input type="text"/>
22.2 Insurance.....	<input type="text"/>
22.3 Levies paid .....	<input type="text"/>
22.4 Advertising, marketing, promotions.....	<input type="text"/>
22.5 Depreciation and amortisation .....	<input type="text"/>
22.6 Losses on foreign transactions resulting from changes in foreign exchange rates.....	<input type="text"/>
22.7 Losses on financial and other liabilities: redemption, liquidation and revaluation of liabilities .....	<input type="text"/>
22.8 Losses on financial and other assets: disposal of assets, realisation for cash and revaluation of assets .....	<input type="text"/>

- Include**
- Provision for bad debt and bad debt written off.
  - Assets written off.
  - Losses on share trading.
  - Impairment of assets.

	R'000
22.9 Utilities (water and electricity) .....	<input type="text"/>
22.10 Other expenditure .....	<input type="text"/>

- Include**  
Any other expenditure item not listed above in **Question 15 to Question 22.9.**

Specify the nature and amount of the two largest items included in 'Other expenditure' in **Question 22.10.**

Description of other expenditure	R'000

23. Total expenditure, excluding VAT and discount received (sum of Question 15 to Question 22) ..... R'000

## Part 6 – Profit or loss, company tax, dividends and capital expenditure on new assets for the financial year

**Note:**

- Provide the actual profit or loss figure as in the income statement of this enterprise for the reporting period.
- Report the result before taking into account the previous year's losses, if any.
- Loss should be indicated with a minus (-) or brackets.

	R'000
24. Net profit or loss <i>before tax</i> (Question 12 minus Question 13 plus Question 14 minus Question 23) .....	[ ]
25. Total company tax .....	[ ]
26. Net profit or loss <i>after tax</i> (Question 24 minus Question 25) .....	[ ]
27. Dividends paid or provided for .....	[ ]
28. Total capital expenditure on new assets (sum of Question 28.7, Column A plus column B)	[ ]

**Include:**

Assets acquired, renovations and additions during the financial period.

	Own assets (R'000) A	Right-of-use assets (leased) (R'000) B
28.1 Capital expenditure on land, buildings and construction works, road, parking areas and leasehold improvements .....	[ ]	[ ]
28.2 Capital expenditure on plant, machinery, furniture and fittings, construction equipment and other office equipment .....	[ ]	[ ]
28.3 Capital expenditure on computers, network equipment and other ICT equipment .....	[ ]	[ ]
28.4 Capital expenditure on motor vehicles, trucks, aircraft, boats, trailers, locomotives, fleet and other transport equipment (excluding inventory) .....	[ ]	[ ]
28.5 Capital work in progress (property, plant and equipment) .....	[ ]	[ ]
28.6 Capital expenditure on intangible assets (e.g. software, goodwill) .....	[ ]	[ ]
28.7 Other capital expenditure on new assets .....	[ ]	[ ]

Specify the nature and amount of the two largest items included in 'Other capital expenditure on new assets' in Question 28.7.

Description of other capital expenditure	R'000	R'000
[ ]	[ ]	[ ]
[ ]	[ ]	[ ]

28.8 Total capital expenditure on new (own and right-of-use (leased) assets (sum of column A and column B, Question 28.1 to 28.7)	[ ]	[ ]
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## Part 7 – Details of sales of goods

<b>Note:</b>						
<ul style="list-style-type: none"> <li>Report all monetary values in rand thousands (R'000).</li> <li>Total sales of goods, <b>Question 45, must correspond with the value reported in Part 3, Question 9.</b></li> <li>Also included is the <b>retail trade in automotive fuel, lubricating and cooling products, must be reported in Part 7 D.</b></li> </ul>						
Sales of goods	Wholesale income (R'000) (A)	Number of vehicles sold (B)	For office use	Retail income (R'000) (C)	Number of vehicles sold (D)	For office use
<b>A. Sales of new vehicles</b>						
<b>29. Total sales and number of new vehicles (sum of Columns A and B and C and D, Question 30 plus Question 31 plus Question 32 plus Question 33)</b>			<b>TOTAL 029W</b>			<b>TOTAL 029R</b>
<b>30. Sales and number of public transport type passenger motor vehicles (sum of Columns A and B and C and D, Question 30.1 to Question 30.4)</b>			<b>TOTAL 030W</b>			<b>TOTAL 030R</b>
30.1 Minibus taxis (9–16 people, including driver)			61181 0101			62281 0101
30.2 Minibus taxis (17–28 people, including driver)			61181 0102			62281 0102
30.3 Midibus taxis (29–35 people, including driver)			61181 0103			62281 0103
30.4 Buses			61181 0104			62281 0104
<b>31. Sales and number of passenger motor vehicles (sum of Columns A and B and C and D, Question 31.1 to Question 31.4)</b>			<b>TOTAL 031W</b>			<b>TOTAL 031R</b>
31.1 Sedans			61181 0105			62281 0105
31.2 Hatchbacks			61181 0106			62281 0106
31.3 Sport utility vehicles (SUVs), Multi-purpose vehicles (MPVs), Tough Utility vehicle (TUVs), Kool utility vehicle (KUVs) and Crossover Utility vehicles (XUVs)			61181 0111			62281 0111
31.4 Other cars, specify			61181 0107			62281 0107
<b>32. Sales and number of vehicles for the transport of goods (sum of Columns A and B and C and D, Question 32.1 to Question 32.3)</b>			<b>TOTAL 032W</b>			<b>TOTAL 032R</b>
32.1 Light commercial vehicles (LCVs) (e.g. vans, pickups, 'bakkies', panel vans)			61181 0108			62281 0108
32.2 Medium commercial vehicles (MCVs) (e.g. trucks, lorries)			61181 0109			62281 0109
32.3 Heavy commercial vehicles (HCVs) (e.g. truck-lorries, extra heavy trucks, crane lorries, road tractors for semi-trailers)			61181 0110			62281 0110

## Part 7 – Details of sales of goods (continued)

Sales of goods	Wholesale income (R'000) (A)	Number of vehicles sold (B)	For office use	Retail income (R'000) (C)	Number of vehicles sold (D)	For office use
<b>A. Sales of <i>new</i> vehicles (concluded)</b>						
<b>33. Sales and number of other vehicles (sum of Columns A and B and C and D, Question 33.1 to Question 33.4)</b>			<b>TOTAL 033W</b>			<b>TOTAL 033R</b>
33.1 Trailers and semi-trailers for the transport of goods (e.g. tankers, carriers)			61181 0113			62281 0113
33.2 Caravan-type trailers and semi-trailers used for housing or camping or transport of passengers			61181 0114			62281 0114
33.3 Motorcycles, including quad bikes (All-terrain vehicles - ATVs), side-by-sides, three-wheelers, scooters and sport, touring and special-purpose motorcycles			61181 0115			62281 0115
33.4 Other special purpose vehicles (e.g. ambulances, hearses, fire engines, golf carts)			61181 0116			62281 0116
<b>B. Sales of <i>used</i> vehicles</b>						
<b>34. Total sales and number of used vehicles (sum of Columns A and B and C and D, Question 35 plus Question 36 plus Question 37 plus Question 38)</b>			<b>TOTAL 034W</b>			<b>TOTAL 034R</b>
<b>35. Sales and number of public transport type passenger motor vehicles (sum of Columns A and B and C and D, Question 35.1 to Question 35.4)</b>			<b>TOTAL 035W</b>			<b>TOTAL 035R</b>
35.1 Minibus taxis (9–16 people, including driver)			61181 0201			62281 0201
35.2 Minibus taxis (17–28 people, including driver)			61181 0202			62281 0202
35.3 Midibus taxis (29–35 people, including driver)			61181 0203			62281 0203
35.4 Buses			61181 0204			62281 0204
<b>36. Sales and number of passenger motor vehicles (sum of Columns A and B and C and D, Question 36.1 to Question 36.4)</b>			<b>TOTAL 036W</b>			<b>TOTAL 036R</b>
36.1 Sedans			61181 0205			62281 0205
36.2 Hatchbacks			61181 0206			62281 0206
36.3 Sport utility vehicles (SUVs), Multi-purpose vehicles (MPVs), Tough Utility vehicle (TUVs), Kool utility vehicle (KUVs) and Crossover Utility vehicles (XUVs)			61181 0211			62281 0211
36.4 Other cars, specify			61181 0207			62281 0207

**Part 7 – Details of sales of goods (continued)**

Sales of goods	Wholesale income (R'000) (A)	Number of vehicles sold (B)	For office use	Retail income (R'000) (C)	Number of vehicles sold (D)	For office use
<b>B. Sales of used vehicles (concluded)</b>						
<b>37. Sales and number of vehicles for the transport of goods (sum of Columns A and B and C and D, Question 37.1 to Question 37.3)</b>			<b>TOTAL 037W</b>			<b>TOTAL 037R</b>
37.1 Light commercial vehicles (LCVs) (e.g. vans, pickups, 'bakkies', panel vans)			61181 0208			62281 0208
37.2 Medium commercial vehicles (MCVs) (e.g. trucks, lorries)			61181 0209			62281 0209
37.3 Heavy commercial vehicles (HCVs) (e.g. truck-lorries, extra heavy trucks, crane lorries, road tractors for semi-trailers)			61181 0210			62281 0210
<b>38. Sales and number of other vehicles (sum of Columns A and B and C and D, Question 38.1 to Question 38.4)</b>			<b>TOTAL 038W</b>			<b>TOTAL 038R</b>
38.1 Trailers and semi-trailers for the transport of goods (e.g. tankers, carriers)			61181 0213			62281 0213
38.2 Caravan-type trailers and semi-trailers used for housing or camping or transport of passengers			61181 0214			62281 0214
38.3 Motorcycles, including quad bikes (All-terrain vehicles - ATVs), side by sides, three-wheelers, scooters and sport, touring and special purpose motorcycles			61181 0215			62281 0215
38.4 Other special purpose vehicles (e.g. ambulances, hearses, fire engines, golf carts)			61181 0216			62281 0216
<b>39. Did this enterprise sell electric and hybrid motor vehicles this financial year? (Mark the appropriate box with an 'X')</b>					<b>Yes</b>	<b>No</b>
					<b>Number</b>	<b>R'000</b>
39.1 Passenger motor vehicles						
39.2 Other electric and hybrid motor vehicles, specify						

## Part 7 – Details of sales of goods (continued)

Sales of goods	Wholesale income (R'000) (A)	For office use	Retail income (R'000) (B)	For office use
<b>C. Sales of vehicle replacement components (spare parts), body parts and accessories</b>				
<b>40. Total sales of vehicle replacement components (spare parts), body parts and accessories (sum of Column A and B, Question 41 plus Question 42)</b>		<b>TOTAL 040W</b>		<b>TOTAL 040R</b>
<b>41. Sales of new vehicle parts and accessories (sum of Columns A and B, Question 41.1 to Question 41.2)</b>		<b>TOTAL 041W</b>		<b>TOTAL 041R</b>
41.1 Tyres and tubes		61159 0101		62259 0101
41.2 Vehicle spare parts, body parts and accessories (mechanical, electrical or electronic)		61181 0120		62281 0120
<b>42. Sales of used vehicle parts and accessories (sum of Columns A and B, Question 42.1 to Question 42.2)</b>		<b>TOTAL 042W</b>		<b>TOTAL 042R</b>
42.1 Tyres and tubes (e.g. retreads, rebuilt)		61159 0201		62259 0201
42.2 Vehicle spare parts, body parts and accessories (mechanical, electrical or electronic) (e.g. reconditioned, rebuilt, from scrapped end-of-life vehicles, wrecks)		61181 0220		62281 0220

**Part 7 – Details of sales of goods (concluded)**

Sales of goods	Income (R'000)	For office use
<b>D. Automotive fuel, lubricants, cooling and other automotive related products</b>		
<b>43. Total income from sales of automotive fuel, lubricants, cooling and other automotive related products (sum of Question 43.1 to Question 43.6)</b>		<b>TOTAL 0043</b>
43.1 Petrol		62299 0001
43.2 Diesel		62299 0002
43.3 Gas (Liquefied petroleum gas – LPG and compressed natural gas - CNG for fuel)		62299 0003
43.4 Oil, lubricants, greases and additives		62299 0004
43.5 Automotive (body) paints, paint removers, paint strippers and related chemical products		62264 0100
43.6 Tyre/tube puncture repair-kits, sealants and related materials		62259 0000
<b>E. Other products</b>		
<b>44. Total income from sales of other products (sum of Question 44.1 to Question 44.6)</b>		<b>TOTAL 0044</b>
44.1 Prepaid airtime including data (and SMS) bundles		62185 0000
44.2 Prepaid electricity		62197 0000
44.3 Food products (e.g. sweets, dairy, fruits, vegetables, bakery, prepared meals and dishes).		62120 0001
44.4 Beverages (hot and cold)		62126 0001
44.5 Tobacco and tobacco products		62128 0001
44.6 Sales of other goods		62199 0999

Specify the nature and amount of the two largest items included in 'Sales of other goods' in Question 44.6.

Description of sales of other goods	R'000

<b>45. Total sales of goods (sum of Question 29 plus Question 34 (Columns A and C) plus Question 39 plus Question 40 (Columns A and B) plus Question 43 plus Question 44) (must correspond with Part 3, Question 9)</b>		<b>TOTSALES</b>
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## Part 8 – Details of income from services rendered

**Note:**

- Report all monetary values in rand thousands (R'000).
- Total income from services rendered, **Question 49, must correspond with the value reported in Part 3, Question 10.**

Services rendered	Income (R'000)	For office use
<b>46. Total income from motor vehicle repair and maintenance services (sum of Question 46.1 to Question 46.15)</b>		<b>TOTAL 0046</b>
46.1 Ordinary interval servicing (e.g. preventative maintenance)		87141 0001
46.2 Mechanical repair and maintenance services (e.g. overhauling)		87141 0002
46.3 Repairs and maintenance of radiators		87141 0003
46.4 Repair services with reconditioned and rebuilt parts and accessories (e.g. engine and gearbox parts)		87141 0004
46.5 Repairs and maintenance of air-conditioning systems, including re-gas		87141 0016
46.6 Electrical system repair, battery charging services, including electronic fuel injection system repair services		87141 0005
46.7 Panel-beating and spray-painting (body repair services)		87141 0006
46.8 Windscreen and window fitment and repair services		87141 0007
46.9 Exhaust system fitment and repair services		87141 0008
46.10 Tyre and tube puncture repair and fitment services		87141 0010
46.11 Wheel balancing and alignment services		87141 0011
46.12 Anti-rust treatment services		87141 0012
46.13 Car wash, polishing, waxing, vacuuming and valet services		87141 0013
46.14 Emergency towing and roadside assistance as part of after-sale services		87141 0014
46.15 Installation of body parts and accessories		87141 0015
<b>47. Total income from other vehicle repair and maintenance services (sum of Question 47.1 to Question 47.2)</b>		<b>TOTAL 0047</b>
47.1 Motorcycle maintenance, mechanical and body repair services including emergency breakdown services as part of after-sales services		87142 0001
47.2 Maintenance and repair services of trailers, semi-trailers and other vehicles not elsewhere specified		87143 0001
<b>48. Total income from other services (sum of Question 48.1 to Question 48.4)</b>		<b>TOTAL 0048</b>
48.1 Vehicle auctioneering services		62581 0000
48.2 Fees received as commission agents, administrative and other services		62500 0000
48.3 Finance and insurance services (F&I)		71000 0000
48.4 Other services rendered		85999 9999

Specify the nature and amount of the two largest items included in 'Other services rendered' in **Question 48.4.**

Description of other services rendered	R'000
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>

<b>49. Total income from services rendered (sum of Question 46 plus Question 47 plus Question 48) (must correspond with Part 3, Question 10)</b>		<b>TOTALSERV</b>
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## Part 9 – Details of purchases and transfers-in of goods

<b>Note:</b>		
<ul style="list-style-type: none"> <li>• Report all monetary values in rand thousands (R'000).</li> <li>• Total purchases and transfers-in of goods, <b>Question 103, must correspond with the value reported in Part 5, Question 15.</b></li> </ul>		
<b>Purchases and transfers-in of goods</b>	<b>R'000</b>	<b>For office use</b>
<b>A. Purchases of <i>new</i> vehicles</b>		
<b>50. Total purchases of new vehicles (sum of Question 51 to Question 65)</b>		<b>TOTAL50</b>
<b>Public transport type passenger motor vehicles</b>		
51. Minibus taxis (9–16 people, including driver)		4911211
52. Minibus taxis (17–28 people, including driver)		4911212
53. Midibus taxis (29–35 people, including driver)		4911213
54. Buses		4911214
<b>Passenger motor vehicles</b>		
55. Sedans		4911311
56. Hatchbacks		4911312
57. Sport utility vehicles (SUVs), Multi-purpose vehicles (MPVs), Tough Utility vehicle (TUVs), Kool utility vehicle (KUVs) and Crossover Utility vehicles (XUVs)		4911314
58. Other cars, specify		4911313
<b>Vehicles for the transport of goods</b>		
59. Light commercial vehicles (LCVs) (e.g. vans, pickups, 'bakkies,' panel vans)		4911411
60. Medium commercial vehicles (MCVs) (e.g. trucks, lorries)		4911412
61. Heavy commercial vehicles (HCVs) (e.g. truck-lorries, extra heavy trucks, crane lorries, road tractors for semi-trailers)		4911413
<b>Other vehicles</b>		
62. Trailers and semi-trailers for the transport of goods (e.g. tankers, carriers)		4922911
63. Caravan-type trailers and semi-trailers used for housing or camping or the transport of passengers		4922211
64. Motorcycles, including quad bikes (All-terrain vehicles - ATVs), side by sides, three-wheelers, scooters and sport, touring and special purpose motorcycles		4991011
65. Other special purpose vehicles (e.g. ambulances, hearses, fire engines, golf carts)		4911011
<b>B. Purchases of <i>used</i> vehicles</b>		
<b>66. Total purchases of used vehicles (sum of Question 67 to Question 81)</b>		<b>TOTAL66</b>
<b>Public transport type passenger motor vehicle</b>		
67. Minibus taxis (9–16 people, including driver)		4911221
68. Minibus taxis (17–28 people, including driver)		4911222
69. Midibus taxis (29–35 people, including driver)		4911223
70. Buses		4911224

## Part 9 – Details of purchases and transfers-in of goods

Purchases and transfers-in of goods	R'000	For office use
<b>B. Purchases of <i>used</i> vehicles (concluded)</b>		
<b>Passenger motor vehicles</b>		
71. Sedans		4911321
72. Hatchbacks		4911322
73. Sport utility vehicles (SUVs), Multi-purpose vehicles (MPVs), Tough Utility vehicle (TUVs), Kool utility vehicle (KUVs) and Crossover Utility vehicles (XUVs)		4911324
74. Other cars, specify		4911323
<b>Vehicles for the transport of goods</b>		
75. Light commercial vehicles (LCVs) (e.g. vans, pickups, 'bakkies', panel vans)		4911421
76. Medium commercial vehicles (MCVs) (e.g. trucks, lorries)		4911422
77. Heavy commercial vehicles (HCVs) (e.g. truck-lorries, extra heavy trucks, crane lorries, road tractors for semi-trailers)		4911423
<b>Other vehicles</b>		
78. Trailers and semi-trailers for the transport of goods (e.g. tankers, carriers)		4922921
79. Caravan-type trailers and semi-trailers used for housing or camping or the transport of passengers		4922221
80. Motorcycles, including quad bikes (All-terrain vehicles - ATVs), side-by-sides, three-wheelers, scooters and sport, touring and special purpose motorcycles		4991021
81. Other special purpose vehicles (e.g. ambulances, hearses, fire engines, golf carts)		4911021
<b>C. Purchases of vehicle replacement components (spare parts), body parts and accessories</b>		
<b>82. Total purchases of motor vehicle parts and accessories (sum of Question 83 to Question 86)</b>		<b>TOTAL82</b>
<b>New vehicle parts and accessories</b>		
83. Tyres and tubes		3611010
84. Vehicle spare parts, body parts and accessories (mechanical, electrical or electronic)		4912910
<b>Used vehicle parts and accessories</b>		
85. Tyres and tubes (e.g. retreads, rebuilt)		3611020
86. Vehicle spare parts, body parts and accessories (mechanical, electrical or electronic)(e.g. reconditioned, rebuilt from scrapped end-of-life vehicles, wrecks)		4912920
<b>D. Automotive fuel, lubricants, cooling and other automotive related products</b>		
<b>87. Total purchases of automotive fuel, lubricants, cooling and other automotive related products (sum of Question 88 to Question 93)</b>		<b>TOTAL87</b>
88. Petrol		3331000
89. Diesel		3337000
90. Gas (Liquefied petroleum gas – LPG and compressed natural gas - CNG for fuel)		3340001
91. Oil, lubricants, greases and additives		3338000
92. Automotive (body) paints, paint removers, paint strippers and related chemical products		3511100
93. Tyre/tube puncture repair-kits, sealants and related materials		3611500

**Part 9 – Details of purchases and transfers-in of goods (concluded)**

Purchases and transfers-in of goods	R'000	For office use
<b>E. Other products</b>		
<b>94. Total other purchases (sum of Question 95 to Question 102)</b>		<b>TOTAL94</b>
<b>95.</b> Prepaid airtime including data (and SMS) bundles		8413100
<b>96.</b> Prepaid electricity		8631200
<b>97.</b> Food products (e.g. sweets, dairy, fruits, vegetables, bakery, prepared meals and dishes).		2000000
<b>98.</b> Beverages (hot and cold)		2400001
<b>99.</b> Tobacco and tobacco products		2500000
<b>100.</b> Containers and packaging materials, including pallets		9900001
<b>101.</b> Consumables (e.g. protective clothing, cleaning materials, small tools)		9900002
<b>102.</b> Other purchases and transfers-in of goods		9999999

Specify the nature and amount of the two largest items included in 'Other purchases and transfers-in of goods' in Question 102.

Description of other purchases and transfers-in of goods	R'000

	R'000	
<b>103. Total purchases and transfers-in of goods (sum of Question 50 plus Question 66 plus Question 82 plus Question 87 plus Question 94) (must correspond with Part 5, Question 15)</b>		<b>TOTPURC</b>

**Part 10 – Income from sales of goods and services rendered (by type of customer)****Note:**

Report all monetary values in rand thousands (R'000).

Income from sales of goods and services rendered (by type of customer)	Income (R'000)
104. Individuals and households	
105. Businesses (including NGOs)	
106. Government (national, provincial and local), including parastatals/SOEs	
<b>107. Total income from sales of goods and services rendered (by type of customer) (sum of Question 104 to Question 106) (must correspond with Part 3, Question 9 plus Question 10)</b>	

**Part 11 – Electricity generated by the enterprise**

108. Did the enterprise have any installed capacity for electricity generation during the financial year?.....

Yes	No
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Electricity generated	Megawatts (MW)	Megawatt-hours (MWh)	Cost (R'000)
108.1 Installed capacity for electricity generation at the end of the financial year.....			
108.2 Electricity the enterprise generated for own-consumption during the financial year.....			

**Part 12– Geographical distribution of the activities of this enterprise**

109. In the table below, indicate income from sales of goods, services rendered, number of employees, employment costs and detailed activity description of each establishment or branch by province, municipality, village, town or city where the activity took place

**Note:**  
Report the number of employees as on the last pay **period ended on or before 30 June 2022.**

Trading name of establishment(s)	Province	Local or metropolitan municipality	Village/town/city	Income from sales of goods and services rendered (R'000)	Number of employees	Employment costs (R'000)	Economic activity description	For office use 5-digit SIC
<b>Total:</b>								
				(must correspond with Part 3, Question 9 plus Question 10)	(must correspond with Part 2, Question 7)	(must correspond with Part 5, Question 17.1)		