

# Retail trade in motor vehicles and accessories

## P6343.2

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## Contents

|  |
|--|
| Table 1 Actual values of motor trading income, excluding Value Added Tax, according to type of income (R'000)                            |
| Table 2 Percentage change in the actual values of motor trading income according to type of income                                       |
| Table 3 Seasonally adjusted values of motor trading income, excluding Value Added Tax, according to type of income (R'000)               |
| Table 4 Percentage change in the seasonally adjusted values of motor trading income according to type of income                          |
| Table 5 Other trading income and cash and credit sale transactions of vehicles, excluding Value Added Tax (R'000)                        |
| Table 6 Percentage change in the values of other trading income and cash and credit sale transactions of vehicles                        |
| Table 7 Income from the sales of new and used vehicles, excluding Value Added Tax, according to type of vehicle (R'000)                  |
| Table 8 Percentage change in the income from the sales of new and used vehicles, excluding Value Added Tax, according to type of vehicle |
| Table 9 Income from the sales of new vehicles, excluding Value Added Tax, according to type of vehicle (R'000)                           |
| Table 10 Percentage change in the income from the sales of new vehicles, excluding Value Added Tax, according to type of vehicle         |
| Table 11 Income from the sales of used vehicles, excluding Value Added Tax, according to type of vehicle (R'000)                         |
| Table 12 Percentage change in the income from the sales of used vehicles, excluding Value Added Tax, according to type of vehicle        |
| Table 13 Total number of new and used vehicles sold according to type of vehicle .....   |
| Table 14 Percentage change in the number of new and used vehicles sold according to type of vehicle                                      |
| Table 15 Number of new vehicles sold according to type of vehicle  |

|   |
|---|
| Table 16 Percentage change in the number of new vehicles sold according to type of vehicle  |
| Table 17 Number of used vehicles sold according to type of vehicle                          |
| Table 18 Percentage change in the number of used vehicles sold according to type of vehicle |
|   |
| <b>Additional information</b>   |
| Explanatory notes   |
| Technical note  |
| Glossary  |
| <b>For more information</b>   |

### Key figures regarding motor trading income for the month ended February 2001

| <b>Actual estimates</b>      | <b>February<br/>2001</b> | <b>% change<br/>between<br/>February 2000<br/>and<br/>February 2001</b> | <b>% change<br/>between<br/>December 1999 to<br/>February 2000<br/>and<br/>December 2000 to<br/>February 2001</b> | <b>% change<br/>between<br/>January 2000 to<br/>February 2000<br/>and<br/>January 2001 to<br/>February 2001</b> |
|------------------------------|--------------------------|---|---|---|
| <b>R million</b>             |                          |   |   |   |
| Income from the sales of new | 3 281                    | 31,9  | 35,1  | 36,0  |

|  |              |             |             |             |
|--|--------------|-------------|-------------|-------------|
| vehicles                               |              |             |             |             |
| Income from the sales of used vehicles | 1 726        | 18,6        | 24,2        | 24,5        |
| Workshop income                        | 903          | 4,5         | 8,1         | 7,8         |
| Other trading income                   | 1 791        | 11,9        | 16,0        | 15,9        |
| <b>Total motor trading income</b>      | <b>7 701</b> | <b>20,2</b> | <b>24,2</b> | <b>24,4</b> |

| <b>Seasonally adjusted estimates</b>   | <b>February 2001</b> | <b>% change between January 2001 and February 2001</b> | <b>% change between September 2000 to November 2000 and December 2000 to February 2001</b> |
|--|----------------------|--|--|
| <b>R million</b>                       |                      |  |  |
| Income from the sales of new vehicles  | 3 184                | 2,8  | 7,1  |
| Income from the sales of used vehicles | 1 699                | -5,4   | 6,7  |
| Workshop income                        | 841                  | -3,1   | -1,8   |
| Other trading income                   | 1 831                | -0,2   | 2,5  |

|                            |       |      |     |
|----------------------------|-------|------|-----|
| Total motor trading income | 7 555 | -0,5 | 4,8 |
|----------------------------|-------|------|-----|

**Key findings regarding motor trading income for the month ended February 2001**

**Total motor trading income increases**

*The seasonally adjusted total motor trading income of retailers in motor vehicles and accessories for the three months ended February 2001 increased by 4,8% compared with the previous three months. However, the seasonally adjusted total motor trading income for February 2001 showed a marginal decrease of 0,5% compared with January 2001.*

The increase of 4,8% in the seasonally adjusted total motor trading income for the three months ended February 2001 compared with the previous three months can be attributed to increases in the seasonally adjusted sales of new vehicles (+7,1%), used vehicles (+6,7%) and other trading income (2,5%). However, workshop income decreased by 1,8% during this period.

**Key findings regarding motor trade income for the first two months of 2001**

**Total motor trading income increases**

*The total motor trading income of retailers in motor vehicles and accessories for the first two months of 2001 increased by 24,4% compared with the first two months of 2000.*

This increase of 24,4% in the total motor trading income during this period, was mainly due to increases in the income from the sales of new vehicles (+36,0%), used vehicles (+24,5%), other trading income (+15,9%) and workshop income (+7,8%).

**Key figures regarding the number of vehicles sold for the month ended February 2001**

| Actual estimates |          | % change | % change | % change | % change |
|------------------|----------|----------|----------|----------|----------|
|                  | February | between  | between  | between  | between  |

|   | <b>2001</b>   | <b>January 2001<br/>and<br/>February 2001</b> | <b>February 2000<br/>and<br/>February 2001</b> | <b>December 1999<br/>to<br/>February 2000<br/>and<br/>December 2000<br/>to<br/>February 2001</b> | <b>January 2000 to<br/>February 2000<br/>and<br/>January 2001 to<br/>February 2001</b> |
|---|---------------|---|--|--|--|
| Number of new vehicles sold                       | 29 905        | 10,8  | 13,9   | 10,3   | 14,0   |
| Number of used vehicles sold                      | 26 895        | 0,3   | 1,5  | 1,9  | 4,2  |
| <b>Total number of new and used vehicles sold</b> | <b>56 800</b> | <b>5,6</b>                                    | <b>7,7</b>                                     | <b>6,1</b>   | <b>9,0</b>   |

#### **Key findings regarding the number of vehicles sold for the month ended February 2001**

##### **Total number of vehicles sold increases**

*The total number of new and used vehicles sold during February 2001 increased by 7,7% compared with February 2000. Furthermore, the total number of new and used vehicles sold during February 2001 increased by 5,6% compared with January 2001. This increase of 5,6% was mainly due to an increase of 10,8% in the number of new vehicles sold between these last two months.*

The increase of 7,7% in the total number of new and used vehicles sold during February 2001 compared with February 2000 can mainly be attributed to an increase of 13,9% in the number of new vehicles sold. This increase of 13,9% in the new vehicles sales was due to an increase of 31,3% in the number of new motor cars and minibuses sold. This increase was partially counteracted by decreases in the number of new commercial vehicles sold (-5,7%), motorcycles and scooters sold (-19,3%) and other new vehicles

sold (-68,4%).

### **Key findings regarding the number of vehicles sold for the first two months of 2001**

#### **Total number of vehicles sold increases**

*The total number of vehicles sold during the first two months of 2001 increased by 9,0% compared with the first two months of 2000 .*

The increase of 9,0% in the total number of vehicles sold was due to increases of 14,0% in the number of new vehicles sold and 4,2% in the number of used vehicles sold.

## **Notes**

| <b>Forthcoming issues</b>   | <b>Issue</b>   | <b>Expected release date</b>   |
|---|--|--|
|   | March 2001<br>April 2001<br>May 2001<br>June 2001<br>July 2001   | 24 May 2001<br>21 June 2001<br>26 July 2001<br>23 August 2001<br>20 September 2001 |
|   |  |  |
| <b>Purpose of the survey</b>  | The retail trade in motor vehicles and accessories survey is a monthly survey covering a sample of private enterprises (firms) operating in the motor trade industry in South Africa. The results of the survey are used to compile estimates of the Gross Domestic Product (GDP) and its components, which are used to develop and monitor government policy. Furthermore, these statistics are also used by the private sector in analyses of comparative business and industry performance. |  |
|   |  |  |
| <b>Re-engineered retail trade in motor vehicles and accessories</b> | Prior to January 2000, Stats SA collected and published information on retail trade in motor vehicles and accessories sales, including Value Added Tax (VAT). Due to users' needs, specifically compilers of National Accounts, Stats SA has overhauled and re-designed the retail trade in motor vehicles and accessories questionnaire. As   |  |

from January 2000, Stats SA collects information regarding retail trade in motor vehicles and accessories, excluding VAT. In order to provide users with a continuous time series, Stats SA calculated retail trade in motor vehicles and accessories, excluding VAT, for the period January 1992 to December 1999 which was published in the statistical release P6343.3 (entitled Retail trade in motor vehicles and accessories, January 1992 to December 1999) on 18 May 2000.

|   |  |  |                                       |
|---|--|--|---------------------------------------|
| <b>Changes in the numbering of tables</b> | It should be noted that the numbering of tables changed as from July 2000 as indicated in table A. |  |                                       |
|   | <b>Table A - Title of table according to new and old numbers</b>                                   |  |                                       |
|   | <b>New number (since July 2000)</b>  | <b>Title of table</b>  | <b>Old number (prior to May 2000)</b> |
|   | Table 1  | Actual values of motor trading income, excluding Value Added Tax, according to type of income (R'000)              | Table 1                               |
|   | Table 2  | Percentage change in the actual values of motor trading income according to type of income                         | Table 2                               |
|   | Table 3  | Seasonally adjusted values of motor trading income, excluding Value Added Tax, according to type of income (R'000) | Table 3                               |
|   | Table 4  | Percentage change in the seasonally adjusted values of motor trading income according to type of income            | Table 4                               |
|   | Table 5  | Other trading income and cash and credit sale transactions of vehicles, excluding Value Added Tax (R'000)          | Table 5                               |



|  |          |  |          |
|--|----------|--|----------|
|  | Table 6  | Percentage change in the values of other trading income and cash and credit sale transactions of vehicles                        | Table 6  |
|  | Table 7  | Income from the sales of new and used vehicles, excluding Value Added Tax, according to type of vehicle (R'000)                  | Table 7  |
|  | Table 8  | Percentage change in the income from the sales of new and used vehicles, excluding Value Added Tax, according to type of vehicle | New      |
|  | Table 9  | Income from the sales of new vehicles, excluding Value Added Tax, according to type of vehicle (R'000)                           | Table 8  |
|  | Table 10 | Percentage change in the income from the sales of new vehicles, excluding Value Added Tax, according to type of vehicle          | New      |
|  | Table 11 | Income from the sales of used vehicles, excluding Value Added Tax, according to type of vehicle (R'000)                          | Table 9  |
|  | Table 12 | Percentage change in the income from the sales of used vehicles, excluding Value Added Tax, according to type of vehicle         | New      |
|  | Table 13 | Total number of new and used vehicles sold according to type of vehicle  | Table 10 |
|  | Table 14 | Percentage change in the number of new and used vehicles sold according to type of vehicle                                       | New      |
|  | Table 15 | Number of new vehicles sold according to type of vehicle   | Table 11 |
|  | Table 16 | Percentage change in the number of new vehicles sold according to type of vehicle  | Table 12 |

|  |          |  |          |
|--|----------|--|----------|
|  | Table 17 | Number of used vehicles sold according to type of vehicle                          | Table 13 |
|  | Table 18 | Percentage change in the number of used vehicles sold according to type of vehicle | Table 14 |

**Table 1 - Actual values of motor trading income, excluding Value Added Tax, according to type of income (R' 000)**

| Year and month |     | Income from the sales of new vehicles | Income from the sales of used vehicles | Workshop income | Other trading income | Total motor trading income |
|----------------|-----|---------------------------------------|--|-----------------|----------------------|----------------------------|
|                |     |                                       |  |                 |                      |                            |
| 1999           | Jan | 1 861 811                             | 1 001 601                              | 695 208         | 1 414 494            | 4 973 114                  |
|                | Feb | 2 018 379                             | 1 103 499                              | 737 283         | 1 438 173            | 5 297 334                  |
|                | Mar | 2 068 134                             | 1 126 284                              | 724 654         | 1 452 508            | 5 371 580                  |
|                | Apr | 1 871 789                             | 1 047 812                              | 695 397         | 1 456 293            | 5 071 291                  |
|                | May | 1 982 911                             | 1 080 952                              | 721 514         | 1 490 807            | 5 276 185                  |
|                | Jun | 1 885 275                             | 1 072 013                              | 691 385         | 1 452 758            | 5 101 431                  |
|                | Jul | 2 200 392                             | 1 311 098                              | 710 118         | 1 452 587            | 5 674 195                  |
|                | Aug | 2 180 837                             | 1 370 074                              | 756 789         | 1 473 422            | 5 781 123                  |
|                | Sep | 2 219 856                             | 1 336 260                              | 748 158         | 1 514 618            | 5 818 893                  |

|      |              |                   |                   |                   |                   |                   |
|------|--------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|      | Oct          | 2 239 218         | 1 379 429         | 765 630           | 1 509 018         | 5 893 295         |
|      | Nov          | 2 191 214         | 1 349 899         | 784 835           | 1 543 720         | 5 868 668         |
|      | Dec          | 2 219 639         | 1 298 221         | 715 431           | 1 472 748         | 5 706 038         |
|      | <b>Total</b> | <b>24 939 455</b> | <b>14 477 143</b> | <b>8 746 402</b>  | <b>17 671 146</b> | <b>65 834 147</b> |
|      |              |                   |                   |                   |                   |                   |
| 2000 | Jan          | 2 064 423         | 1 292 342         | 742 236           | 1 457 490         | 5 556 491         |
|      | Feb          | 2 488 810         | 1 455 939         | 864 797           | 1 599 971         | 6 408 818         |
|      | Mar          | 2 582 654         | 1 380 169         | 809 782           | 1 585 135         | 6 357 740         |
|      | Apr          | 2 379 951         | 1 254 377         | 775 696           | 1 524 184         | 5 934 209         |
|      | May          | 2 786 602         | 1 404 441         | 854 159           | 1 712 834         | 6 788 036         |
|      | Jun          | 2 826 490         | 1 506 153         | 890 550           | 1 714 465         | 6 937 659         |
|      | Jul          | 2 888 756         | 1 574 009         | 852 499           | 1 714 341         | 7 029 605         |
|      | Aug          | 2 942 588         | 1 725 216         | 900 012           | 1 773 823         | 7 341 639         |
|      | Sep          | 2 910 104         | 1 647 622         | 868 805           | 1 733 145         | 7 159 676         |
|      | Oct          | 2 838 360         | 1 664 649         | 883 622           | 1 795 422         | 7 182 053         |
|      | Nov          | 2 940 836         | 1 811 064         | 901 495           | 1 867 747         | 7 521 142         |
|      | Dec          | 2 958 820         | 1 603 974         | 779 168           | 1 711 577         | 7 053 538         |
|      | <b>Total</b> | <b>32 607 694</b> | <b>18 319 955</b> | <b>10 122 821</b> | <b>20 190 134</b> | <b>81 270 606</b> |
|      |              |                   |                   |                   |                   |                   |
| 2001 | Jan          | 2 908 537         | 1 696 330         | 828 287           | 1 753 344         | 7 186 499         |

|  |     |           |           |         |           |           |
|--|-----|-----------|-----------|---------|-----------|-----------|
|  | Feb | 3 280 650 | 1 726 607 | 903 335 | 1 790 658 | 7 701 250 |
|--|-----|-----------|-----------|---------|-----------|-----------|

**Table 2 - Percentage change in the actual values of motor trading income according to type of income**

| Year <sup>1/</sup><br>and<br>month <sup>2/</sup> |     | Income from<br>the sales of new<br>vehicles | Income from the<br>sales of used<br>vehicles | Workshop<br>income | Other trading<br>income | Total motor<br>trading<br>income |
|--|-----|---|--|--------------------|-------------------------|----------------------------------|
|  |     |   |  |                    |                         |                                  |
| 1999   | Jan | -9,8  | 9,7  | 9,6                | -1,5                    | -1,4                             |
|  | Feb | -5,7  | 4,7  | 1,9                | -2,2                    | -1,7                             |
|  | Mar | -6,5  | 12,0   | 4,3                | -1,0                    | -0,1                             |
|  | Apr | -7,5  | 6,8  | 3,4                | -5,9                    | -3,0                             |
|  | May | -1,3  | 12,8   | 6,2                | -3,4                    | 1,7                              |
|  | Jun | -4,2  | 5,9  | 0,5                | -5,8                    | -2,1                             |
|  | Jul | -4,2  | 27,7   | -15,7              | -7,9                    | -1,2                             |
|  | Aug | 9,0   | 34,9   | 9,8                | -2,6                    | 10,8                             |
|  | Sep | 23,8  | 30,4   | 6,8                | 2,5                     | 16,5                             |
|  | Oct | 18,0  | 17,6   | 3,5                | -0,8                    | 10,6                             |

|      |              |             |             |             |             |             |
|------|--------------|-------------|-------------|-------------|-------------|-------------|
|      | Nov          | 16,0        | 13,7        | 5,7         | 1,7         | 10,0        |
|      | Dec          | 16,2        | 27,2        | -15,3       | 1,3         | 9,1         |
|      | <b>Total</b> | <b>3,0</b>  | <b>17,0</b> | <b>1,1</b>  | <b>-2,2</b> | <b>4,0</b>  |
|      |              |             |             |             |             |             |
| 2000 | Jan          | 10,9        | 29,0        | 6,8         | 3,0         | 11,7        |
|      | Feb          | 23,3        | 31,9        | 17,3        | 11,3        | 21,0        |
|      | Mar          | 24,9        | 22,5        | 11,7        | 9,1         | 18,4        |
|      | Apr          | 27,1        | 19,7        | 11,5        | 4,7         | 17,0        |
|      | May          | 40,5        | 29,9        | 18,4        | 14,9        | 28,7        |
|      | Jun          | 49,9        | 40,5        | 28,8        | 18,0        | 36,0        |
|      | Jul          | 31,3        | 20,1        | 20,1        | 18,0        | 23,9        |
|      | Aug          | 34,9        | 25,9        | 18,9        | 20,4        | 27,0        |
|      | Sep          | 31,1        | 23,3        | 16,1        | 14,4        | 23,0        |
|      | Oct          | 26,8        | 20,7        | 15,4        | 19,0        | 21,9        |
|      | Nov          | 34,2        | 34,2        | 14,9        | 21,0        | 28,1        |
|      | Dec          | 33,3        | 23,6        | 8,9         | 16,2        | 23,6        |
|      | <b>Total</b> | <b>30,7</b> | <b>26,5</b> | <b>15,7</b> | <b>14,3</b> | <b>23,4</b> |
|      |              |             |             |             |             |             |
| 2001 | Jan          | 40,9        | 31,3        | 11,6        | 20,3        | 29,3        |
|      | Feb          | 31,9        | 18,6        | 4,5         | 11,9        | 20,2        |

1/ The percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.

2/ The percentage change is the change in the actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.

**Table 3 - Seasonally adjusted values of motor trading income, excluding Value Added Tax, according to type of income (R'000)**

| Year and month |     | Income from the sales of new vehicles | Income from the sales of used vehicles | Workshop income | Other trading Income | Total motor trading income |
|----------------|-----|---------------------------------------|--|-----------------|----------------------|----------------------------|
|                |     |                                       |  |                 |                      |                            |
| 1999           | Jan | 1 983 744                             | 1 055 488                              | 727 654         | 1 477 137            | 5 244 023                  |
|                | Feb | 1 958 324                             | 1 081 757                              | 691 428         | 1 464 533            | 5 196 042                  |
|                | Mar | 1 981 488                             | 1 155 834                              | 722 059         | 1 485 876            | 5 345 257                  |
|                | Apr | 1 969 666                             | 1 121 047                              | 724 530         | 1 448 353            | 5 263 596                  |
|                | May | 1 967 703                             | 1 136 216                              | 719 620         | 1 457 469            | 5 281 008                  |
|                | Jun | 1 922 928                             | 1 086 933                              | 708 098         | 1 445 968            | 5 163 927                  |
|                | Jul | 2 075 062                             | 1 281 401                              | 706 771         | 1 442 687            | 5 505 921                  |
|                | Aug | 2 120 308                             | 1 298 904                              | 733 887         | 1 452 109            | 5 605 208                  |
|                | Sep | 2 221 093                             | 1 318 959                              | 747 438         | 1 517 876            | 5 805 366                  |

|      |     |           |           |         |           |           |
|------|-----|-----------|-----------|---------|-----------|-----------|
|      | Oct | 2 215 228 | 1 298 708 | 742 612 | 1 470 318 | 5 726 866 |
|      | Nov | 2 222 950 | 1 241 157 | 755 292 | 1 494 407 | 5 713 806 |
|      | Dec | 2 309 107 | 1 369 605 | 773 280 | 1 519 659 | 5 971 651 |
|      |     |           |           |         |           |           |
| 2000 | Jan | 2 195 121 | 1 365 917 | 776 539 | 1 523 842 | 5 861 419 |
|      | Feb | 2 411 760 | 1 430 378 | 807 237 | 1 635 012 | 6 284 387 |
|      | Mar | 2 466 317 | 1 408 983 | 805 881 | 1 616 822 | 6 298 003 |
|      | Apr | 2 506 517 | 1 344 345 | 808 679 | 1 513 442 | 6 172 983 |
|      | May | 2 763 053 | 1 488 978 | 853 585 | 1 671 454 | 6 777 070 |
|      | Jun | 2 893 526 | 1 521 214 | 910 638 | 1 700 953 | 7 026 331 |
|      | Jul | 2 731 883 | 1 537 250 | 851 804 | 1 702 538 | 6 823 475 |
|      | Aug | 2 853 100 | 1 635 035 | 869 888 | 1 746 687 | 7 104 710 |
|      | Sep | 2 897 942 | 1 625 418 | 867 271 | 1 739 679 | 7 130 310 |
|      | Oct | 2 834 038 | 1 570 625 | 860 413 | 1 754 397 | 7 019 473 |
|      | Nov | 2 987 410 | 1 663 433 | 868 579 | 1 807 927 | 7 327 349 |
|      | Dec | 3 056 818 | 1 688 006 | 841 200 | 1 768 533 | 7 354 557 |
|      |     |           |           |         |           |           |
| 2001 | Jan | 3 097 934 | 1 796 747 | 867 320 | 1 834 493 | 7 596 494 |
|      | Feb | 3 184 109 | 1 699 323 | 840 865 | 1 831 391 | 7 555 688 |

**Table 4 - Percentage change in the seasonally adjusted values of motor trading income according to type of income**

| Year and month <sup>1/</sup> |     | Income from the sales of new vehicles | Income from the sales of used vehicles | Workshop income | Other trading income | Total motor trading income |
|------------------------------|-----|---------------------------------------|--|-----------------|----------------------|----------------------------|
|                              |     |                                       |  |                 |                      |                            |
| 1999                         | Jan | -1,2                                  | -2,6                                   | -20,4           | -1,2                 | -4,7                       |
|                              | Feb | -1,3                                  | 2,5                                    | -5,0            | -0,9                 | -0,9                       |
|                              | Mar | 1,2                                   | 6,8                                    | 4,4             | 1,5                  | 2,9                        |
|                              | Apr | -0,6                                  | -3,0                                   | 0,3             | -2,5                 | -1,5                       |
|                              | May | -0,1                                  | 1,4                                    | -0,7            | 0,6                  | 0,3                        |
|                              | Jun | -2,3                                  | -4,3                                   | -1,6            | -0,8                 | -2,2                       |
|                              | Jul | 7,9                                   | 17,9                                   | -0,2            | -0,2                 | 6,6                        |
|                              | Aug | 2,2                                   | 1,4                                    | 3,8             | 0,7                  | 1,8                        |
|                              | Sep | 4,8                                   | 1,5                                    | 1,8             | 4,5                  | 3,6                        |
|                              | Oct | -0,3                                  | -1,5                                   | -0,6            | -3,1                 | -1,4                       |
|                              | Nov | 0,3                                   | -4,4                                   | 1,7             | 1,6                  | -0,2                       |
|                              | Dec | 3,9                                   | 10,3                                   | 2,4             | 1,7                  | 4,5                        |



|      |     |      |      |      |      |      |
|------|-----|------|------|------|------|------|
| 2000 | Jan | -4,9 | -0,3 | 0,4  | 0,3  | -1,8 |
|      | Feb | 9,9  | 4,7  | 4,0  | 7,3  | 7,2  |
|      | Mar | 2,3  | -1,5 | -0,2 | -1,1 | 0,2  |
|      | Apr | 1,6  | -4,6 | 0,3  | -6,4 | -2,0 |
|      | May | 10,2 | 10,8 | 5,6  | 10,4 | 9,8  |
|      | Jun | 4,7  | 2,2  | 6,7  | 1,8  | 3,7  |
|      | Jul | -5,6 | 1,1  | -6,5 | 0,1  | -2,9 |
|      | Aug | 4,4  | 6,4  | 2,1  | 2,6  | 4,1  |
|      | Sep | 1,6  | -0,6 | -0,3 | -0,4 | 0,4  |
|      | Oct | -2,2 | -3,4 | -0,8 | 0,8  | -1,6 |
|      | Nov | 5,4  | 5,9  | 0,9  | 3,1  | 4,4  |
|      | Dec | 2,3  | 1,5  | -3,2 | -2,2 | 0,4  |
|      |     |      |      |      |      |      |
| 2001 | Jan | 1,3  | 6,4  | 3,1  | 3,7  | 3,3  |
|      | Feb | 2,8  | -5,4 | -3,1 | -0,2 | -0,5 |

1/ The percentage change is the change in the seasonally adjusted values of the motor trading income of the relevant month compared with the seasonally adjusted values of the motor trading income of the previous month expressed as a percentage.

**Table 5 - Other trading income and cash and credit sale transactions of vehicles, excluding Value Added Tax (R '000)**

| Year and month |              | Other trading income            |                  |                            | Total cash and credit sale transactions of vehicles |
|----------------|--------------|---------------------------------|------------------|----------------------------|---|
|                |              | Sales of spares and accessories | Miscellaneous    | Total other trading income |   |
|                |              |                                 |                  |                            |   |
| 1999           | Jan          | 764 067                         | 650 427          | 1 414 494                  | 2 863 412   |
|                | Feb          | 785 715                         | 652 458          | 1 438 173                  | 3 121 878   |
|                | Mar          | 812 306                         | 640 202          | 1 452 508                  | 3 194 419   |
|                | Apr          | 746 731                         | 709 562          | 1 456 293                  | 2 919 601   |
|                | May          | 806 733                         | 684 074          | 1 490 807                  | 3 063 863   |
|                | Jun          | 758 058                         | 694 700          | 1 452 758                  | 2 957 288   |
|                | Jul          | 795 940                         | 656 647          | 1 452 587                  | 3 511 490   |
|                | Aug          | 779 468                         | 693 954          | 1 473 422                  | 3 550 911   |
|                | Sep          | 823 858                         | 690 760          | 1 514 618                  | 3 556 116   |
|                | Oct          | 777 550                         | 731 468          | 1 509 018                  | 3 618 647   |
|                | Nov          | 801 857                         | 741 863          | 1 543 720                  | 3 541 113   |
|                | Dec          | 734 404                         | 738 344          | 1 472 748                  | 3 517 860   |
|                | <b>Total</b> | <b>9 386 687</b>                | <b>8 284 459</b> | <b>17 671 146</b>          | <b>39 416 599</b>                                   |
|                |              |                                 |                  |                            |   |
| 2000           | Jan          | 709 426                         | 748 064          | 1 457 490                  | 3 356 765   |

|      |              |                  |                   |                   |                   |
|------|--------------|------------------|-------------------|-------------------|-------------------|
|      | Feb          | 784 985          | 814 986           | 1 599 971         | 3 944 049         |
|      | Mar          | 770 537          | 814 598           | 1 585 135         | 3 962 823         |
|      | Apr          | 721 044          | 803 140           | 1 524 184         | 3 634 328         |
|      | May          | 857 744          | 855 090           | 1 712 834         | 4 191 043         |
|      | Jun          | 858 388          | 856 077           | 1 714 465         | 4 332 643         |
|      | Jul          | 849 576          | 864 765           | 1 714 341         | 4 462 765         |
|      | Aug          | 869 463          | 904 360           | 1 773 823         | 4 667 804         |
|      | Sep          | 823 711          | 909 434           | 1 733 145         | 4 557 726         |
|      | Oct          | 848 439          | 946 983           | 1 795 422         | 4 503 009         |
|      | Nov          | 884 693          | 983 055           | 1 867 747         | 4 751 900         |
|      | Dec          | 758 836          | 952 741           | 1 711 577         | 4 562 794         |
|      | <b>Total</b> | <b>9 736 842</b> | <b>10 453 293</b> | <b>20 190 134</b> | <b>50 927 649</b> |
|      |              |                  |                   |                   |                   |
| 2001 | Jan          | 816 582          | 936 762           | 1 753 344         | 4 604 867         |
|      | Feb          | 853 837          | 936 821           | 1 790 658         | 5 007 257         |

**Table 6 - Percentage change in the values of other trading income and cash and credit sale transactions of vehicles**

| Year <sup>1/</sup> <sub>-</sub> | Other trading income | Total cash and |
|---------------------------------|----------------------|----------------|
|---------------------------------|----------------------|----------------|

| and<br>month <sup>2/</sup> |              |                                       |               |                               | credit sale<br>transactions of<br>vehicles |
|----------------------------|--------------|---------------------------------------|---------------|-------------------------------|--|
|                            |              | Sales of<br>spares and<br>accessories | Miscellaneous | Total other trading<br>income |  |
|                            |              |                                       |               |                               |  |
| 1999                       | Jan          | -2,2                                  | -0,5          | -1,5                          | -3,8                                       |
|                            | Feb          | -1,8                                  | -2,7          | -2,2                          | -2,3                                       |
|                            | Mar          | -1,8                                  | 0,0           | -1,0                          | -0,7                                       |
|                            | Apr          | -10,2                                 | -0,9          | -5,9                          | -2,9                                       |
|                            | May          | -6,2                                  | 0,2           | -3,4                          | 3,2  |
|                            | Jun          | -13,7                                 | 4,7           | -5,8                          | -0,8                                       |
|                            | Jul          | -12,2                                 | -2,0          | -7,9                          | 5,7  |
|                            | Aug          | -7,2                                  | 3,2           | -2,6                          | 17,8                                       |
|                            | Sep          | 1,5                                   | 3,7           | 2,5                           | 26,2                                       |
|                            | Oct          | -7,3                                  | 7,1           | -0,8                          | 17,9                                       |
|                            | Nov          | -4,7                                  | 7,8           | 1,7                           | 15,1                                       |
|                            | Dec          | -5,6                                  | 9,3           | 1,3                           | 20,0                                       |
|                            | <b>Total</b> | <b>-6,1</b>                           | <b>2,5</b>    | <b>-2,2</b>                   | <b>7,8</b>                                 |
|                            |              |                                       |               |                               |  |
| 2000                       | Jan          | -7,2                                  | 15,0          | 3,0                           | 17,2                                       |
|                            | Feb          | -0,1                                  | 24,9          | 11,3                          | 26,3                                       |

|      |              |            |             |             |             |
|------|--------------|------------|-------------|-------------|-------------|
|      | Mar          | -5,1       | 27,2        | 9,1         | 24,1        |
|      | Apr          | -3,4       | 13,2        | 4,7         | 24,5        |
|      | May          | 6,3        | 25,0        | 14,9        | 36,8        |
|      | Jun          | 13,2       | 23,2        | 18,0        | 46,5        |
|      | Jul          | 6,7        | 31,7        | 18,0        | 27,1        |
|      | Aug          | 11,5       | 30,3        | 20,4        | 31,5        |
|      | Sep          | 0,0        | 31,7        | 14,4        | 28,2        |
|      | Oct          | 9,1        | 29,5        | 19,0        | 24,4        |
|      | Nov          | 10,3       | 32,5        | 21,0        | 34,2        |
|      | Dec          | 3,3        | 29,0        | 16,2        | 29,7        |
|      | <b>Total</b> | <b>3,7</b> | <b>26,2</b> | <b>14,3</b> | <b>29,2</b> |
|      |              |            |             |             |             |
| 2001 | Jan          | 15,1       | 25,2        | 20,3        | 37,2        |
|      | Feb          | 8,8        | 14,9        | 11,9        | 27,0        |

1/ The percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.

2/ The percentage change is the change in the actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.

**Table 7 - Income from the sales of new and used vehicles, excluding Value Added Tax, according to type of vehicle (R'000)**

| Year and month |              | Motor cars and minibuses | Commercial vehicles and buses | Motor cycles and scooters | Other new and used vehicles | Total income from the sales of new and used vehicles |
|----------------|--------------|--------------------------|-------------------------------|---------------------------|-----------------------------|--|
|                |              |                          |                               |                           |                             |  |
| 1999           | Jan          | 2 082 526                | 743 685                       | 22 204                    | 14 997                      | 2 863 412  |
|                | Feb          | 2 258 089                | 826 314                       | 17 134                    | 20 340                      | 3 121 878  |
|                | Mar          | 2 301 408                | 856 817                       | 17 623                    | 18 571                      | 3 194 419  |
|                | Apr          | 2 140 071                | 748 930                       | 14 522                    | 16 077                      | 2 919 601  |
|                | May          | 2 251 701                | 780 070                       | 14 149                    | 17 943                      | 3 063 863  |
|                | Jun          | 2 129 642                | 782 664                       | 23 393                    | 21 588                      | 2 957 288  |
|                | Jul          | 2 555 823                | 915 049                       | 21 081                    | 19 538                      | 3 511 490  |
|                | Aug          | 2 595 410                | 914 401                       | 22 273                    | 18 826                      | 3 550 911  |
|                | Sep          | 2 555 940                | 966 247                       | 16 637                    | 17 293                      | 3 556 116  |
|                | Oct          | 2 750 092                | 825 024                       | 17 305                    | 26 226                      | 3 618 647  |
|                | Nov          | 2 696 979                | 802 514                       | 17 828                    | 23 793                      | 3 541 113  |
|                | Dec          | 2 666 842                | 817 694                       | 19 143                    | 14 180                      | 3 517 860  |
|                | <b>Total</b> | <b>28 984 523</b>        | <b>9 979 409</b>              | <b>223 292</b>            | <b>229 372</b>              | <b>39 416 599</b>                                    |
|                |              |                          |                               |                           |                             |  |
| 2000           | Jan          | 2 430 453                | 881 025                       | 20 899                    | 24 388                      | 3 356 765  |
|                | Feb          | 2 759 660                | 1 138 405                     | 21 250                    | 24 735                      | 3 944 049  |

|      |              |                   |                   |                |                |                   |
|------|--------------|-------------------|-------------------|----------------|----------------|-------------------|
|      | Mar          | 2 885 116         | 1 046 455         | 14 135         | 17 117         | 3 962 823         |
|      | Apr          | 2 669 863         | 928 275           | 17 664         | 18 526         | 3 634 328         |
|      | May          | 3 040 772         | 1 113 234         | 20 492         | 16 545         | 4 191 043         |
|      | Jun          | 3 113 824         | 1 181 638         | 20 862         | 16 319         | 4 332 643         |
|      | Jul          | 3 249 259         | 1 180 684         | 17 902         | 14 920         | 4 462 765         |
|      | Aug          | 3 365 748         | 1 264 997         | 17 530         | 19 530         | 4 667 804         |
|      | Sep          | 3 294 823         | 1 223 340         | 17 725         | 21 838         | 4 557 726         |
|      | Oct          | 3 250 142         | 1 214 311         | 15 459         | 23 097         | 4 503 009         |
|      | Nov          | 3 486 152         | 1 215 416         | 23 686         | 26 646         | 4 751 900         |
|      | Dec          | 3 391 355         | 1 123 798         | 22 202         | 25 439         | 4 562 794         |
|      | <b>Total</b> | <b>36 937 167</b> | <b>13 511 578</b> | <b>229 806</b> | <b>249 100</b> | <b>50 927 649</b> |
|      |              |                   |                   |                |                |                   |
| 2001 | Jan          | 3 551 660         | 1 011 742         | 19 598         | 21 867         | 4 604 867         |
|      | Feb          | 3 723 915         | 1 244 088         | 16 720         | 22 534         | 5 007 257         |

**Table 8 - Percentage change in the income from the sales of new and used vehicles, excluding Value Added Tax, according to type of vehicle**

|  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|
|  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|

| Year <sup>1/</sup><br>and<br>month <sup>2/</sup> |              | Motor cars and<br>minibuses | Commercial<br>vehicles and<br>buses | Motor cycles<br>and scooters | Other new and<br>used vehicles | Total income<br>from the sales<br>of new and<br>used vehicles |
|--|--------------|-----------------------------|-------------------------------------|------------------------------|--------------------------------|---|
|  |              |                             |                                     |                              |                                |   |
| 1999   | Jan          | -9,3                        | 15,0                                | 88,7                         | -28,9                          | -3,8  |
|  | Feb          | -3,8                        | 2,1                                 | 57,8                         | -25,2                          | -2,3  |
|  | Mar          | -2,5                        | 4,0                                 | 20,6                         | -2,3                           | -0,7  |
|  | Apr          | -2,4                        | -4,7                                | 2,3                          | 18,4                           | -2,9  |
|  | May          | 6,4                         | -4,4                                | -8,9                         | -9,2                           | 3,2   |
|  | Jun          | -2,8                        | 4,0                                 | 40,4                         | 12,7                           | -0,8  |
|  | Jul          | 5,5                         | 6,8                                 | 39,3                         | -31,7                          | 5,7   |
|  | Aug          | 19,5                        | 13,7                                | 64,6                         | -29,0                          | 17,8  |
|  | Sep          | 24,6                        | 33,1                                | -14,7                        | -16,7                          | 26,2  |
|  | Oct          | 26,8                        | -3,5                                | -15,8                        | 5,5                            | 17,9  |
|  | Nov          | 22,6                        | -3,3                                | -11,6                        | -14,0                          | 15,1  |
|  | Dec          | 26,0                        | 6,7                                 | -17,0                        | -40,0                          | 20,0  |
|  | <b>Total</b> | <b>8,8</b>                  | <b>5,3</b>                          | <b>14,2</b>                  | <b>-15,6</b>                   | <b>7,8</b>  |
|  |              |                             |                                     |                              |                                |   |
| 2000   | Jan          | 16,7                        | 18,5                                | -5,9                         | 62,6                           | 17,2  |
|  | Feb          | 22,2                        | 37,8                                | 24,0                         | 21,6                           | 26,3  |
|  |              |                             |                                     |                              |                                |   |



|      |              |             |             |            |            |             |
|------|--------------|-------------|-------------|------------|------------|-------------|
|      | Mar          | 25,4        | 22,1        | -19,8      | -7,8       | 24,1        |
|      | Apr          | 24,8        | 23,9        | 21,6       | 15,2       | 24,5        |
|      | May          | 35,0        | 42,7        | 44,8       | -7,8       | 36,8        |
|      | Jun          | 46,2        | 51,0        | -10,8      | -24,4      | 46,5        |
|      | Jul          | 27,1        | 29,0        | -15,1      | -23,6      | 27,1        |
|      | Aug          | 29,7        | 38,3        | -21,3      | 3,7        | 31,5        |
|      | Sep          | 28,9        | 26,6        | 6,5        | 26,3       | 28,2        |
|      | Oct          | 18,2        | 47,2        | -10,7      | -11,9      | 24,4        |
|      | Nov          | 29,3        | 51,5        | 32,9       | 12,0       | 34,2        |
|      | Dec          | 27,2        | 37,4        | 16,0       | 79,4       | 29,7        |
|      | <b>Total</b> | <b>27,4</b> | <b>35,4</b> | <b>2,9</b> | <b>8,6</b> | <b>29,2</b> |
|      |              |             |             |            |            |             |
| 2001 | Jan          | 46,1        | 14,8        | -6,2       | -10,3      | 37,2        |
|      | Feb          | 34,9        | 9,3         | -21,3      | -8,9       | 27,0        |

1/ The percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.

2/ The percentage change is the change in the actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.

**Table 9 - Income from the sales of new vehicles, excluding Value Added Tax, according to type of vehicle (R'000)**

| Year and month |              | Motor cars and minibuses | Commercial vehicles and buses | Motor cycles and scooters | Other new vehicles | Total income from the sales of new vehicles |
|----------------|--------------|--------------------------|-------------------------------|---------------------------|--------------------|---|
|                |              |                          |                               |                           |                    |   |
| 1999           | Jan          | 1 275 534                | 553 724                       | 20 786                    | 11 767             | 1 861 811                                   |
|                | Feb          | 1 373 605                | 612 061                       | 16 130                    | 16 582             | 2 018 379                                   |
|                | Mar          | 1 391 404                | 645 158                       | 15 982                    | 15 590             | 2 068 134                                   |
|                | Apr          | 1 291 885                | 553 682                       | 13 155                    | 13 066             | 1 871 789                                   |
|                | May          | 1 373 083                | 581 874                       | 12 918                    | 15 036             | 1 982 911                                   |
|                | Jun          | 1 269 296                | 576 125                       | 21 706                    | 18 147             | 1 885 275                                   |
|                | Jul          | 1 509 646                | 655 037                       | 19 906                    | 15 804             | 2 200 392                                   |
|                | Aug          | 1 500 852                | 644 432                       | 20 132                    | 15 420             | 2 180 837                                   |
|                | Sep          | 1 468 229                | 721 893                       | 15 504                    | 14 231             | 2 219 856                                   |
|                | Oct          | 1 606 966                | 596 022                       | 14 060                    | 22 170             | 2 239 218                                   |
|                | Nov          | 1 553 875                | 602 573                       | 14 967                    | 19 800             | 2 191 214                                   |
|                | Dec          | 1 579 864                | 611 435                       | 16 689                    | 11 650             | 2 219 639                                   |
|                | <b>Total</b> | <b>17 194 239</b>        | <b>7 354 016</b>              | <b>201 935</b>            | <b>189 263</b>     | <b>24 939 455</b>                           |
|                |              |                          |                               |                           |                    |   |
| 2000           | Jan          | 1 360 898                | 663 558                       | 19 087                    | 20 880             | 2 064 423                                   |
|                | Feb          | 1 644 221                | 804 117                       | 18 486                    | 21 287             | 2 488 110                                   |

|      |              |                   |                   |                |                |                   |
|------|--------------|-------------------|-------------------|----------------|----------------|-------------------|
|      | Mar          | 1 759 944         | 796 821           | 12 943         | 12 946         | 2 582 654         |
|      | Apr          | 1 622 741         | 728 158           | 15 903         | 13 149         | 2 379 951         |
|      | May          | 1 891 846         | 863 225           | 19 194         | 12 337         | 2 786 602         |
|      | Jun          | 1 875 898         | 918 190           | 19 037         | 13 365         | 2 826 490         |
|      | Jul          | 1 923 433         | 935 947           | 17 186         | 12 190         | 2 888 756         |
|      | Aug          | 1 938 703         | 972 987           | 16 372         | 14 527         | 2 942 588         |
|      | Sep          | 1 912 089         | 966 101           | 16 848         | 15 066         | 2 910 104         |
|      | Oct          | 1 861 188         | 944 942           | 14 606         | 17 624         | 2 838 360         |
|      | Nov          | 1 966 328         | 930 690           | 22 604         | 21 214         | 2 940 836         |
|      | Dec          | 2 040 584         | 877 070           | 20 849         | 20 317         | 2 958 820         |
|      | <b>Total</b> | <b>21 797 873</b> | <b>10 401 806</b> | <b>213 115</b> | <b>194 902</b> | <b>32 607 694</b> |
|      |              |                   |                   |                |                |                   |
| 2001 | Jan          | 2 099 472         | 772 508           | 18 916         | 17 641         | 2 908 537         |
|      | Feb          | 2 256 294         | 990 638           | 15 976         | 17 742         | 3 280 650         |

**Table 10 - Percentage change in the income from the sales of new vehicles, excluding Value Added Tax, according to type of vehicle**

| <b>Year <sup>1/</sup><br/>and<br/>month <sup>2/</sup></b> | <b>Motor cars and<br/>minibuses</b> | <b>Commercial<br/>vehicles and<br/>buses</b> | <b>Motor cycles<br/>and scooters</b> | <b>Other new<br/>vehicles</b> | <b>Total income<br/>from the sales<br/>of new<br/>vehicles</b> |
|---|-------------------------------------|--|--------------------------------------|-------------------------------|--|
|   |                                     |  |                                      |                               |  |

|      |              |            |             |            |              |            |
|------|--------------|------------|-------------|------------|--------------|------------|
| 1999 | Jan          | -15,8      | 6,4         | 81,6       | -30,2        | -9,8       |
|      | Feb          | -7,1       | -2,8        | 62,6       | -24,6        | -5,7       |
|      | Mar          | -9,0       | -1,3        | 25,5       | -2,6         | -6,5       |
|      | Apr          | -5,9       | -11,8       | -5,2       | 27,4         | -7,5       |
|      | May          | 4,2        | -11,9       | -10,2      | -10,7        | -1,3       |
|      | Jun          | -5,4       | -3,3        | 37,6       | 14,7         | -4,2       |
|      | Jul          | -3,4       | -5,5        | 35,5       | -36,4        | -4,2       |
|      | Aug          | 12,3       | 2,2         | 54,3       | -24,9        | 9,0        |
|      | Sep          | 21,2       | 32,4        | -18,7      | -21,0        | 23,8       |
|      | Oct          | 32,4       | -7,5        | -28,9      | 15,2         | 18,0       |
|      | Nov          | 24,9       | -0,2        | -15,4      | -15,9        | 16,0       |
|      | Dec          | 23,5       | 4,0         | -23,1      | -43,4        | 16,2       |
|      | <b>Total</b> | <b>4,8</b> | <b>-0,5</b> | <b>9,7</b> | <b>-15,7</b> | <b>3,0</b> |
|      |              |            |             |            |              |            |
| 2000 | Jan          | 6,7        | 19,8        | -8,2       | 77,4         | 10,9       |
|      | Feb          | 19,7       | 31,4        | 14,6       | 28,4         | 23,3       |
|      | Mar          | 26,5       | 23,5        | -19,0      | -17,0        | 24,9       |
|      | Apr          | 25,6       | 31,5        | 20,9       | 0,6          | 27,1       |
|      | May          | 37,8       | 48,4        | 48,6       | -18,0        | 40,5       |

|      |              |             |             |            |            |             |
|------|--------------|-------------|-------------|------------|------------|-------------|
|      | Jun          | 47,8        | 59,4        | -12,3      | -26,4      | 49,9        |
|      | Jul          | 27,4        | 42,9        | -13,7      | -22,9      | 31,3        |
|      | Aug          | 29,2        | 51,0        | -18,7      | -5,8       | 34,9        |
|      | Sep          | 30,2        | 33,8        | 8,7        | 5,9        | 31,1        |
|      | Oct          | 15,8        | 58,5        | 3,9        | -20,5      | 26,8        |
|      | Nov          | 26,5        | 54,5        | 51,0       | 7,1        | 34,2        |
|      | Dec          | 29,2        | 43,4        | 24,9       | 74,4       | 33,3        |
|      | <b>Total</b> | <b>26,8</b> | <b>41,4</b> | <b>5,5</b> | <b>3,0</b> | <b>30,7</b> |
|      |              |             |             |            |            |             |
| 2001 | Jan          | 54,3        | 16,4        | -0,9       | -15,5      | 40,9        |
|      | Feb          | 37,2        | 23,2        | -13,6      | -16,7      | 31,9        |

1/ The percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.

2/ The percentage change is the change in the actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.

**Table 11 - Income from the sales of used vehicles, excluding Value Added Tax, according to type of vehicle (R '000)**

| Year and month | Motor cars and minibuses | Commercial vehicles and buses | Motor cycles and scooters | Other used vehicles | Total income from the sales of used |
|----------------|--------------------------|-------------------------------|---------------------------|---------------------|-------------------------------------|
|----------------|--------------------------|-------------------------------|---------------------------|---------------------|-------------------------------------|

|      |              |                   |                  |               |               | <b>vehicles</b>   |
|------|--------------|-------------------|------------------|---------------|---------------|-------------------|
| 1999 | Jan          | 806 992           | 189 961          | 1 418         | 3 230         | 1 001 601         |
|      | Feb          | 884 484           | 214 253          | 1 004         | 3 758         | 1 103 499         |
|      | Mar          | 910 004           | 211 659          | 1 641         | 2 981         | 1 126 285         |
|      | Apr          | 848 186           | 195 248          | 1 367         | 3 011         | 1 047 812         |
|      | May          | 878 618           | 198 196          | 1 231         | 2 907         | 1 080 952         |
|      | Jun          | 860 346           | 206 539          | 1 687         | 3 441         | 1 072 013         |
|      | Jul          | 1 046 177         | 260 012          | 1 175         | 3 734         | 1 311 098         |
|      | Aug          | 1 094 558         | 269 969          | 2 141         | 3 406         | 1 370 074         |
|      | Sep          | 1 087 711         | 244 354          | 1 133         | 3 062         | 1 336 260         |
|      | Oct          | 1 143 126         | 229 002          | 3 245         | 4 056         | 1 379 429         |
|      | Nov          | 1 143 104         | 199 941          | 2 861         | 3 993         | 1 349 899         |
|      | Dec          | 1 086 978         | 206 259          | 2 454         | 2 530         | 1 298 221         |
|      | <b>Total</b> | <b>11 790 284</b> | <b>2 625 393</b> | <b>21 357</b> | <b>40 109</b> | <b>14 477 143</b> |
|      |              |                   |                  |               |               |                   |
| 2000 | Jan          | 1 069 555         | 217 467          | 1 812         | 3 508         | 1 292 342         |
|      | Feb          | 1 115 439         | 334 288          | 2 764         | 3 448         | 1 455 939         |
|      | Mar          | 1 125 172         | 249 634          | 1 192         | 4 171         | 1 380 169         |
|      | Apr          | 1 047 122         | 200 117          | 1 761         | 5 377         | 1 254 377         |

|      |              |                   |                  |               |               |                   |
|------|--------------|-------------------|------------------|---------------|---------------|-------------------|
|      | May          | 1 148 926         | 250 009          | 1 298         | 4 208         | 1 404 441         |
|      | Jun          | 1 237 926         | 263 448          | 1 825         | 2 954         | 1 506 153         |
|      | Jul          | 1 325 826         | 244 737          | 716           | 2 730         | 1 574 009         |
|      | Aug          | 1 427 045         | 292 010          | 1 158         | 5 003         | 1 725 216         |
|      | Sep          | 1 382 734         | 257 239          | 877           | 6 772         | 1 647 622         |
|      | Oct          | 1 388 954         | 269 369          | 853           | 5 473         | 1 664 649         |
|      | Nov          | 1 519 824         | 284 726          | 1 082         | 5 432         | 1 811 064         |
|      | Dec          | 1 350 771         | 246 728          | 1 353         | 5 122         | 1 603 974         |
|      | <b>Total</b> | <b>15 139 294</b> | <b>3 109 772</b> | <b>16 691</b> | <b>54 198</b> | <b>18 319 955</b> |
|      |              |                   |                  |               |               |                   |
| 2001 | Jan          | 1 452 188         | 239 234          | 682           | 4 226         | 1 696 330         |
|      | Feb          | 1 467 621         | 253 450          | 744           | 4 792         | 1 726 607         |

**Table 12 - Percentage change in the income from the sales of used vehicles, excluding Value Added Tax, according to type of vehicle**

| Year <sup>1/</sup> and month <sup>2/</sup> |     | Motor cars and minibuses | Commercial vehicles and buses | Motor cycles and scooters | Other used vehicles | Total income from the sales of used vehicles |
|--|-----|--------------------------|-------------------------------|---------------------------|---------------------|--|
|  |     |                          |                               |                           |                     |  |
| 1999                                       | Jan | 3,2                      | 50,3                          | 340,4                     | -23,7               | 9,7  |

|      |              |             |             |             |              |             |
|------|--------------|-------------|-------------|-------------|--------------|-------------|
|      | Feb          | 1,9         | 19,2        | 6,6         | -28,0        | 4,7         |
|      | Mar          | 9,5         | 24,6        | -12,6       | -0,6         | 12,0        |
|      | Apr          | 3,4         | 23,8        | 325,9       | -9,6         | 6,8         |
|      | May          | 10,0        | 27,2        | 6,6         | -1,1         | 12,8        |
|      | Jun          | 1,2         | 31,3        | 90,4        | 3,1          | 5,9         |
|      | Jul          | 21,9        | 58,5        | 165,2       | -0,6         | 27,7        |
|      | Aug          | 31,0        | 55,4        | 339,6       | -43,0        | 34,9        |
|      | Sep          | 29,4        | 34,9        | 156,3       | 11,2         | 30,4        |
|      | Oct          | 19,6        | 8,8         | 314,4       | -27,8        | 17,6        |
|      | Nov          | 19,7        | -11,6       | 15,1        | -3,2         | 13,7        |
|      | Dec          | 29,8        | 15,4        | 80,4        | -17,8        | 27,2        |
|      | <b>Total</b> | <b>15,2</b> | <b>26,2</b> | <b>85,6</b> | <b>-15,3</b> | <b>17,0</b> |
|      |              |             |             |             |              |             |
| 2000 | Jan          | 32,5        | 14,5        | 27,8        | 8,6          | 29,0        |
|      | Feb          | 26,1        | 56,0        | 175,3       | -8,2         | 31,9        |
|      | Mar          | 23,6        | 17,9        | -27,4       | 39,9         | 22,5        |
|      | Apr          | 23,5        | 2,5         | 28,8        | 78,6         | 19,7        |
|      | May          | 30,8        | 26,1        | 5,4         | 44,8         | 29,9        |
|      | Jun          | 43,9        | 27,6        | 8,2         | -14,2        | 40,5        |



|      |              |             |             |              |             |             |
|------|--------------|-------------|-------------|--------------|-------------|-------------|
|      | Jul          | 26,7        | -5,9        | -39,1        | -26,9       | 20,1        |
|      | Aug          | 30,4        | 8,2         | -45,9        | 46,9        | 25,9        |
|      | Sep          | 27,1        | 5,3         | -22,6        | 121,2       | 23,3        |
|      | Oct          | 21,5        | 17,6        | -73,7        | 34,9        | 20,7        |
|      | Nov          | 33,0        | 42,4        | -62,2        | 36,0        | 34,2        |
|      | Dec          | 24,3        | 19,6        | -44,9        | 102,5       | 23,6        |
|      | <b>Total</b> | <b>28,4</b> | <b>18,4</b> | <b>-21,8</b> | <b>35,1</b> | <b>26,5</b> |
|      |              |             |             |              |             |             |
| 2001 | Jan          | 35,8        | 10,0        | -62,4        | 20,5        | 31,3        |
|      | Feb          | 31,6        | -24,2       | -73,1        | 39,0        | 18,6        |

1/ The percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.

2/ The percentage change is the change in the actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.

**Table 13 - Total number of new and used vehicles sold according to type of vehicle**

| Year and month | Motor cars and minibuses | Commercial vehicles and buses | Motor cycles and scooters | Other vehicles | Total number of new and used vehicles sold |
|----------------|--------------------------|-------------------------------|---------------------------|----------------|--|
|                |                          |                               |                           |                |  |

|      |              |                |                |               |               |                |
|------|--------------|----------------|----------------|---------------|---------------|----------------|
| 1999 | Jan          | 35 391         | 10 347         | 1 304         | 1 017         | 48 059         |
|      | Feb          | 37 100         | 10 622         | 988           | 1 167         | 49 877         |
|      | Mar          | 38 815         | 10 916         | 1 024         | 1 230         | 51 985         |
|      | Apr          | 35 406         | 9 900          | 986           | 1 143         | 47 435         |
|      | May          | 36 699         | 10 561         | 932           | 1 130         | 49 322         |
|      | Jun          | 35 010         | 10 347         | 1 503         | 1 219         | 48 079         |
|      | Jul          | 41 590         | 12 143         | 1 365         | 466           | 55 564         |
|      | Aug          | 42 540         | 11 456         | 1 628         | 685           | 56 309         |
|      | Sep          | 40 749         | 12 738         | 1 678         | 1 119         | 56 284         |
|      | Oct          | 41 844         | 10 451         | 944           | 1 583         | 54 822         |
|      | Nov          | 40 669         | 9 897          | 1 000         | 1 375         | 52 941         |
|      | Dec          | 40 234         | 10 063         | 1 014         | 1 273         | 52 584         |
|      | <b>Total</b> | <b>466 047</b> | <b>129 441</b> | <b>14 366</b> | <b>13 407</b> | <b>623 261</b> |
|      |              |                |                |               |               |                |
| 2000 | Jan          | 35 708         | 10 291         | 1 147         | 1 551         | 48 696         |
|      | Feb          | 38 260         | 11 959         | 1 023         | 1 512         | 52 754         |
|      | Mar          | 40 773         | 11 192         | 791           | 1 381         | 54 137         |
|      | Apr          | 35 702         | 8 998          | 868           | 992           | 46 560         |
|      | May          | 41 466         | 10 611         | 960           | 815           | 53 852         |
|      | Jun          | 41 991         | 11 327         | 966           | 937           | 55 221         |

|      |              |                |                |               |               |                |
|------|--------------|----------------|----------------|---------------|---------------|----------------|
|      | Jul          | 42 156         | 11 111         | 777           | 727           | 54 771         |
|      | Aug          | 43 841         | 11 757         | 826           | 847           | 57 271         |
|      | Sep          | 42 787         | 10 905         | 821           | 921           | 55 434         |
|      | Oct          | 42 048         | 11 853         | 805           | 1 243         | 55 949         |
|      | Nov          | 43 656         | 11 149         | 941           | 912           | 56 658         |
|      | Dec          | 40 668         | 10 316         | 867           | 916           | 52 767         |
|      | <b>Total</b> | <b>489 056</b> | <b>131 468</b> | <b>10 792</b> | <b>12 754</b> | <b>644 070</b> |
|      |              |                |                |               |               |                |
| 2001 | Jan          | 42 497         | 9 607          | 803           | 895           | 53 802         |
|      | Feb          | 44 785         | 10 715         | 758           | 542           | 56 800         |

**Table 14 - Percentage change in the number of new and used vehicles sold according to type of vehicle**

| Year <sup>1/</sup><br>and<br>month <sup>2/</sup> |     | Motor cars and<br>minibuses | Commercial<br>vehicles and<br>buses | Motor cycles<br>and scooters | Other new and<br>used vehicles | Total number<br>of new and<br>used vehicles<br>sold |
|--|-----|-----------------------------|-------------------------------------|------------------------------|--------------------------------|---|
|  |     |                             |                                     |                              |                                |   |
| 1999   | Jan | -19,8                       | 11,3                                | 22,0                         | -30,0                          | -14,1   |
|  | Feb | -16,3                       | -7,9                                | 1,8                          | -23,0                          | -14,5   |
|  | Mar | -12,5                       | -7,7                                | -16,0                        | -14,6                          | -11,7   |

|      |              |             |             |            |              |             |
|------|--------------|-------------|-------------|------------|--------------|-------------|
|      | Apr          | -12,9       | -9,7        | -14,1      | 2,5          | -11,9       |
|      | May          | -9,8        | -7,4        | -16,5      | 0,8          | -9,2        |
|      | Jun          | -17,6       | -1,2        | 24,6       | -8,3         | -13,3       |
|      | Jul          | -6,1        | 4,9         | 25,8       | -66,5        | -4,7        |
|      | Aug          | 10,3        | 7,4         | 58,2       | -50,7        | 9,0         |
|      | Sep          | 8,2         | 27,5        | 55,2       | -20,1        | 12,3        |
|      | Oct          | 6,4         | -11,0       | -26,0      | -4,5         | 1,5         |
|      | Nov          | 4,6         | -10,7       | -21,9      | -6,3         | 0,5         |
|      | Dec          | 8,5         | -7,9        | -28,2      | -16,8        | 3,2         |
|      | <b>Total</b> | <b>-5,3</b> | <b>-1,6</b> | <b>3,4</b> | <b>-20,2</b> | <b>-4,8</b> |
|      |              |             |             |            |              |             |
| 2000 | Jan          | 0,9         | -0,6        | -12,0      | 52,5         | 1,3         |
|      | Feb          | 3,1         | 12,6        | 3,5        | 29,6         | 5,8         |
|      | Mar          | 5,0         | 2,5         | -22,8      | 12,3         | 4,1         |
|      | Apr          | 0,8         | -9,1        | -12,8      | -13,2        | -1,8        |
|      | May          | 13,0        | 0,5         | 3,0        | -27,9        | 9,2         |
|      | Jun          | 19,9        | 9,5         | -35,7      | -23,1        | 14,9        |
|      | Jul          | 1,4         | -8,5        | -43,1      | 56,0         | -1,4        |
|      | Aug          | 3,1         | 2,6         | -49,3      | 23,6         | 1,7         |
|      | Sep          | 5,0         | -14,4       | -51,1      | -17,7        | -1,5        |

|      |              |            |            |              |             |            |
|------|--------------|------------|------------|--------------|-------------|------------|
|      | Oct          | 0,5        | 13,4       | -14,7        | -21,5       | 2,1        |
|      | Nov          | 7,3        | 12,7       | -5,9         | -33,7       | 7,0        |
|      | Dec          | 1,1        | 2,5        | -14,5        | -28,0       | 0,3        |
|      | <b>Total</b> | <b>4,9</b> | <b>1,6</b> | <b>-24,9</b> | <b>-4,9</b> | <b>3,3</b> |
|      |              |            |            |              |             |            |
| 2001 | Jan          | 19,0       | -6,6       | -30,0        | -42,3       | 10,5       |
|      | Feb          | 17,1       | -10,4      | -25,9        | -64,2       | 7,7        |

1/ The percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.

2/ The percentage change is the change in the actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.

**Table 15 - Number of new vehicles sold according to type of vehicle**

| Year and month |     | Motor cars and minibuses | Commercial vehicles and buses | Motor cycles and scooters | Other new vehicles | Total number of new vehicles sold |
|----------------|-----|--------------------------|-------------------------------|---------------------------|--------------------|-----------------------------------|
|                |     |                          |                               |                           |                    |                                   |
| 1999           | Jan | 16 456                   | 5 973                         | 1 219                     | 918                | 24 566                            |
|                | Feb | 17 380                   | 6 026                         | 915                       | 1 079              | 25 400                            |
|                | Mar | 18 317                   | 6 517                         | 929                       | 1 149              | 26 912                            |
|                | Apr | 16 274                   | 5 784                         | 900                       | 1 061              | 24 019                            |
|                | May | 17 119                   | 6 260                         | 867                       | 1 033              | 25 279                            |

|      |              |                |               |               |               |                |
|------|--------------|----------------|---------------|---------------|---------------|----------------|
|      | Jun          | 15 929         | 6 033         | 1 407         | 1 122         | 24 491         |
|      | Jul          | 18 232         | 7 272         | 1 307         | 368           | 27 179         |
|      | Aug          | 17 636         | 6 626         | 1 520         | 571           | 26 353         |
|      | Sep          | 17 495         | 7 245         | 1 607         | 1 014         | 27 361         |
|      | Oct          | 18 003         | 5 984         | 774           | 1 450         | 26 211         |
|      | Nov          | 17 569         | 6 078         | 840           | 1 235         | 25 722         |
|      | Dec          | 18 035         | 6 072         | 895           | 1 187         | 26 189         |
|      | <b>Total</b> | <b>208 445</b> | <b>75 870</b> | <b>13 180</b> | <b>12 187</b> | <b>309 682</b> |
|      |              |                |               |               |               |                |
| 2000 | Jan          | 14 661         | 6 527         | 1 045         | 1 423         | 23 656         |
|      | Feb          | 16 557         | 7 431         | 889           | 1 368         | 26 245         |
|      | Mar          | 19 136         | 7 190         | 707           | 1 156         | 28 189         |
|      | Apr          | 16 637         | 6 110         | 758           | 672           | 24 177         |
|      | May          | 19 939         | 6 911         | 887           | 701           | 28 438         |
|      | Jun          | 19 250         | 7 602         | 887           | 814           | 28 553         |
|      | Jul          | 19 558         | 7 457         | 731           | 633           | 28 379         |
|      | Aug          | 19 811         | 7 865         | 751           | 742           | 29 169         |
|      | Sep          | 19 629         | 7 252         | 768           | 781           | 28 430         |
|      | Oct          | 18 717         | 7 660         | 756           | 1 134         | 28 267         |

|      |              |                |               |              |               |                |
|------|--------------|----------------|---------------|--------------|---------------|----------------|
|      | Nov          | 19 229         | 7 415         | 867          | 799           | 28 310         |
|      | Dec          | 18 737         | 6 714         | 792          | 817           | 27 060         |
|      | <b>Total</b> | <b>221 861</b> | <b>86 134</b> | <b>9 838</b> | <b>11 040</b> | <b>328 873</b> |
|      |              |                |               |              |               |                |
| 2001 | Jan          | 19 212         | 6 213         | 760          | 797           | 26 982         |
|      | Feb          | 21 746         | 7 010         | 717          | 432           | 29 905         |

**Table 16 - Percentage change in the number of new vehicles sold according to type of vehicle**

| Year <sup>1/</sup><br>and<br>month <sup>2/</sup> |     | Motor cars and<br>minibuses | Commercial<br>vehicles and<br>buses | Motor cycles<br>and scooters | Other new<br>vehicles | Total number<br>of new vehicles<br>sold |
|--|-----|-----------------------------|-------------------------------------|------------------------------|-----------------------|---|
|  |     |                             |                                     |                              |                       |   |
| 1999   | Jan | -31,8                       | -4,2                                | 17,3                         | -27,3                 | -24,8                                   |
|  | Feb | -23,1                       | -19,5                               | 4,7                          | -17,0                 | -21,3                                   |
|  | Mar | -22,2                       | -12,9                               | -15,6                        | -10,2                 | -19,4                                   |
|  | Apr | -21,2                       | -18,1                               | -19,3                        | 9,6                   | -19,4                                   |
|  | May | -16,5                       | -18,0                               | -15,7                        | 2,2                   | -16,3                                   |
|  | Jun | -19,9                       | -9,0                                | 23,9                         | -7,5                  | -15,2                                   |
|  | Jul | -21,4                       | -3,8                                | 26,2                         | -71,3                 | -17,8                                   |
|  | Aug | -4,4                        | 2,2                                 | 54,5                         | -52,4                 | -2,8                                    |
|  | Sep | 2,3                         | 25,5                                | 56,3                         | -21,3                 | 8,6                                     |

|      |              |              |             |              |              |              |
|------|--------------|--------------|-------------|--------------|--------------|--------------|
|      | Oct          | 6,5          | -11,3       | -35,7        | -2,4         | -0,5         |
|      | Nov          | 2,7          | -3,9        | -28,3        | -6,7         | -0,8         |
|      | Dec          | 5,3          | -13,9       | -32,6        | -16,6        | -2,8         |
|      | <b>Total</b> | <b>-13,6</b> | <b>-8,0</b> | <b>1,0</b>   | <b>-18,9</b> | <b>-12,0</b> |
|      |              |              |             |              |              |              |
| 2000 | Jan          | -10,9        | 9,3         | -14,3        | 55,0         | -3,7         |
|      | Feb          | -4,7         | 23,3        | -2,8         | 26,8         | 3,3          |
|      | Mar          | 4,5          | 10,3        | -23,9        | -0,6         | 4,7          |
|      | Apr          | 2,2          | 5,6         | -15,8        | -36,7        | 0,7          |
|      | May          | 16,5         | 10,4        | 2,3          | -32,1        | 12,5         |
|      | Jun          | 20,8         | 26,0        | -37,0        | -27,5        | 16,6         |
|      | Jul          | 7,3          | 2,5         | -44,1        | 72,0         | 4,4          |
|      | Aug          | 12,3         | 18,7        | -50,6        | 29,9         | 10,7         |
|      | Sep          | 12,2         | 0,1         | -52,2        | -23,0        | 3,9          |
|      | Oct          | 4,0          | 28,0        | -2,3         | -21,8        | 7,8          |
|      | Nov          | 9,4          | 22,0        | 3,2          | -35,3        | 10,1         |
|      | Dec          | 3,9          | 10,6        | -11,5        | -31,2        | 3,3          |
|      | <b>Total</b> | <b>6,4</b>   | <b>13,5</b> | <b>-25,4</b> | <b>-9,4</b>  | <b>6,2</b>   |
|      |              |              |             |              |              |              |
|      |              |              |             |              |              |              |



|      |     |      |      |       |       |      |
|------|-----|------|------|-------|-------|------|
| 2001 | Jan | 31,0 | -4,8 | -27,3 | -44,0 | 14,1 |
|      | Feb | 31,3 | -5,7 | -19,3 | -68,4 | 13,9 |

1/ The percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.

2/ The percentage change is the change in the actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.

**Table 17 - Number of used vehicles sold according to type of vehicle**

| Year and month |     | Motor cars and minibuses | Commercial vehicles and buses | Motor cycles and scooters | Other used vehicles | Total number of used vehicles sold |
|----------------|-----|--------------------------|-------------------------------|---------------------------|---------------------|------------------------------------|
|                |     |                          |                               |                           |                     |                                    |
| 1999           | Jan | 18 935                   | 4 374                         | 85                        | 99                  | 23 493                             |
|                | Feb | 19 720                   | 4 596                         | 73                        | 88                  | 24 477                             |
|                | Mar | 20 498                   | 4 399                         | 95                        | 81                  | 25 073                             |
|                | Apr | 19 132                   | 4 116                         | 86                        | 82                  | 23 416                             |
|                | May | 19 580                   | 4 301                         | 65                        | 97                  | 24 043                             |
|                | Jun | 19 081                   | 4 314                         | 96                        | 97                  | 23 588                             |
|                | Jul | 23 358                   | 4 871                         | 58                        | 98                  | 28 385                             |
|                | Aug | 24 904                   | 4 830                         | 108                       | 114                 | 29 956                             |
|                | Sep | 23 254                   | 5 493                         | 71                        | 105                 | 28 923                             |

|      |              |                |               |              |              |                |
|------|--------------|----------------|---------------|--------------|--------------|----------------|
|      | Oct          | 23 841         | 4 467         | 170          | 133          | 28 611         |
|      | Nov          | 23 100         | 3 819         | 160          | 140          | 27 219         |
|      | Dec          | 22 199         | 3 991         | 119          | 86           | 26 395         |
|      | <b>Total</b> | <b>257 602</b> | <b>53 571</b> | <b>1 186</b> | <b>1 220</b> | <b>313 579</b> |
|      |              |                |               |              |              |                |
| 2000 | Jan          | 21 047         | 3 763         | 102          | 128          | 25 040         |
|      | Feb          | 21 703         | 4 528         | 134          | 144          | 26 509         |
|      | Mar          | 21 637         | 4 002         | 84           | 225          | 25 948         |
|      | Apr          | 19 065         | 2 888         | 110          | 320          | 22 383         |
|      | May          | 21 527         | 3 700         | 73           | 114          | 25 414         |
|      | Jun          | 22 741         | 3 725         | 79           | 123          | 26 668         |
|      | Jul          | 22 598         | 3 654         | 46           | 94           | 26 392         |
|      | Aug          | 24 030         | 3 892         | 75           | 105          | 28 102         |
|      | Sep          | 23 158         | 3 653         | 53           | 140          | 27 004         |
|      | Oct          | 23 331         | 4 193         | 49           | 109          | 27 682         |
|      | Nov          | 24 426         | 3 734         | 74           | 113          | 28 348         |
|      | Dec          | 21 931         | 3 602         | 75           | 99           | 25 707         |
|      | <b>Total</b> | <b>267 195</b> | <b>45 334</b> | <b>954</b>   | <b>1 714</b> | <b>315 197</b> |
|      |              |                |               |              |              |                |
| 2001 | Jan          | 23 285         | 3 394         | 43           | 98           | 26 820         |

|  |     |        |       |    |     |        |
|--|-----|--------|-------|----|-----|--------|
|  | Feb | 23 039 | 3 705 | 41 | 110 | 26 895 |
|--|-----|--------|-------|----|-----|--------|

**Table 18 - Percentage change in the number of used vehicles sold according to type of vehicle**

| Year <sup>1/</sup><br>and<br>month <sup>2/</sup> |              | Motor cars and<br>minibuses | Commercial<br>vehicles and<br>buses | Motor cycles<br>and scooters | Other used<br>vehicles | Total number<br>of used<br>vehicles sold |
|--|--------------|-----------------------------|-------------------------------------|------------------------------|------------------------|--|
|  |              |                             |                                     |                              |                        |  |
| 1999   | Jan          | -5,2                        | 43,2                                | 183,3                        | -47,9                  | 1,0                                      |
|  | Feb          | -9,1                        | 13,3                                | -24,7                        | -59,1                  | -6,1                                     |
|  | Mar          | -1,6                        | 1,2                                 | -19,5                        | -50,0                  | -1,5                                     |
|  | Apr          | -4,2                        | 5,5                                 | 160,6                        | -44,2                  | -2,7                                     |
|  | May          | -2,9                        | 14,0                                | -25,3                        | -11,8                  | -0,4                                     |
|  | Jun          | -15,5                       | 12,4                                | 37,1                         | -17,1                  | -11,4                                    |
|  | Jul          | 10,9                        | 21,3                                | 18,4                         | -10,9                  | 12,4                                     |
|  | Aug          | 23,8                        | 15,4                                | 140,0                        | -40,0                  | 22,1                                     |
|  | Sep          | 13,1                        | 30,2                                | 34,0                         | -5,4                   | 16,0                                     |
|  | Oct          | 6,3                         | -10,5                               | 139,4                        | -22,7                  | 3,4                                      |
|  | Nov          | 6,1                         | -19,7                               | 48,1                         | -2,8                   | 1,6                                      |
|  | Dec          | 11,4                        | 3,0                                 | 41,7                         | -19,6                  | 10,0                                     |
|  | <b>Total</b> | <b>2,6</b>                  | <b>9,3</b>                          | <b>40,4</b>                  | <b>-31,3</b>           | <b>3,6</b>                               |

|      |              |            |              |              |             |            |
|------|--------------|------------|--------------|--------------|-------------|------------|
| 2000 | Jan          | 11,2       | -14,0        | 20,0         | 29,3        | 6,6        |
|      | Feb          | 10,1       | -1,5         | 83,6         | 63,6        | 8,3        |
|      | Mar          | 5,6        | -9,0         | -11,6        | 177,8       | 3,5        |
|      | Apr          | -0,4       | -29,8        | 27,9         | 290,2       | -4,4       |
|      | May          | 9,9        | -14,0        | 12,3         | 17,5        | 5,7        |
|      | Jun          | 19,2       | -13,7        | -17,7        | 26,8        | 13,1       |
|      | Jul          | -3,3       | -25,0        | -20,7        | -4,1        | -7,0       |
|      | Aug          | -3,5       | -19,4        | -30,6        | -7,9        | -6,2       |
|      | Sep          | -0,4       | -33,5        | -25,4        | 33,3        | -6,6       |
|      | Oct          | -2,1       | -6,1         | -71,2        | -18,0       | -3,2       |
|      | Nov          | 5,7        | -2,2         | -53,8        | -19,3       | 4,1        |
|      | Dec          | -1,2       | -9,7         | -37,0        | 15,1        | -2,6       |
|      | <b>Total</b> | <b>3,7</b> | <b>-15,4</b> | <b>-19,6</b> | <b>40,5</b> | <b>0,5</b> |
|      |              |            |              |              |             |            |
| 2001 | Jan          | 10,6       | -9,8         | -57,8        | -23,4       | 7,1        |
|      | Feb          | 6,2        | -18,2        | -69,4        | -23,6       | 1,5        |

1/ The percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.

2/ The percentage change is the change in the actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same

month in the previous year expressed as a percentage.

## Additional information

### Explanatory notes

|                            |          |  |
|----------------------------|----------|--|
| <b>Introduction</b>        | <b>1</b> | <p>This publication contains results of the monthly survey of retail trade in motor vehicles and accessories. The survey is designed to obtain information regarding -</p> <ul style="list-style-type: none"> <li>• income from the sales of new vehicles;</li> <li>• income from the sales of used vehicles;</li> <li>• workshop income;</li> <li>• other trading income;</li> <li>• cash and credit sale transactions of vehicles; and</li> <li>• the number of new and used vehicles sold.</li> </ul>   |
|                            | <b>2</b> | <p>The information in this publication includes actual and seasonally adjusted values of motor trade sales. Prior to January 2000, Stats SA collected and published information on motor trade sales including Value Added Tax (VAT). As from January 2000, Stats SA collects information regarding retail trade in motor vehicles and accessories excluding VAT.</p>  |
| <b>Scope of the survey</b> | <b>3</b> | <p>The survey collects information from a sample of enterprises in South Africa that are predominantly involved in the retail trade in motor vehicles and accessories. These enterprises include -</p> <ul style="list-style-type: none"> <li>• motor vehicle dealers, filling stations and workshops;</li> <li>• motor cycle dealers;</li> <li>• spares and accessories dealers;</li> <li>• retail tyre dealers;</li> <li>• automotive electricians;</li> <li>• radiator repairers;</li> <li>• panel beaters and spray painters;</li> <li>• other specialised motor repair services; and</li> <li>• other motor trade.</li> </ul> |
| <b>Classification</b>      | <b>4</b> | <p>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</p>  |

|                                      |          |  |
|--------------------------------------|----------|--|
|                                      |          | 1990 International Standard Industrial Classification for all Economic Activities (ISIC) with suitable adaptations for local conditions. Statistics in this publication are presented at SIC subgroup (5 digit) level. Each statistical unit is classified to an industry that reflects the predominant activity of the enterprise.  |
|                                      |          |  |
| <b>Statistical unit</b>              | <b>5</b> | The statistical unit for collection of information is an enterprise. An enterprise is a legal entity consisting of one or more establishments (branches), including the head office, but excluding holding or subsidiary companies. Information is collected from enterprises that are predominantly involved in the retail trade in motor vehicles and accessories.                     |
|                                      |          |  |
| <b>Survey methodology and design</b> | <b>6</b> | All statistical units are stratified in the motor trade industry according to type of motor dealer and measure of size, where measure of size is the total motor trading income of the enterprise. All large enterprises are completely enumerated. For medium size enterprises and small enterprises, samples are drawn by systematically selecting enterprises with equal probability. |
|                                      |          |  |
|                                      | <b>7</b> | The data are collected by mail each month from a sample of approximately 420 motor trade enterprises from a population of approximately 14 000 motor trade enterprises. Questionnaires have to be returned to Stats SA within 10 days after the end of the reference month. Fax and telephone reminders are used to follow up non-respondents.   |
| <b>Seasonal adjustment</b>           | <b>8</b> | Seasonally adjusted estimates of retail trade in motor vehicles and accessories are generated each month, using the X-11 Seasonal Adjustment Program developed by US Bureau of the Census Economic Research and Analyses Division, 1968.   |
|                                      |          |  |
|                                      |          |  |

|                                 |    |   |
|---------------------------------|----|---|
|                                 | 9  | 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 more clearly recognised. 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. |
|                                 |    |   |
| <b>Trend</b>                    | 10 | The trend is a long-term pattern or movement of a time series. The X-11 Seasonal Adjustment Program is used for smoothing seasonally adjusted data.   |
|                                 |    |   |
| <b>Reliability of estimates</b> | 11 | Data presented in this publication are based on information obtained from a sample of enterprises and is, therefore, subject to sampling variability; that is, it may differ from the figures that would have been produced if the data had been obtained from all motor trade enterprises in South Africa.   |
|                                 |    |   |
|                                 | 12 | Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to reduce non-sampling errors to a minimum by careful designing the questionnaires, pilot studies, editing of data and efficient operating procedures.   |
| <b>Related publications</b>     | 13 | Users may also wish to refer to the following publications which are available from Stats SA: <ul style="list-style-type: none"> <li>• Bulletin of Statistics.</li> <li>• SA Statistics.</li> </ul>   |
| <b>Unpublished statistics</b>   | 14 | In some cases Stats SA can also make available statistics which are not published. This information can be made available in one or more of the   |

|                                  |           |   |
|----------------------------------|-----------|---|
|                                  |           | following ways: computer printouts, diskette and CD. Generally a charge is made for providing unpublished statistics.   |
| <b>Rounding-off of figures</b>   | <b>15</b> | When figures have been rounded-off discrepancies may occur between sums of the component items and totals.  |
| <b>Symbols and abbreviations</b> |           | <p>CD Compact Disc<br/> GDP Gross Domestic Product<br/> ISIC International Standard Industrial Classification for all Economic Activities<br/> SIC Standard Industrial Classification of all Economic Activities<br/> Stats SA Statistics South Africa<br/> VAT Value Added Tax</p> |

## Technical note

|                      |  |   |
|----------------------|--|---|
| <b>Response rate</b> |  | The response rate for February 2001 is 82,1%. |
|----------------------|--|---|

## Glossary

|                                     |  |
|-------------------------------------|--|
| <b>Enterprise (firm)</b>            | An enterprise (firm) is a legal entity consisting of one or more establishments (branches) including the head office, but excluding holding or subsidiary companies. |
|                                     |  |
| <b>Establishment (branch)</b>       | An establishment (branch) is the smallest economic unit which operates as a separate entity, for which comprehensive financial records are kept.                     |
|                                     |  |
| <b>Miscellaneous trading income</b> | Miscellaneous trading income includes the income from the sales of petrol, diesel oil and lubricants.  |
|                                     |  |



|                                   |  |
|-----------------------------------|--|
|                                   |  |
| <b>Motor trading enterprise</b>   | A motor trading enterprise is an enterprise deriving 50% or more of its income from the sales of goods relating to the motor industry.   |
| <b>Other vehicles</b>             | Other vehicles include caravans, trailers and tractors.  |
| <b>Percentage change</b>          | <p>When using monthly actual values, the percentage change is the change in actual values of the motor trading income of the relevant month compared with the actual values of the motor trading income of the same month in the previous year expressed as a percentage.</p> <p>When using annual actual values, the percentage change is the change in the actual values of motor trading income of the relevant year compared with the actual values of motor trading income of the previous year expressed as a percentage.</p> <p>When using seasonally adjusted values, the percentage change is the change in the seasonally adjusted values of the motor trading income of the relevant month compared with the seasonally adjusted values of the motor trading income of the previous month, expressed as a percentage.</p> |
| <b>Reference month</b>            | Reference month for the survey means one calendar month. The reference month for this survey was February 2001.  |
| <b>Total motor trading income</b> | Total motor trading income includes the income from the sales of new vehicles, the sales of used vehicles, income from the workshop and all other trading income.  |
| <b>Workshop income</b>            | Workshop income includes labour charges, as well as spares, accessories, fuels and lubricants transferred to the workshop.   |

## For more information

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