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Statistical release

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Motor trade sales (Preliminary)

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Sales at current prices: results for April 2016

Table A – Key growth rates in motor trade sales at current prices

	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16
Year-on-year % change, unadjusted	2,2	1,2	-2,4	7,0	-3,3	9,0
Month-on-month % change, seasonally adjusted	1,2	0,2	-2,5	5,2	-3,3	3,4
3-month % change, seasonally adjusted 1/	0,1	0,1	0,4	0,5	0,3	2,4

1/ Percentage change between the previous 3 months and the 3 months ending in the month indicated.

Measured in nominal terms (current prices), motor trade sales increased by 9,0% year-on-year in April 2016. The largest annual growth rates were recorded for:

- used vehicle sales (20,3%);
- sales of accessories (13,0%);
- workshop income (11,9%); and
- new vehicle sales (11,5%) – see Table 5.

Seasonally adjusted motor trade sales increased by 3,4% in April 2016 compared with March 2016. This followed month-on-month changes of -3,3% in March 2016 and 5,2% in February 2016.

In the three months ended April 2016, seasonally adjusted motor trade sales increased by 2,4% compared with the previous three months.

Table B – Motor trade sales at current prices for the latest three months by type of activity

Type of activity	Feb – Apr 2015 (R million)	Weight	Feb – Apr 2016 (R million)	% change between Feb – Apr 2015 and Feb – Apr 2016	Contribution (% points) to the total % change
New vehicle sales	41 135	30,0	41 254	0,3	0,1
Used vehicle sales	26 003	19,0	28 994	11,5	2,2
Workshop income	8 914	6,5	9 540	7,0	0,5
Income from the sales of accessories	25 940	18,9	27 525	6,1	1,2
Income from fuel sales	30 101	22,0	30 024	-0,3	-0,1
Income from convenience store sales 1/	4 957	3,6	5 107	3,0	0,1
Total	137 048	100,0	142 444	3,9	3,9

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 3,9% in the three months ended April 2016 compared with the three months ended April 2015. The main contributors to this increase were:

- used vehicle sales (11,5% and contributing 2,2 percentage points); and
- sales of accessories (6,1% and contributing 1,2 percentage points) – see Table B.

Figure 1 – Motor trade sales at current prices

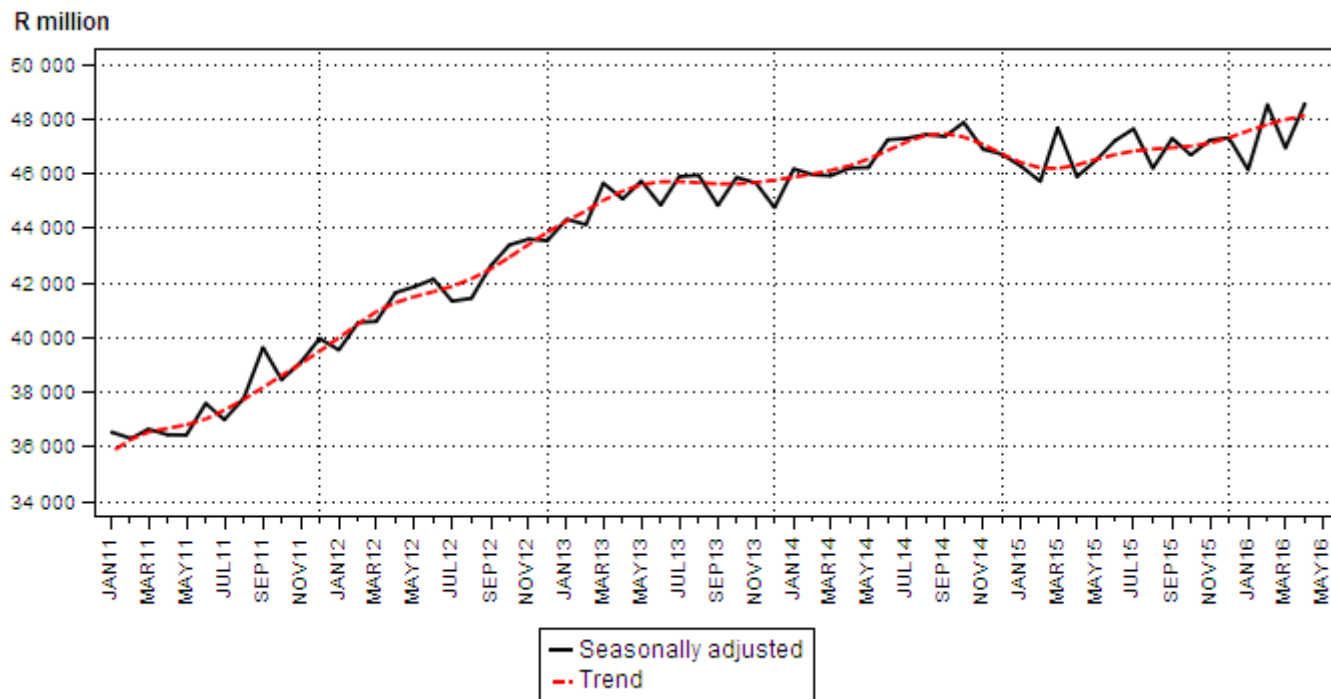
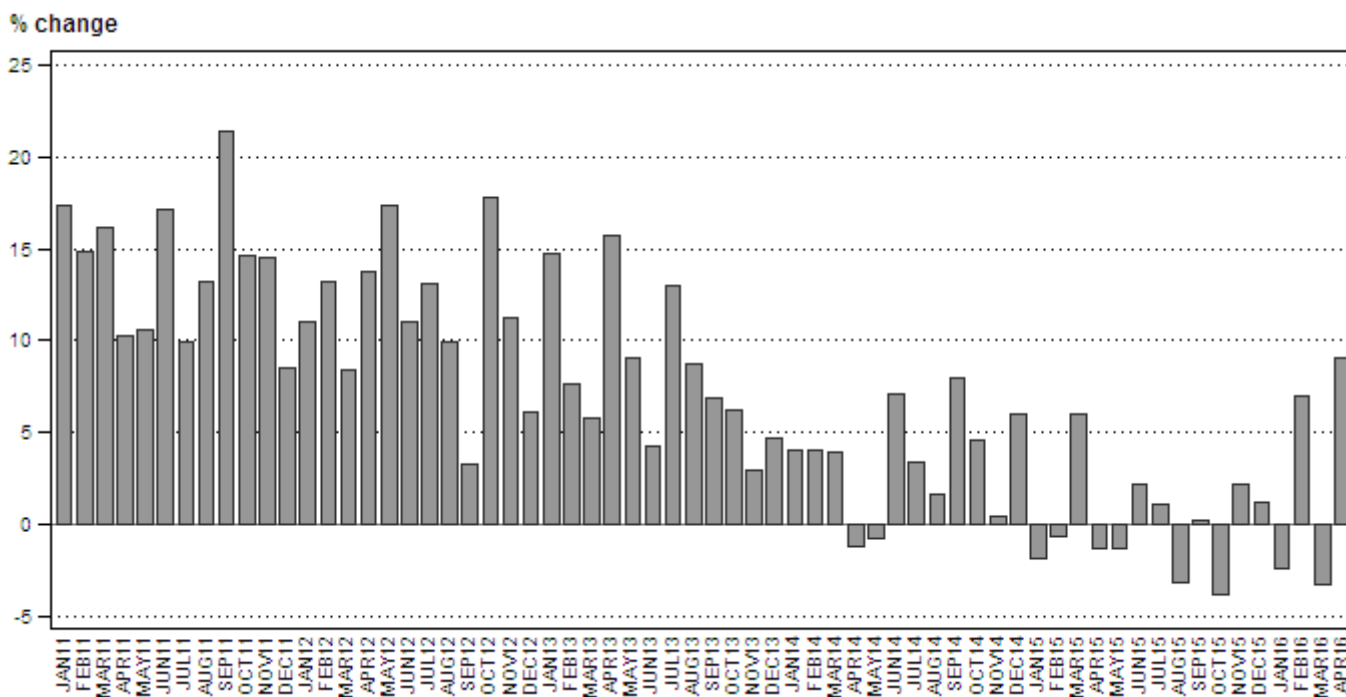


Figure 2 – Motor trade sales at current prices: year-on-year percentage change



PJ Lehohla
Statistician-General

Tables

Table 1 – Motor trade sales at current prices (R million)

Month	2010	2011	2012	2013	2014	2015	2016 1/
Jan	29 092	34 145	37 893	43 447	45 193	44 351	43 270
Feb	30 618	35 180	39 809	42 815	44 533	44 220	47 307
Mar	33 490	38 917	42 199	44 666	46 400	49 194	47 558
Apr	30 803	33 965	38 650	44 731	44 206	43 634	47 579
May	32 834	36 313	42 615	46 494	46 137	45 533	
Jun	32 007	37 467	41 589	43 348	46 439	47 460	
Jul	34 149	37 539	42 471	47 993	49 627	50 172	
Aug	34 823	39 432	43 317	47 088	47 823	46 295	
Sep	32 979	40 033	41 354	44 225	47 751	47 861	
Oct	33 651	38 562	45 407	48 207	50 432	48 494	
Nov	36 030	41 265	45 895	47 245	47 453	48 478	
Dec	35 636	38 653	41 003	42 931	45 515	46 072	
Total	396 112	451 471	502 202	543 190	561 509	561 764	

1/ Figures for latest month are preliminary.

Table 2 – Year-on-year percentage change in motor trade sales at current prices

Month	2011	2012	2013	2014	2015	2016	2016 year-to-date
Jan	17,4	11,0	14,7	4,0	-1,9	-2,4	-2,4
Feb	14,9	13,2	7,6	4,0	-0,7	7,0	2,3
Mar	16,2	8,4	5,8	3,9	6,0	-3,3	0,3
Apr	10,3	13,8	15,7	-1,2	-1,3	9,0	2,4
May	10,6	17,4	9,1	-0,8	-1,3		
Jun	17,1	11,0	4,2	7,1	2,2		
Jul	9,9	13,1	13,0	3,4	1,1		
Aug	13,2	9,9	8,7	1,6	-3,2		
Sep	21,4	3,3	6,9	8,0	0,2		
Oct	14,6	17,8	6,2	4,6	-3,8		
Nov	14,5	11,2	2,9	0,4	2,2		
Dec	8,5	6,1	4,7	6,0	1,2		
Total	14,0	11,2	8,2	3,4	0,0		

Table 3 – Seasonally adjusted motor trade sales at current prices

Month	R million				Month-on-month % change			
	2013	2014	2015	2016	2013	2014	2015	2016
Jan	44 332	46 171	46 272	46 141	1,8	3,2	-0,9	-2,5
Feb	44 134	45 956	45 719	48 519	-0,4	-0,5	-1,2	5,2
Mar	45 650	45 925	47 676	46 940	3,4	-0,1	4,3	-3,3
Apr	45 073	46 201	45 890	48 548	-1,3	0,6	-3,7	3,4
May	45 726	46 225	46 473		1,4	0,1	1,3	
Jun	44 848	47 240	47 204		-1,9	2,2	1,6	
Jul	45 895	47 288	47 639		2,3	0,1	0,9	
Aug	45 942	47 428	46 199		0,1	0,3	-3,0	
Sep	44 842	47 361	47 287		-2,4	-0,1	2,4	
Oct	45 862	47 872	46 684		2,3	1,1	-1,3	
Nov	45 659	46 896	47 227		-0,4	-2,0	1,2	
Dec	44 760	46 713	47 314		-2,0	-0,4	0,2	

Table 4 – Motor trade sales at current prices by type of activity (R million)

Type of activity	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16 1/
New vehicle sales	14 421	14 017	12 128	13 806	13 769	13 679
Used vehicle sales	8 893	8 241	8 398	9 536	9 729	9 729
Workshop income	3 283	2 810	2 624	3 122	3 279	3 139
Income from the sales of accessories	9 255	8 074	8 409	9 255	9 023	9 247
Income from fuel sales	10 928	11 069	10 073	9 924	9 976	10 124
Income from convenience store sales 2/	1 698	1 860	1 638	1 665	1 782	1 660
Total	48 478	46 072	43 270	47 307	47 558	47 579

1/ Figures are preliminary.

2/ Includes 'other' sales and trading income.

Table 5 – Year-on-year percentage change in motor trade sales at current prices by type of activity

Type of activity	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16
New vehicle sales	5,9	1,5	-10,3	2,8	-10,8	11,5
Used vehicle sales	0,8	3,3	2,5	10,1	5,1	20,3
Workshop income	9,0	7,5	-2,7	5,3	4,2	11,9
Income from the sales of accessories	11,0	10,7	4,0	9,3	-2,8	13,0
Income from fuel sales	-8,7	-7,0	-0,8	9,6	-4,2	-4,8
Income from convenience store sales 1/	-0,1	-2,9	-3,8	1,6	7,2	0,2
Total	2,2	1,2	-2,4	7,0	-3,3	9,0

1/ Includes 'other' sales and trading income.

Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices

Type of activity	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16
New vehicle sales	1,7	0,5	-3,1	0,9	-3,4	3,2
Used vehicle sales	0,1	0,6	0,5	2,0	1,0	3,8
Workshop income	0,6	0,4	-0,2	0,4	0,3	0,8
Income from the sales of accessories	1,9	1,7	0,7	1,8	-0,5	2,4
Income from fuel sales	-2,2	-1,8	-0,2	2,0	-0,9	-1,2
Income from convenience store sales 1/	0,0	-0,1	-0,1	0,1	0,2	0,0
Total	2,2	1,2	-2,4	7,0	-3,3	9,0

1/ Includes 'other' sales and trading income.

Survey information

Introduction	1	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see 4 below). This survey is based on a sample drawn from Stats SA's 2015 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
	2	In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.
Purpose of the survey	3	The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
Scope of the survey	4	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include: <ul style="list-style-type: none">• motor vehicle dealers, filling stations and workshops;• motor cycle dealers;• spares and accessories;• tyre dealers;• automotive electricians;• radiator repairs;• panel beaters and spray painters;• 'other' specialised motor repair services; and• 'other' motor trade.
Classification	5	The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities</i> (SIC), Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 <i>International Standard Industrial Classification of all Economic Activities</i> (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four digits) level.
Collection rate	6	The preliminary collection rate for the survey on motor trade sales for April 2016 was 86,0%. The improved collection rate for March 2016 was 89,0%.
Statistical unit	7	The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales and service activities.
Revised figures	8	Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.
Related publications	9	Users may also refer to the following publication available from Stats SA: <ul style="list-style-type: none">• <i>Stats in Brief</i> issued annually.

Seasonal adjustment	5	<p>Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the US Bureau of the Census. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be recognised more clearly. Seasonal adjustment does not aim to remove irregular or non-seasonal influences which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at:</p> <p>Click to Download Seasonal adjustment Motor Trade Sales July 2015</p>
Trend cycle	6	<p>The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.</p>
Reliability of estimates	7	<p>Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa. Estimates are subject to sampling and non-sampling errors.</p>
	8	<p>Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.</p>
Month-on-month percentage change	9	<p>The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.</p>
Year-on-year percentage change	10	<p>The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.</p>
Contribution (percentage points)	11	<p>The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of activity by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of activity to total motor trade sales in the corresponding period of the previous year.</p>

Glossary

Enterprise An enterprise is a legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities.

Industry An industry is made up of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts (SNA)* in the same way as in the *Standard Industrial Classification of all Economic Activities (SIC)*, Fifth Edition, Report No. 09-90-02 of January 1993.

Symbols and abbreviations

BSF	Business sampling frame
GDP	Gross domestic product
ISIC	International Standard Industrial Classification
IT	Income tax
Rm	Rand million
SIC	Standard Industrial Classification of all Economic Activities
SARS	South African Revenue Service
Stats SA	Statistics South Africa
VAT	Value added tax

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