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

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**ENQUIRIES:**  
Keshnee Naidoo  
(012) 310 8423

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[www.statssa.gov.za](http://www.statssa.gov.za)  
[info@statssa.gov.za](mailto:info@statssa.gov.za)  
T +27 12 310 8911  
F +27 12 310 8500

Private Bag X44, Pretoria, 0001, South Africa  
ISibalo House, Koch Street, Salvokop, Pretoria, 0002

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## Sales at current prices: results for September 2017

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

	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
Year-on-year % change, unadjusted	-7,2	3,0	4,2	-1,8	3,9	3,3
Month-on-month % change, seasonally adjusted	-3,1	2,6	-0,4	-1,8	1,7	1,4
3-month % change, seasonally adjusted 1/	0,4	-0,3	-1,0	-0,2	-0,4	0,3

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 3,3% year-on-year in September 2017. The largest annual growth rates were recorded for:

- fuel sales (8,4%); and
- new vehicle sales (7,6%) – see Table 5.

Seasonally adjusted motor trade sales increased by 1,4% in September 2017 compared with August 2017. This followed month-on-month changes of 1,7% in August 2017 and -1,8% in July 2017.

In the third quarter of 2017, seasonally adjusted motor trade sales increased by 0,3% compared with the previous quarter.

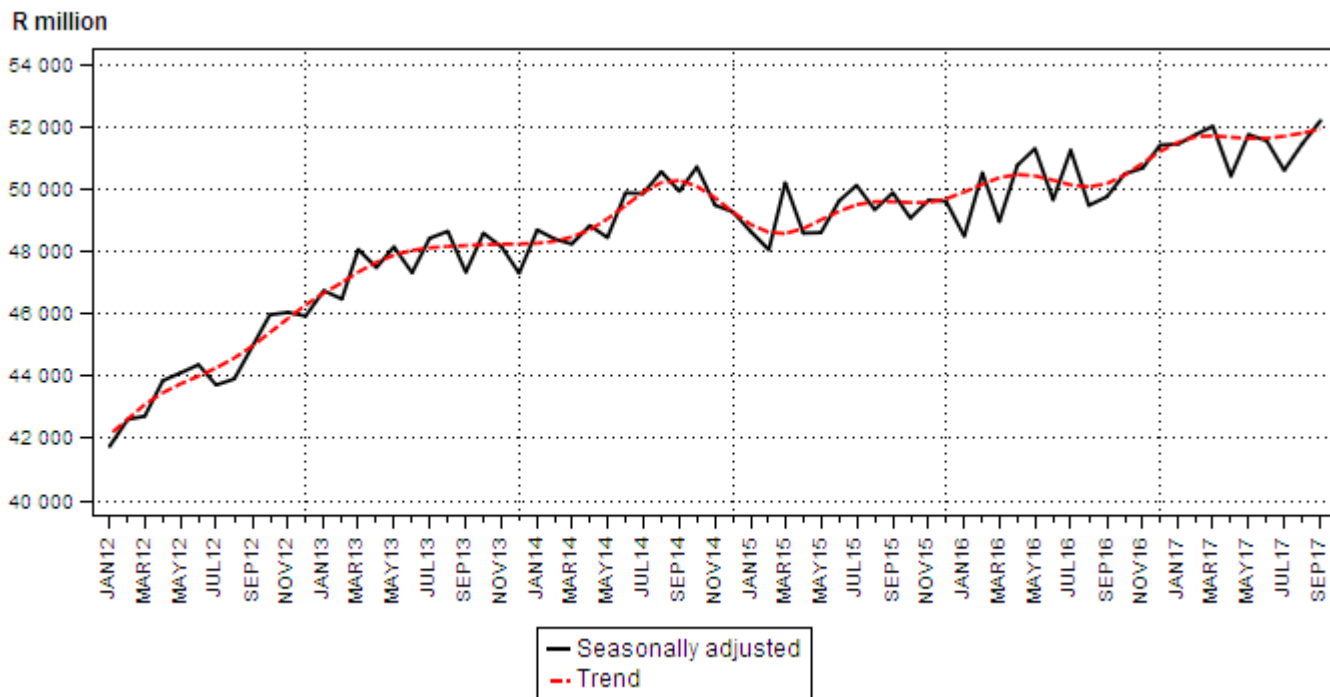
**Table B – Motor trade sales at current prices for the latest three months by type of activity**

Type of activity	Jul – Sep 2016 (R million)	Weight	Jul – Sep 2017 (R million)	% change between Jul – Sep 2016 and Jul – Sep 2017	Contribution (% points) to the total % change
New vehicle sales	39 442	25,7	41 407	5,0	1,3
Used vehicle sales	29 412	19,2	29 991	2,0	0,4
Workshop income	9 609	6,3	9 318	-3,0	-0,2
Income from the sales of accessories	29 092	19,0	28 557	-1,8	-0,3
Income from fuel sales	40 687	26,5	41 598	2,2	0,6
Income from convenience store sales 1/	5 092	3,3	5 174	1,6	0,1
<b>Total</b>	<b>153 336</b>	<b>100,0</b>	<b>156 043</b>	<b>1,8</b>	<b>1,8</b>

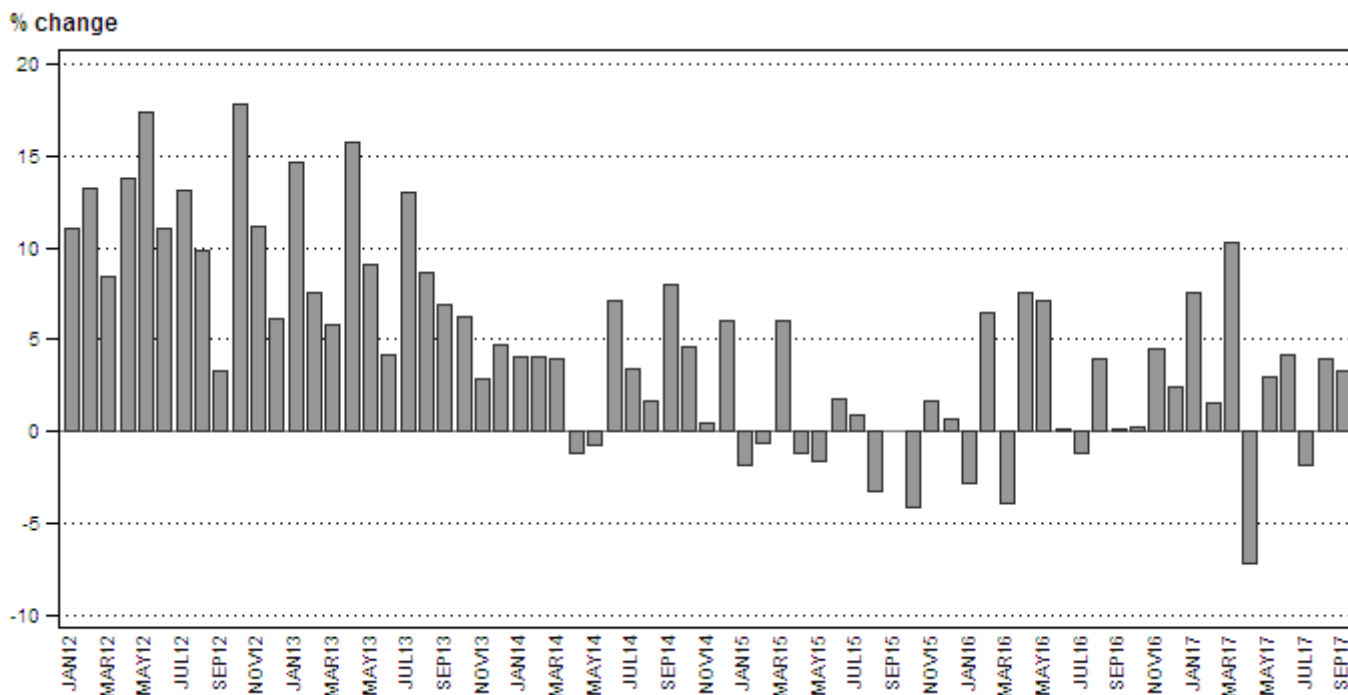
1/ Includes 'other' sales and trading income.

Motor trade sales increased by 1,8% in the third quarter of 2017 compared with the third quarter of 2016. The main contributor was new vehicle sales (5,0% and contributing 1,3 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**



**Risenga Maluleke**  
**Statistician-General**

## Tables

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

Month	2011	2012	2013	2014	2015	2016	2017 1/
Jan	36 024	39 978	45 837	47 680	46 792	45 466	48 937
Feb	37 116	42 000	45 171	46 983	46 652	49 669	50 417
Mar	41 059	44 521	47 124	48 953	51 900	49 873	55 017
Apr	35 834	40 776	47 192	46 638	46 082	49 558	45 991
May	38 311	44 960	49 053	48 675	47 897	51 275	52 833
Jun	39 529	43 877	45 733	48 993	49 896	49 937	52 031
Jul	39 604	44 808	50 634	52 357	52 839	52 218	51 274
Aug	41 602	45 701	49 679	50 454	48 810	50 697	52 683
Sep	42 236	43 630	46 659	50 378	50 369	50 421	52 086
Oct	40 683	47 905	50 860	53 207	51 003	51 089	
Nov	43 535	48 420	49 844	50 064	50 896	53 202	
Dec	40 780	43 259	45 293	48 019	48 361	49 522	
<b>Total</b>	<b>476 313</b>	<b>529 835</b>	<b>573 079</b>	<b>592 401</b>	<b>591 497</b>	<b>602 927</b>	

1/ Figures for latest month are preliminary.

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

Month	2012	2013	2014	2015	2016	2017	2017 year-to-date
Jan	11,0	14,7	4,0	-1,9	-2,8	7,6	7,6
Feb	13,2	7,6	4,0	-0,7	6,5	1,5	4,4
Mar	8,4	5,8	3,9	6,0	-3,9	10,3	6,5
Apr	13,8	15,7	-1,2	-1,2	7,5	-7,2	3,0
May	17,4	9,1	-0,8	-1,6	7,1	3,0	3,0
Jun	11,0	4,2	7,1	1,8	0,1	4,2	3,2
Jul	13,1	13,0	3,4	0,9	-1,2	-1,8	2,4
Aug	9,9	8,7	1,6	-3,3	3,9	3,9	2,6
Sep	3,3	6,9	8,0	0,0	0,1	3,3	2,7
Oct	17,8	6,2	4,6	-4,1	0,2		
Nov	11,2	2,9	0,4	1,7	4,5		
Dec	6,1	4,7	6,0	0,7	2,4		
<b>Total</b>	<b>11,2</b>	<b>8,2</b>	<b>3,4</b>	<b>-0,2</b>	<b>1,9</b>		

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

Month	R million				Month-on-month % change			
	2014	2015	2016	2017	2014	2015	2016	2017
Jan	48 686	48 638	48 488	51 442	2,9	-1,3	-2,2	0,1
Feb	48 386	48 051	50 516	51 756	-0,6	-1,2	4,2	0,6
Mar	48 240	50 195	48 958	52 011	-0,3	4,5	-3,1	0,5
Apr	48 823	48 585	50 765	50 416	1,2	-3,2	3,7	-3,1
May	48 446	48 600	51 292	51 743	-0,8	0,0	1,0	2,6
Jun	49 874	49 616	49 653	51 546	2,9	2,1	-3,2	-0,4
Jul	49 855	50 116	51 244	50 601	0,0	1,0	3,2	-1,8
Aug	50 550	49 337	49 474	51 449	1,4	-1,6	-3,5	1,7
Sep	49 933	49 877	49 751	52 186	-1,2	1,1	0,6	1,4
Oct	50 706	49 066	50 479		1,5	-1,6	1,5	
Nov	49 482	49 639	50 672		-2,4	1,2	0,4	
Dec	49 271	49 604	51 405		-0,4	-0,1	1,4	

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

Type of activity	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17 1/
New vehicle sales	11 560	13 689	14 070	13 438	13 991	13 978
Used vehicle sales	8 256	10 333	9 730	9 924	10 181	9 886
Workshop income	2 736	3 348	3 171	3 118	3 155	3 045
Income from the sales of accessories	8 457	9 849	9 708	9 222	9 934	9 401
Income from fuel sales	13 294	13 920	13 650	13 864	13 703	14 031
Income from convenience store sales 2/	1 689	1 694	1 702	1 708	1 720	1 746
<b>Total</b>	<b>45 991</b>	<b>52 833</b>	<b>52 031</b>	<b>51 274</b>	<b>52 683</b>	<b>52 086</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	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
New vehicle sales	-12,8	2,4	11,1	-0,3	7,8	7,6
Used vehicle sales	-13,7	5,7	2,3	-0,3	4,5	1,7
Workshop income	-12,3	5,1	-0,3	-0,7	-1,6	-6,7
Income from the sales of accessories	-12,1	-1,6	-0,2	-3,6	2,2	-4,2
Income from fuel sales	7,5	4,4	3,5	-3,6	2,5	8,4
Income from convenience store sales 1/	3,8	5,3	1,9	0,1	2,1	2,6
<b>Total</b>	<b>-7,2</b>	<b>3,0</b>	<b>4,2</b>	<b>-1,8</b>	<b>3,9</b>	<b>3,3</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	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
New vehicle sales	-3,4	0,6	2,8	-0,1	2,0	2,0
Used vehicle sales	-2,6	1,1	0,4	-0,1	0,9	0,3
Workshop income	-0,8	0,3	0,0	0,0	-0,1	-0,4
Income from the sales of accessories	-2,3	-0,3	0,0	-0,7	0,4	-0,8
Income from fuel sales	1,9	1,1	0,9	-1,0	0,7	2,2
Income from convenience store sales 1/	0,1	0,2	0,1	0,0	0,1	0,1
<b>Total</b>	<b>-7,2</b>	<b>3,0</b>	<b>4,2</b>	<b>-1,8</b>	<b>3,9</b>	<b>3,3</b>

1/ Includes 'other' sales and trading income.

## Survey information

<b>Introduction</b>	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 2017 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
	2	In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.
<b>Purpose of the survey</b>	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.
<b>Scope of the survey</b>	4	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include: <ul style="list-style-type: none"> <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>	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.
<b>Collection rate</b>	6	The preliminary collection rate for the survey on motor trade sales for September 2017 was 79,6%. The improved collection rate for August 2017 was 85,1%.
<b>Statistical unit</b>	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.
<b>Revised figures</b>	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.
<b>Related publications</b>	9	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: [Click to download historical data](#)
- Past publications** 12 Past motor trade releases are available on the Stats SA website. To access the releases electronically, use the following link: [Click to download past releases](#)

## Technical notes

- Survey methodology and design** 1 The survey is conducted monthly. Questionnaires are sent to a sample of 853 enterprises from a population of 10 798 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 2017 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 3,8%.

- 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	1 854 346	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

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



<b>Seasonal adjustment</b>	<b>5</b>	Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the US Bureau of the Census. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be recognised more clearly. Seasonal adjustment does not aim to remove irregular or non-seasonal influences which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at: <a href="#">Click to download seasonal adjustment motor trade sales August 2017</a>
<b>Trend cycle</b>	<b>6</b>	The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.
<b>Reliability of estimates</b>	<b>7</b>	Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa. Estimates are subject to sampling and non-sampling errors.
	<b>8</b>	Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.
<b>Month-on-month percentage change</b>	<b>9</b>	The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.
<b>Year-on-year percentage change</b>	<b>10</b>	The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.
<b>Contribution (percentage points)</b>	<b>11</b>	The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of activity by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of activity to total motor trade sales in the corresponding period of the previous year.

## Glossary

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

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

### Symbols and abbreviations

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

### Technical enquiries

**Peter Makota** Telephone number: (012) 310 4837  
Email: [petermak@statssa.gov.za](mailto:petermak@statssa.gov.za)

**Keshnee Naidoo** Telephone number: (012) 310 8423  
Email: [keshneen@statssa.gov.za](mailto:keshneen@statssa.gov.za)

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**General enquiries**

User information services	Telephone number: (012) 310 8600 Email address: <a href="mailto:info@statssa.gov.za">info@statssa.gov.za</a>
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Postal address	Private Bag X44, Pretoria, 0001
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