



The South Africa I know, the home I understand

Statistical release

P6343.2

Motor trade sales (Preliminary)

June 2016

The results published in the next publication (July 2016) will be based on a new sample. This is an annual procedure which typically affects the level of sales at current prices. To avoid breaks in time series and to minimise revisions to historical growth rates, historical sales levels will be revised (i.e. they will be linked to the estimates based on the new sample).

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Contents

Sales at current prices: results for June 2016..... **2**

Table A – Key growth rates in motor trade sales at current prices..... 2

Table B – Motor trade sales at current prices for the latest three months by type of activity..... 2

Figure 1 – Motor trade sales at current prices..... 3

Figure 2 – Motor trade sales at current prices: year-on-year percentage change 3

Tables..... **4**

Table 1 – Motor trade sales at current prices (R million)..... 4

Table 2 – Year-on-year percentage change in motor trade sales at current prices 4

Table 3 – Seasonally adjusted motor trade sales at current prices..... 4

Table 4 – Motor trade sales at current prices by type of activity (R million) 5

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

Table 6 – Contribution of each type of activity to the year-on-year percentage change in motor trade sales at current prices 5

Survey information **6**

Technical notes..... **7**

Glossary..... **9**

Technical enquiries **9**

General information..... **10**

Sales at current prices: results for June 2016

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

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

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

Measured in nominal terms (current prices), motor trade sales increased by 0,3% year-on-year in June 2016. The largest positive annual growth rates were recorded for:

- used vehicle sales (13,0%); and
- sales of accessories (10,1%) – see Table 5.

Seasonally adjusted motor trade sales decreased by 2,6% in June 2016 compared with May 2016. This followed month-on-month changes of 0,4% in May 2016 and 3,1% in April 2016.

Seasonally adjusted motor trade sales increased by 2,1% in the second quarter of 2016 compared with the previous quarter.

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

| Type of activity | Apr – Jun 2015 (R million) | Weight | Apr – Jun 2016 (R million) | % change between Apr – Jun 2015 and Apr – Jun 2016 | Contribution (% points) to the total % change |
|--|-------------------------------|--------------|-------------------------------|--|---|
| New vehicle sales | 39 643 | 29,0 | 39 671 | 0,1 | 0,0 |
| Used vehicle sales | 24 849 | 18,2 | 28 904 | 16,3 | 3,0 |
| Workshop income | 8 782 | 6,4 | 9 552 | 8,8 | 0,6 |
| Income from the sales of accessories | 25 325 | 18,5 | 28 763 | 13,6 | 2,5 |
| Income from fuel sales | 33 122 | 24,2 | 31 831 | -3,9 | -0,9 |
| Income from convenience store sales 1/ | 4 904 | 3,6 | 5 022 | 2,4 | 0,1 |
| Total | 136 627 | 100,0 | 143 743 | 5,2 | 5,2 |

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 5,2% in the second quarter of 2016 compared with the second quarter of 2015. The main contributors to this increase were:

- used vehicle sales (16,3% and contributing 3,0 percentage points); and
- sales of accessories (13,6% and contributing 2,5 percentage points) – see Table B.

Figure 1 – Motor trade sales at current prices

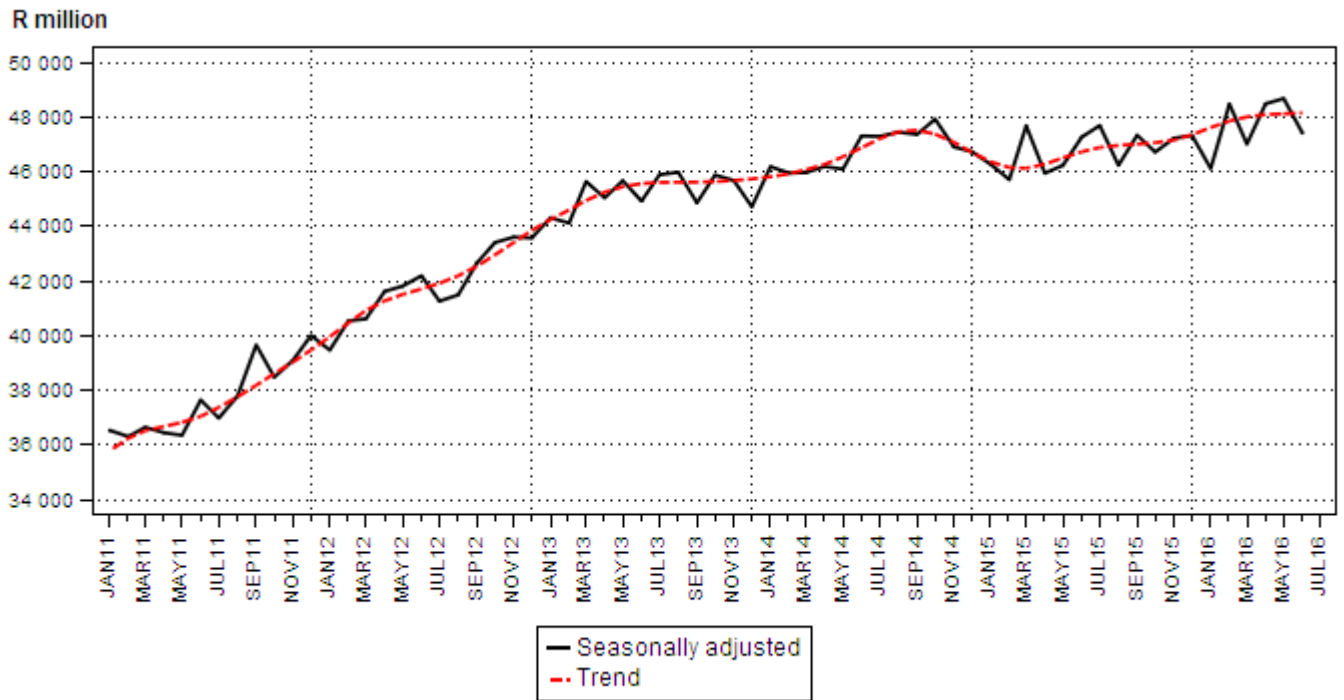
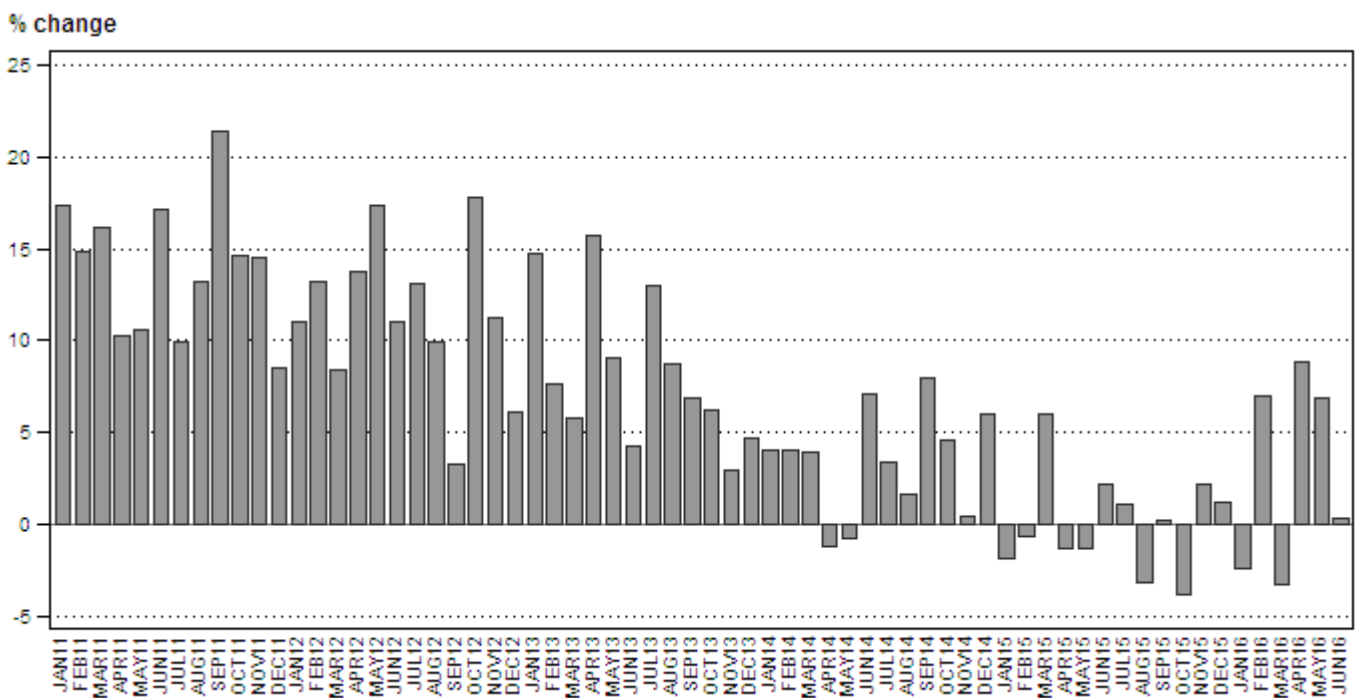


Figure 2 – Motor trade sales at current prices: year-on-year percentage change



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Statistician-General

Tables

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

| Month | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 1/ |
|--------------|----------------|----------------|----------------|----------------|----------------|----------------|---------|
| Jan | 29 092 | 34 145 | 37 893 | 43 447 | 45 193 | 44 351 | 43 270 |
| Feb | 30 618 | 35 180 | 39 809 | 42 815 | 44 533 | 44 220 | 47 307 |
| Mar | 33 490 | 38 917 | 42 199 | 44 666 | 46 400 | 49 194 | 47 558 |
| Apr | 30 803 | 33 965 | 38 650 | 44 731 | 44 206 | 43 634 | 47 455 |
| May | 32 834 | 36 313 | 42 615 | 46 494 | 46 137 | 45 533 | 48 671 |
| Jun | 32 007 | 37 467 | 41 589 | 43 348 | 46 439 | 47 460 | 47 617 |
| Jul | 34 149 | 37 539 | 42 471 | 47 993 | 49 627 | 50 172 | |
| Aug | 34 823 | 39 432 | 43 317 | 47 088 | 47 823 | 46 295 | |
| Sep | 32 979 | 40 033 | 41 354 | 44 225 | 47 751 | 47 861 | |
| Oct | 33 651 | 38 562 | 45 407 | 48 207 | 50 432 | 48 494 | |
| Nov | 36 030 | 41 265 | 45 895 | 47 245 | 47 453 | 48 478 | |
| Dec | 35 636 | 38 653 | 41 003 | 42 931 | 45 515 | 46 072 | |
| Total | 396 112 | 451 471 | 502 202 | 543 190 | 561 509 | 561 764 | |

1/ Figures for latest month are preliminary.

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

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

Table 3 – Seasonally adjusted motor trade sales at current prices

| Month | R million | | | | Month-on-month % change | | | |
|-------|-----------|--------|--------|--------|-------------------------|------|------|------|
| | 2013 | 2014 | 2015 | 2016 | 2013 | 2014 | 2015 | 2016 |
| Jan | 44 308 | 46 183 | 46 268 | 46 115 | 1,7 | 3,3 | -1,0 | -2,6 |
| Feb | 44 119 | 45 942 | 45 708 | 48 474 | -0,4 | -0,5 | -1,2 | 5,1 |
| Mar | 45 637 | 45 968 | 47 678 | 47 009 | 3,4 | 0,1 | 4,3 | -3,0 |
| Apr | 45 042 | 46 187 | 45 942 | 48 482 | -1,3 | 0,5 | -3,6 | 3,1 |
| May | 45 669 | 46 090 | 46 231 | 48 674 | 1,4 | -0,2 | 0,6 | 0,4 |
| Jun | 44 923 | 47 306 | 47 262 | 47 414 | -1,6 | 2,6 | 2,2 | -2,6 |
| Jul | 45 889 | 47 291 | 47 687 | | 2,2 | 0,0 | 0,9 | |
| Aug | 45 977 | 47 443 | 46 231 | | 0,2 | 0,3 | -3,1 | |
| Sep | 44 860 | 47 363 | 47 333 | | -2,4 | -0,2 | 2,4 | |
| Oct | 45 874 | 47 920 | 46 715 | | 2,3 | 1,2 | -1,3 | |
| Nov | 45 677 | 46 904 | 47 222 | | -0,4 | -2,1 | 1,1 | |
| Dec | 44 717 | 46 727 | 47 322 | | -2,1 | -0,4 | 0,2 | |

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

| Type of activity | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 1/ |
|--|---------------|---------------|---------------|---------------|---------------|---------------|
| New vehicle sales | 12 128 | 13 806 | 13 769 | 13 396 | 13 499 | 12 776 |
| Used vehicle sales | 8 398 | 9 536 | 9 729 | 9 748 | 9 647 | 9 509 |
| Workshop income | 2 624 | 3 122 | 3 279 | 3 134 | 3 185 | 3 233 |
| Income from the sales of accessories | 8 409 | 9 255 | 9 023 | 9 407 | 9 785 | 9 571 |
| Income from fuel sales | 10 073 | 9 924 | 9 976 | 10 121 | 10 897 | 10 813 |
| Income from convenience store sales 2/ | 1 638 | 1 665 | 1 782 | 1 649 | 1 658 | 1 715 |
| Total | 43 270 | 47 307 | 47 558 | 47 455 | 48 671 | 47 617 |

1/ Figures are preliminary.

2/ Includes 'other' sales and trading income.

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

| Type of activity | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
|--|-------------|------------|-------------|------------|------------|------------|
| New vehicle sales | -10,3 | 2,8 | -10,8 | 9,2 | 2,6 | -10,2 |
| Used vehicle sales | 2,5 | 10,1 | 5,1 | 20,5 | 15,6 | 13,0 |
| Workshop income | -2,7 | 5,3 | 4,2 | 11,8 | 8,6 | 6,2 |
| Income from the sales of accessories | 4,0 | 9,3 | -2,8 | 14,9 | 15,8 | 10,1 |
| Income from fuel sales | -0,8 | 9,6 | -4,2 | -4,8 | -1,1 | -5,8 |
| Income from convenience store sales 1/ | -3,8 | 1,6 | 7,2 | -0,5 | 1,2 | 6,6 |
| Total | -2,4 | 7,0 | -3,3 | 8,8 | 6,9 | 0,3 |

1/ Includes 'other' sales and trading income.

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

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

1/ Includes 'other' sales and trading income.

Survey information

| | |
|------------------------------|---|
| Introduction | <p>1 Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see 4 below). This survey is based on a sample drawn from Stats SA's 2015 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.</p> <p>2 In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.</p> |
| Purpose of the survey | <p>3 The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.</p> |
| Scope of the survey | <p>4 The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:</p> <ul style="list-style-type: none"> • motor vehicle dealers, filling stations and workshops; • motor cycle dealers; • spares and accessories; • tyre dealers; • automotive electricians; • radiator repairs; • panel beaters and spray painters; • 'other' specialised motor repair services; and • 'other' motor trade. |
| Classification | <p>5 The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities</i> (SIC), Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 <i>International Standard Industrial Classification of all Economic Activities</i> (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four digits) level.</p> |
| Collection rate | <p>6 The preliminary collection rate for the survey on motor trade sales for June 2016 was 85,1%. The improved collection rate for May 2016 was 89,2%.</p> |
| Statistical unit | <p>7 The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales and service activities.</p> |
| Revised figures | <p>8 Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.</p> |
| Related publications | <p>9 Users may also refer to the following publication available from Stats SA:</p> <ul style="list-style-type: none"> • <i>Stats in Brief</i> issued annually. |

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

Glossary

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

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

Symbols and abbreviations

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

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