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# Statistical release

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# Motor trade sales (Preliminary)

## March 2016

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**Contents**

**Sales at current prices: results for March 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 March 2016**

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

	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Year-on-year % change, unadjusted	-3,8	2,2	1,2	-2,4	7,0	-2,8
Month-on-month % change, seasonally adjusted	-1,3	1,1	0,1	-2,4	3,3	-2,1
3-month % change, seasonally adjusted 1/	-0,8	0,1	0,0	0,3	-0,1	-0,5

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

Measured in nominal terms (current prices), motor trade sales decreased by 2,8% year-on-year in March 2016. The largest negative annual growth rate was recorded for new vehicle sales (-10,1%) – see Table 5.

Seasonally adjusted motor trade sales decreased by 2,1% in March 2016 compared with February 2016. This followed month-on-month changes of 3,3% in February 2016 and -2,4% in January 2016.

In the first quarter of 2016, seasonally adjusted motor trade sales decreased by 0,5% 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	Jan – Mar 2015 (R million)	Weight	Jan – Mar 2016 (R million)	% change between Jan – Mar 2015 and Jan – Mar 2016	Contribution (% points) to the total % change
New vehicle sales	42 383	30,8	39 801	-6,1	-1,9
Used vehicle sales	26 111	19,0	27 710	6,1	1,2
Workshop income	8 808	6,4	9 019	2,4	0,2
Income from the sales of accessories	25 840	18,8	26 703	3,3	0,6
Income from fuel sales	29 622	21,5	30 120	1,7	0,4
Income from convenience store sales 1/	5 002	3,6	5 052	1,0	0,0
<b>Total</b>	<b>137 765</b>	<b>100,0</b>	<b>138 403</b>	<b>0,5</b>	<b>0,5</b>

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 0,5% in the first quarter of 2016 compared with the first quarter of 2015. The main positive contributors to this increase were:

- used vehicle sales (6,1% and contributing 1,2 percentage points); and
- sales of accessories (3,3% and contributing 0,6 of a percentage point).

New vehicle sales decreased by 6,1% (contributing -1,9 percentage points) – see Table B.

Figure 1 – Motor trade sales at current prices

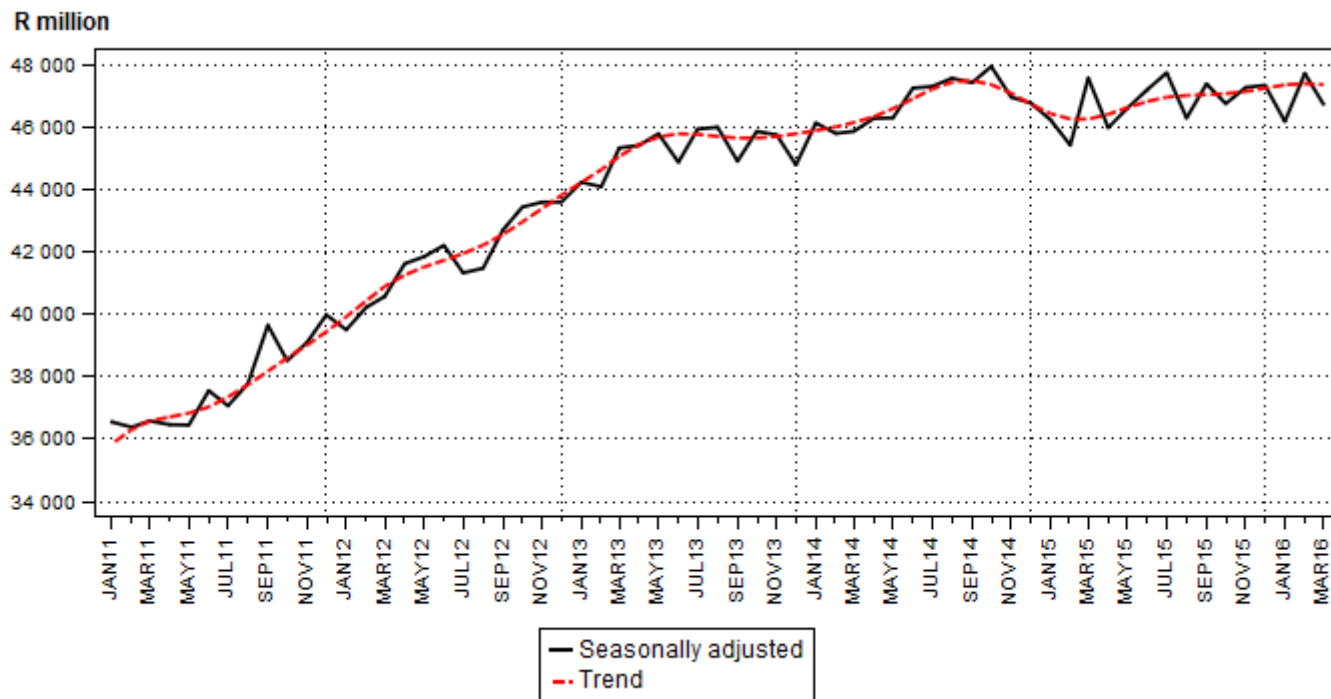
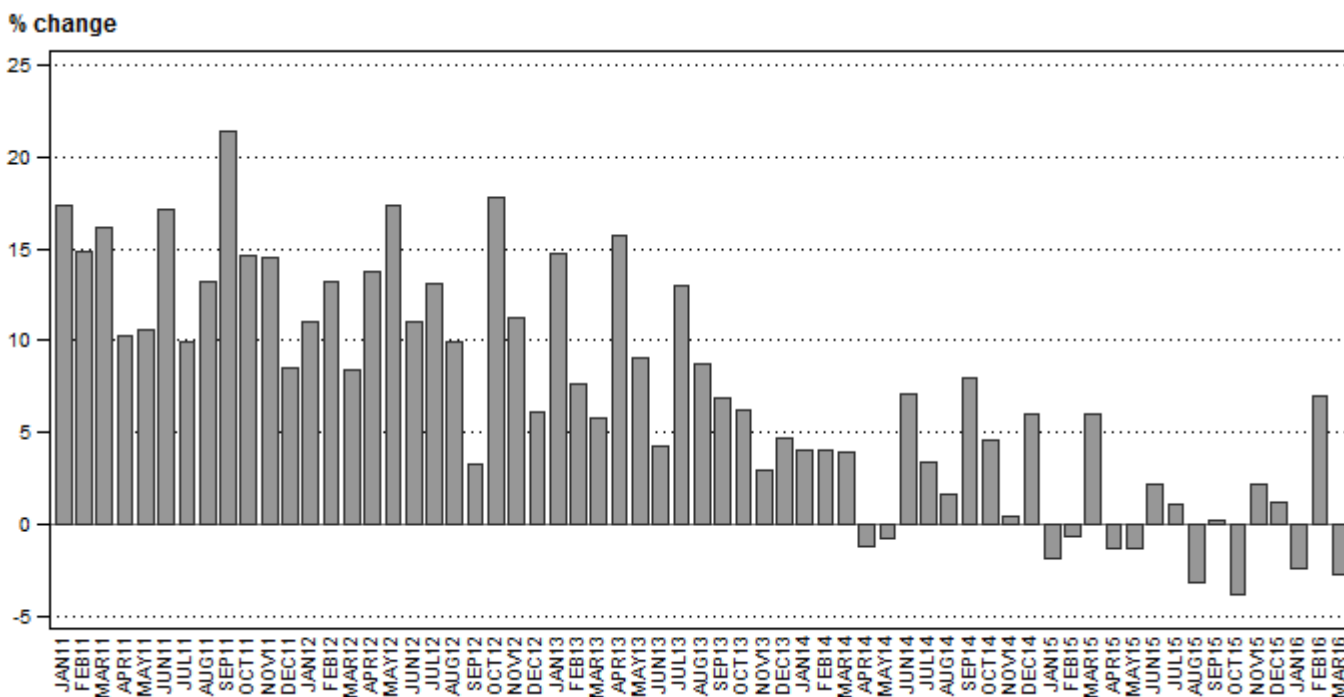


Figure 2 – Motor trade sales at current prices: year-on-year percentage change



PJ Lehohla  
 Statistician-General

**Tables**

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

Month	2010	2011	2012	2013	2014	2015	2016 1/
Jan	29 092	34 145	37 893	43 447	45 193	44 351	43 270
Feb	30 618	35 180	39 809	42 815	44 533	44 220	47 307
Mar	33 490	38 917	42 199	44 666	46 400	49 194	47 826
Apr	30 803	33 965	38 650	44 731	44 206	43 634	
May	32 834	36 313	42 615	46 494	46 137	45 533	
Jun	32 007	37 467	41 589	43 348	46 439	47 460	
Jul	34 149	37 539	42 471	47 993	49 627	50 172	
Aug	34 823	39 432	43 317	47 088	47 823	46 295	
Sep	32 979	40 033	41 354	44 225	47 751	47 861	
Oct	33 651	38 562	45 407	48 207	50 432	48 494	
Nov	36 030	41 265	45 895	47 245	47 453	48 478	
Dec	35 636	38 653	41 003	42 931	45 515	46 072	
<b>Total</b>	<b>396 112</b>	<b>451 471</b>	<b>502 202</b>	<b>543 190</b>	<b>561 509</b>	<b>561 764</b>	

1/ Figures for latest month are preliminary.

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

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

**Table 3 – Seasonally adjusted motor trade sales at current prices**

Month	R million				Month-on-month % change			
	2013	2014	2015	2016	2013	2014	2015	2016
Jan	44 222	46 122	46 227	46 172	1,5	3,0	-1,2	-2,4
Feb	44 081	45 786	45 413	47 706	-0,3	-0,7	-1,8	3,3
Mar	45 322	45 854	47 559	46 721	2,8	0,1	4,7	-2,1
Apr	45 407	46 266	45 969		0,2	0,9	-3,3	
May	45 778	46 286	46 599		0,8	0,0	1,4	
Jun	44 867	47 239	47 191		-2,0	2,1	1,3	
Jul	45 924	47 290	47 727		2,4	0,1	1,1	
Aug	45 988	47 554	46 281		0,1	0,6	-3,0	
Sep	44 899	47 411	47 371		-2,4	-0,3	2,4	
Oct	45 854	47 928	46 739		2,1	1,1	-1,3	
Nov	45 741	46 945	47 259		-0,2	-2,1	1,1	
Dec	44 781	46 767	47 328		-2,1	-0,4	0,1	

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

Type of activity	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16 1/
New vehicle sales	14 138	14 421	14 017	12 128	13 806	13 867
Used vehicle sales	8 991	8 893	8 241	8 398	9 536	9 776
Workshop income	3 266	3 283	2 810	2 624	3 122	3 273
Income from the sales of accessories	9 097	9 255	8 074	8 409	9 255	9 039
Income from fuel sales	11 245	10 928	11 069	10 073	9 924	10 123
Income from convenience store sales 2/	1 757	1 698	1 860	1 638	1 665	1 749
<b>Total</b>	<b>48 494</b>	<b>48 478</b>	<b>46 072</b>	<b>43 270</b>	<b>47 307</b>	<b>47 826</b>

1/ Figures are preliminary.

2/ Includes 'other' sales and trading income.

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

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

1/ Includes 'other' sales and trading income.

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

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

1/ Includes 'other' sales and trading income.

## Survey information

<b>Introduction</b>	<b>1</b>	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.
	<b>2</b>	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.
<b>Purpose of the survey</b>	<b>3</b>	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.
<b>Scope of the survey</b>	<b>4</b>	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include: <ul style="list-style-type: none"><li>• motor vehicle dealers, filling stations and workshops;</li><li>• motor cycle dealers;</li><li>• spares and accessories;</li><li>• tyre dealers;</li><li>• automotive electricians;</li><li>• radiator repairs;</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>5</b>	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.
<b>Collection rate</b>	<b>6</b>	The preliminary collection rate for the survey on motor trade sales for March 2016 was 84,4%. The improved collection rate for February 2016 was 89,3%.
<b>Statistical unit</b>	<b>7</b>	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.
<b>Revised figures</b>	<b>8</b>	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.
<b>Related publications</b>	<b>9</b>	Users may also refer to the following publication available from Stats SA: <ul style="list-style-type: none"><li>• <i>Stats in Brief</i> issued annually.</li></ul>

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

**Technical notes**

- Survey methodology and design**      1      The survey is conducted monthly. Questionnaires are sent to a sample of 852 enterprises from a population of 10 463 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Email, fax and telephone reminders are used to follow up on non-respondents.
- 2      A stratified random sample was drawn in April 2015 from Stats SA’s business sampling frame (BSF) at the SIC four-digit level. Strata were formed using a combination of Standard Industrial Classification and the measure of size classes for enterprises (see point 3 below).

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

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

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

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

**Measure of size classes (Rand)**

Enterprise size	Size group	Lower limits	Upper limits
Very small	4	1 758 065	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

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



<b>Seasonal adjustment</b>	<b>5</b>	<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><a href="#">Click to Download Seasonal adjustment Motor Trade Sales July 2015</a></p>
<b>Trend cycle</b>	<b>6</b>	<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>
<b>Reliability of estimates</b>	<b>7</b>	<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>
	<b>8</b>	<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>
<b>Month-on-month percentage change</b>	<b>9</b>	<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>
<b>Year-on-year percentage change</b>	<b>10</b>	<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>
<b>Contribution (percentage points)</b>	<b>11</b>	<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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