

**STATISTICAL RELEASE**  
**P6343.2**

**Motor trade sales**  
**(Preliminary)**

**August 2016**

**Embargoed until:**  
**20 October 2016**  
**11:30**

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**FORTHCOMING ISSUE:**  
September 2016

**EXPECTED RELEASE DATE:**  
17 November 2016

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## Sales at current prices: results for August 2016

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

	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
Year-on-year % change, unadjusted	-3,9	7,6	6,8	0,2	-1,4	4,1
Month-on-month % change, seasonally adjusted	-2,8	3,7	0,3	-3,0	2,1	-3,7
3-month % change, seasonally adjusted 1/	-0,2	1,8	1,5	2,3	0,4	-1,5

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 4,1% year-on-year in August 2016. The largest annual growth rates were recorded for:

- used vehicle sales (13,7%);
- sales of accessories (12,7%); and
- workshop income (11,8%) – see Table 5.

Seasonally adjusted motor trade sales decreased by 3,7% in August 2016 compared with July 2016. This followed month-on-month changes of 2,1% in July 2016 and -3,0% in June 2016.

In the three months ended August 2016, seasonally adjusted motor trade sales decreased by 1,5% compared with the previous three months.

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

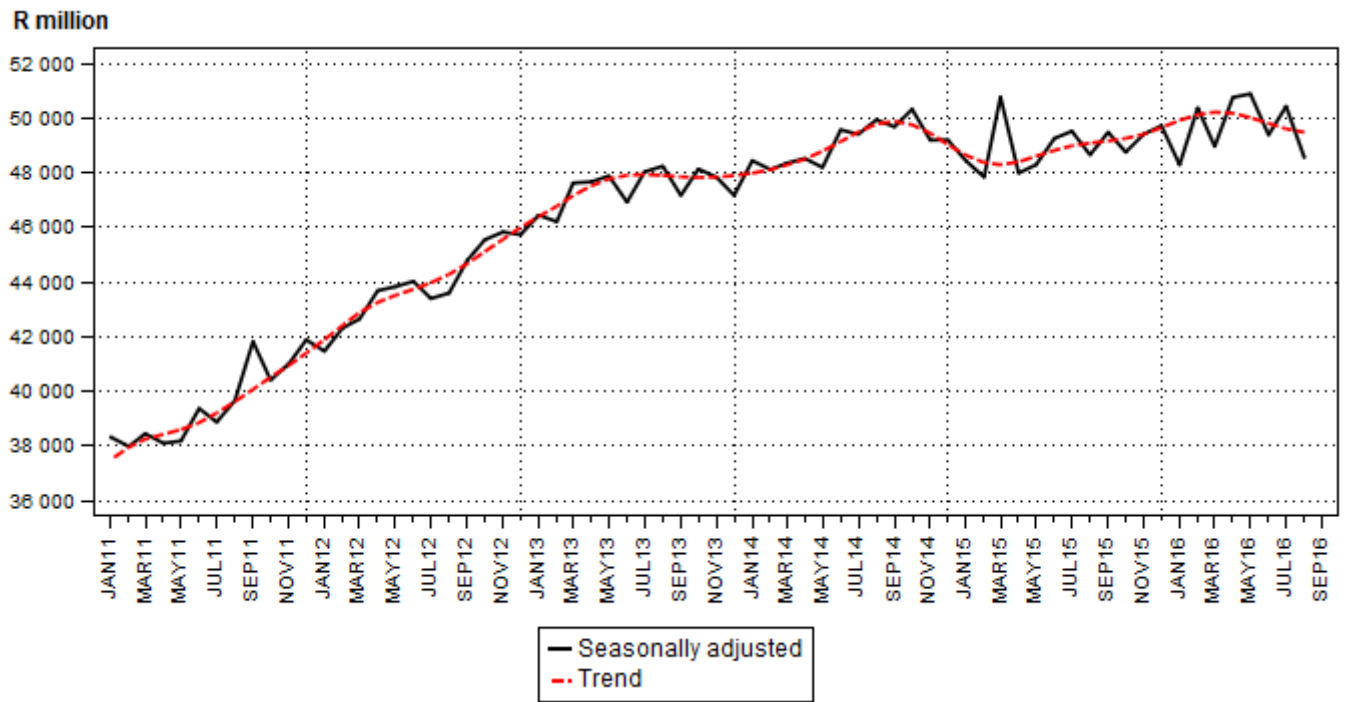
Type of activity	Jun – Aug 2015 (R million)	Weight	Jun – Aug 2016 (R million)	% change between Jun – Aug 2015 and Jun – Aug 2016	Contribution (% points) to the total % change
New vehicle sales	41 115	27,3	37 963	-7,7	-2,1
Used vehicle sales	26 890	17,8	29 417	9,4	1,7
Workshop income	8 735	5,8	9 228	5,6	0,3
Income from the sales of accessories	27 390	18,2	29 681	8,4	1,5
Income from fuel sales	41 166	27,3	39 997	-2,8	-0,8
Income from convenience store sales 1/	5 403	3,6	5 756	6,5	0,2
<b>Total</b>	<b>150 699</b>	<b>100,0</b>	<b>152 039</b>	<b>0,9</b>	<b>0,9</b>

1/ Includes 'other' sales and trading income.

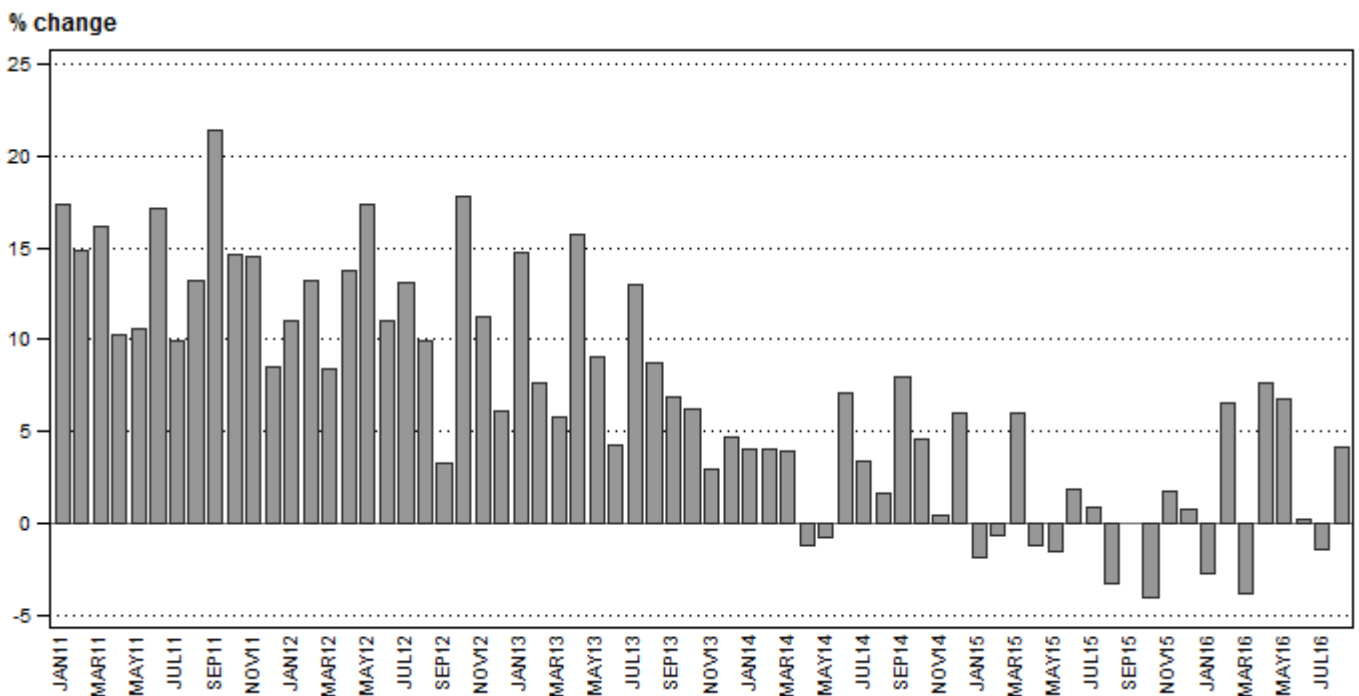
Motor trade sales increased by 0,9% in the three months ended August 2016 compared with the three months ended August 2015. The main positive contributors to this increase were:

- used vehicle sales (9,4% and contributing 1,7 percentage points); and
- sales of accessories (8,4% and contributing 1,5 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	30 521	35 823	39 755	45 582	47 413	46 530	45 212
Feb	32 123	36 909	41 765	44 919	46 721	46 392	49 391
Mar	35 135	40 829	44 272	46 861	48 680	51 611	49 595
Apr	32 316	35 634	40 549	46 929	46 378	45 825	49 328
May	34 448	38 097	44 709	48 778	48 403	47 629	50 867
Jun	33 579	39 308	43 632	45 478	48 720	49 618	49 734
Jul	35 827	39 383	44 557	50 351	52 065	52 544	51 798
Aug	36 534	41 369	45 446	49 402	50 172	48 537	50 507
Sep	34 599	42 000	43 386	46 398	50 097	50 088	
Oct	35 305	40 456	47 638	50 575	52 910	50 719	
Nov	37 800	43 292	48 150	49 566	49 785	50 612	
Dec	37 386	40 552	43 018	45 041	47 751	48 092	
<b>Total</b>	<b>415 573</b>	<b>473 652</b>	<b>526 877</b>	<b>569 880</b>	<b>589 095</b>	<b>588 197</b>	

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	-2,8	-2,8
Feb	14,9	13,2	7,6	4,0	-0,7	6,5	1,8
Mar	16,2	8,4	5,8	3,9	6,0	-3,9	-0,2
Apr	10,3	13,8	15,7	-1,2	-1,2	7,6	1,7
May	10,6	17,4	9,1	-0,8	-1,6	6,8	2,7
Jun	17,1	11,0	4,2	7,1	1,8	0,2	2,3
Jul	9,9	13,1	13,0	3,4	0,9	-1,4	1,7
Aug	13,2	9,9	8,7	1,6	-3,3	4,1	2,0
Sep	21,4	3,3	6,9	8,0	0,0		
Oct	14,6	17,8	6,2	4,6	-4,1		
Nov	14,5	11,2	2,9	0,4	1,7		
Dec	8,5	6,1	4,7	6,0	0,7		
<b>Total</b>	<b>14,0</b>	<b>11,2</b>	<b>8,2</b>	<b>3,4</b>	<b>-0,2</b>		

**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	46 443	48 438	48 432	48 289	1,6	2,7	-1,6	-2,9
Feb	46 207	48 112	47 836	50 370	-0,5	-0,7	-1,2	4,3
Mar	47 621	48 348	50 768	48 959	3,1	0,5	6,1	-2,8
Apr	47 662	48 518	47 984	50 752	0,1	0,4	-5,5	3,7
May	47 878	48 190	48 291	50 882	0,5	-0,7	0,6	0,3
Jun	46 923	49 566	49 251	49 379	-2,0	2,9	2,0	-3,0
Jul	48 029	49 403	49 515	50 425	2,4	-0,3	0,5	2,1
Aug	48 236	49 932	48 651	48 556	0,4	1,1	-1,7	-3,7
Sep	47 167	49 677	49 477		-2,2	-0,5	1,7	
Oct	48 130	50 320	48 753		2,0	1,3	-1,5	
Nov	47 831	49 190	49 410		-0,6	-2,2	1,3	
Dec	47 168	49 198	49 715		-1,4	0,0	0,6	

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

Type of activity	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16 1/
New vehicle sales	13 329	13 042	13 044	12 363	12 929	12 671
Used vehicle sales	9 760	9 617	9 792	9 576	9 993	9 848
Workshop income	3 127	2 994	3 057	3 061	3 035	3 132
Income from the sales of accessories	9 499	9 820	10 203	9 965	9 746	9 970
Income from fuel sales	11 896	12 010	12 950	12 873	14 148	12 976
Income from convenience store sales 2/	1 984	1 844	1 821	1 897	1 948	1 911
<b>Total</b>	<b>49 595</b>	<b>49 328</b>	<b>50 867</b>	<b>49 734</b>	<b>51 798</b>	<b>50 507</b>

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	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
New vehicle sales	-7,3	8,4	2,5	-9,7	-10,6	-2,3
Used vehicle sales	12,1	18,2	16,8	13,1	2,4	13,7
Workshop income	0,8	13,2	9,8	5,2	0,4	11,8
Income from the sales of accessories	2,3	14,7	15,8	9,2	3,4	12,7
Income from fuel sales	-15,8	-5,1	-1,5	-5,7	0,6	-3,5
Income from convenience store sales 1/	-2,0	2,7	2,4	7,2	7,3	5,2
<b>Total</b>	<b>-3,9</b>	<b>7,6</b>	<b>6,8</b>	<b>0,2</b>	<b>-1,4</b>	<b>4,1</b>

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	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16
New vehicle sales	-2,0	2,2	0,7	-2,7	-2,9	-0,6
Used vehicle sales	2,0	3,2	3,0	2,2	0,4	2,5
Workshop income	0,0	0,8	0,6	0,3	0,0	0,7
Income from the sales of accessories	0,4	2,7	2,9	1,7	0,6	2,3
Income from fuel sales	-4,3	-1,4	-0,4	-1,6	0,2	-1,0
Income from convenience store sales 1/	-0,1	0,1	0,1	0,3	0,3	0,2
<b>Total</b>	<b>-3,9</b>	<b>7,6</b>	<b>6,8</b>	<b>0,2</b>	<b>-1,4</b>	<b>4,1</b>

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 2016 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:
    - 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 *Standard Industrial Classification of all Economic Activities* (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 *International Standard Industrial Classification of all Economic Activities* (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 August 2016 was 81,7%. The improved collection rate for July 2016 was 85,0%.
- 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:
    - *Stats in Brief* issued annually.

- Rounding-off of figures** 10 Where figures have been rounded off, discrepancies may occur between sums of the component items and the totals.
- Historical data** 11 Historical motor trade data are available on the Stats SA website. To access the data electronically, use the following link:  
[http://www.statssa.gov.za/?page\\_id=1849](http://www.statssa.gov.za/?page_id=1849)
- Past publications** 12 Past motor trade releases are available on the Stats SA website. To access the releases electronically, use the following link:  
[http://www.statssa.gov.za/?page\\_id=1866&PPN=P6343.2&SCH=5722](http://www.statssa.gov.za/?page_id=1866&PPN=P6343.2&SCH=5722)

## Technical notes

- Survey methodology and design**
- 1 The survey is conducted monthly. Questionnaires are sent to a sample of 852 enterprises from a population of 10 788 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2 A stratified random sample was drawn in April 2016 from Stats SA's business sampling frame (BSF) at the SIC four-digit level. Strata were formed using a combination of Standard Industrial Classification and the measure of size classes for enterprises (see point 3 below).

The Neyman optimal allocation formula given below was used to allocate samples to each stratum.

$$n_h = n * ( N_h * S_h ) / [ \sum ( N_i * S_i ) ].$$

Neyman allocation formula not only allocates sample sizes to each stratum but also calculates the relative precision for each stratum as well as the relative precision for all strata. The relative precision for these strata was 4,0%.

- Class limits** 3 Each motor trade classification group (SIC at four digit level) is divided into four size groups. All large enterprises (size group one) are completely enumerated. Simple random sampling is applied to medium and small enterprises (size groups two, three and four). The total value of sales of the large enterprises (size group one) per classification group is added to the weighted totals of size groups two, three and four to reflect the total value of sales.

### Measure of size classes (Rand)

Enterprise size	Size group	Lower limits	Upper limits
Very small	4	1 780 071	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

- Sample weighting** 4 For those strata not completely enumerated, the weights to produce estimates are the inverse ratio of the sampling fraction, modified to take account of non-response in the survey. Stratum estimates are calculated and then aggregated with the completely enumerated stratum to form classification group estimates. These procedures are consistent with international best practice.



<b>Seasonal adjustment</b>	<b>5</b>	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: <a href="#">Click to Download Seasonal adjustment Motor Trade Sales July 2016</a>
<b>Trend cycle</b>	<b>6</b>	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.
<b>Reliability of estimates</b>	<b>7</b>	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.
	<b>8</b>	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.
<b>Month-on-month percentage change</b>	<b>9</b>	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.
<b>Year-on-year percentage change</b>	<b>10</b>	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.
<b>Contribution (percentage points)</b>	<b>11</b>	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.

## 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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