



stats sa

Department:
Statistics South Africa
REPUBLIC OF SOUTH AFRICA

Motor trade industry, 2022

Embargoed until:
19 September 2024
11:30

Report No. 63-01-02 (2022)

Dipalopalo tsa Aforikaborwa • Dipalopalo tsa Aforika Borwa • Ezazibalo zaseNingizimu Afrika • Isnitatistika Afrika Isnipembe • Ilnniayo Afrika-Uzonga

Statistieke Suid-Afrika • Dipalopalo tsa Aforika Borwa • Telubalo zaseNingizimu Afrika • EzeeNkcukacha maNani zoMzantsi Afrika • Ilimbalobalo zeSewula Afrika

IMPROVING LIVES THROUGH DATA ECOSYSTEMS

Statistics South Africa

Risenga Maluleke
Statistician-General



Motor trade industry, 2022 / Statistics South Africa

Published by Statistics South Africa, Private Bag X44, Pretoria 0001

© Statistics South Africa, 2024

Users may apply or process this data, provided Statistics South Africa (Stats SA) is acknowledged as the original source of the data; that it is specified that the application and/or analysis is the result of the user's independent processing of the data; and that neither the basic data nor any reprocessed version or application thereof may be sold or offered for sale in any form whatsoever without prior permission from Stats SA.

Stats SA Library Cataloguing-in-Publication (CIP) Data

Motor trade industry, 2022 / Statistics South Africa. Pretoria: Statistics South Africa, 2024

Report No. 63-01-02 (2022)

38 pages

ISBN: 978-1-77997-034-3

A complete set of Stats SA publications is available at the Stats SA Library and the following libraries:

National Library of South Africa, Pretoria Division
National Library of South Africa, Cape Town Division
Library of Parliament, Cape Town
Bloemfontein Public Library
Natal Society Library, Pietermaritzburg
Johannesburg Public Library

Eastern Cape Library Services, Qonce
Central Regional Library, Polokwane
Central Reference Library, Mbombela
Central Reference Collection, Kimberley
Central Reference Library, Mmabatho

This report is available on the Stats SA website: www.statssa.gov.za.

For technical enquiries, please contact: Tshepo Pekane / Mosa Tshekedi / Tlangelani Zitha

Tel.: (012) 310 8191/ (012) 337 3034 / (012) 339 2684

Email: tshepop@statssa.gov.za / mosat@statssa.gov.za / tlangelaniz@statssa.gov.za

Table of contents

1.	Introduction	1
1.1	Aim and collection unit	1
1.2	Scope and coverage	1
1.3	Data items	1
1.4	Reference period.....	1
1.5	Current prices	1
1.6	Reliability of data.....	2
1.7	Confidentiality	2
2.	Summary of findings	3
2.1.	Income.....	3
	Table A – Income in the motor trade industry, 2012–2022	3
	Table B – Concentration ratio for total income in the motor trade industry, 2012–2022	4
	Table C – Profit margin in the motor trade industry, 2012–2022.....	5
2.2.	Employment.....	6
	Table D – Employment in the motor trade industry for the last pay period ended on or before 30 June, 2012–2022.....	6
	Figure 1 – Percentage contribution of income and employment by type of motor trade, 2022	7
	Figure 2 – Percentage contribution of income and employment by enterprise size in the motor trade industry, 2022.....	8
	Table E – Average salaries and wages in the motor trade industry, 2012–2022.....	9
2.3.	Motor trade industry value added	10
	Figure 3 – Motor trade industry value added, annual percentage change (constant 2015 prices), 2012–2021	10
	Figure 4 – Percentage contribution of the motor trade industry to total value added (current prices), 2012–2021	10
2.4.	Capital expenditure on new assets.....	11
	Table F – Capital expenditure on new assets in the motor trade industry, 2012–2022.....	11
3.	Tables	12
	Table 1 – Principal statistics in the motor trade industry, 2018 and 2022	12
	Table 2 – Principal statistics by type of motor trade, 2018 and 2022.....	12
	Table 3 – Profit margin by type of trade in the motor trade industry, 2018 and 2022.....	13
	Table 4 – Type of income in the motor trade industry, 2018 and 2022	14
	Table 5 – Income by type of motor trade, 2022 ²	14
	Table 6 – Income by enterprise size and type of motor trade, 2022 ²	15
	Table 7 – Concentration ratios by type of motor trade, 2022 ²	16
	Table 8 – Type of expenditure in the motor trade industry, 2018 and 2022.....	17
	Table 9 – Expenditure by type of motor trade, 2022 ²	18
	Table 10 – Capital expenditure on new assets by type of asset in the motor trade industry, 2018 and 2022.....	19
	Table 11 – Capital expenditure on new assets by type of asset and type of motor trade, 2022 ²	19
	Table 12 – Employment by type of motor trade for the last pay period ended on or before 30 June, 2018 and 2022	20
	Table 13 – Employment by contract, gender and type of motor trade for the last pay period ended on or before 30 June, 2022 ²	20
	Table 14 – Employment by enterprise size and type of motor trade for the last pay period ended on or before 30 June, 2022 ²	21

Table 15 – Income from sales of goods by commodity group in the motor trade industry, 2018 and 2022	21
Table 16 – Income from wholesale sales of motor vehicles by commodity type in the motor trade industry, 2018 and 2022	22
Table 17 – Income from retail sales of motor vehicles by commodity type in the motor trade industry, 2018 and 2022	23
Table 18 – Income from sales of other goods by commodity type in the motor trade industry, 2018 and 2022	24
Table 19 – Income by type of service in the motor trade industry, 2018 and 2022	25
Table 20 – Purchases by commodity group in the motor trade industry, 2018 and 2022	25
Table 21 – Purchases by commodity type in the motor trade industry, 2018 and 2022	26
Table 22 – Income from sales of goods and services by client base in the motor trade industry, 2018 and 2022	28
Table 23 – Income from sales of goods and services by client base and type of motor trade, 2022 ²	28
Table 24 – Information and communication technology usage in the motor trade industry, 2022 ²	29
Table 25 – Information and communication technology usage by enterprise size in the motor trade industry, 2022 ²	29
Explanatory notes	30
Table 26 – Size groups for the motor trade industry, 2022	30
Table 27 – Income in the motor trade industry within 95% confidence limits, 2022	32
Glossary	33

1. Introduction

1.1 Aim and collection unit

This publication presents estimates in respect of the motor trade industry, 2022. The survey aims to provide financial, employment, sales of goods and related information for the motor trade industry in South Africa.

The last survey was conducted in 2018 (Report No. 63-01-02 (2018)).

The statistical unit for the collection of information is an enterprise. An enterprise is a legal unit (or a combination of legal units) that includes and directly controls all functions necessary to carry out its activities. Each enterprise is classified to an industry that reflects its predominant activity.

1.2 Scope and coverage

The 2022 motor trade industry survey covers enterprises registered for value-added tax (VAT) that are mainly engaged in the following activities classified according to the January 1993 edition of the *Standard Industrial Classification of All Economic Activities* (SIC), Fifth edition, Report No. 09-90-02:

- wholesale sales of motor vehicles (SIC 6311);
- retail sales of motor vehicles (SIC 6312);
- maintenance and repair of motor vehicles (SIC 6320);
- sales of new motor vehicle parts and accessories (SIC 6331);
- sales of used motor vehicle parts and accessories (SIC 6332);
- sales, maintenance and repair of motorcycles and related parts and accessories (SIC 6340); and
- retail sales of automotive fuel (SIC 6350).

1.3 Data items

The following categories of data items were collected: industrial classification, details of employment, trading income, expenditure, salaries and wages, profit or loss, inventories, capital expenditure on new assets, details of sales of goods, details of services, details of purchases, details of the client base, and information and communication technology usage.

1.4 Reference period

The questionnaires were completed for the financial year of the enterprise which ends on any date between 1 July 2021 and 30 June 2022, according to the usual reporting schedule of the enterprise. The data for the number of employees were provided for employees who received salaries and wages for the last pay period ended on or before 30 June 2022.

1.5 Current prices

The rand values are at current prices.

1.6 Reliability of data

The following are some of the likely sources of non-sampling errors: frame not up to date, incorrect definitions and classifications, phrasing of questions, non-response, processing and estimation. Every effort is made to minimise non-sampling errors by updating the frame, careful design of questionnaires, testing them with a sample of respondents, editing reported data and implementing efficient operating procedures. Non-sampling errors occur in both sample surveys and censuses.

1.7 Confidentiality

According to Section 17 of the Statistics Act, 1999 (Act No. 6 of 1999), completed questionnaires remain confidential to Stats SA. Individual business information is never disclosed. Results are presented in aggregated form only.

2. Summary of findings

2.1. Income

Table A – Income in the motor trade industry, 2012–2022

Type of motor trade	2012		2015		2018 ¹		2022 ²	
	R million	% contribution	R million	% contribution	R million	% contribution	R million	% contribution
Wholesale sales of motor vehicles	36 332	7,2	39 090	6,5	47 163	7,0	55 414	6,7
Retail sales of motor vehicles	236 978	46,9	289 480	48,4	335 410	50,1	407 397	49,0
Maintenance and repair of motor vehicles	24 944	4,9	27 060	4,5	30 809	4,6	36 674	4,4
Sales of new motor vehicle parts and accessories	51 503	10,2	60 091	10,0	63 148	9,4	86 852	10,4
Sales of used motor vehicle parts and accessories	2 156	0,4	2 368	0,4	3 461	0,5	2 823	0,3
Sales, maintenance and repair of motorcycles and related parts and accessories	3 355	0,7	4 025	0,7	4 195	0,6	4 408	0,5
Retail sales of automotive fuel	150 312	29,7	176 944	29,5	186 491	27,8	239 466	28,7
Total	505 580	100,0	599 058	100,0	670 677	100,0	833 034	100,0

¹ Revised figures.

² Preliminary figures.

The total income for the motor trade industry in 2022 was R833,0 billion. The total income represents an increase of 5,6% per annum compared with the income reported in the corresponding survey of 2018 (R670,7 billion). Comparing 2018 and 2022, large increases were reported for 'retail sales of motor vehicles' (+R72,0 billion), 'retail sales of automotive fuel' (+R53,0 billion) and 'sales of new motor vehicle parts and accessories' (+R23,7 billion).

Between 2012 and 2022, 'retail sales of motor vehicles' gained the biggest percentage share (+2,1 percentage points) in income (from a percentage contribution of 46,9% in 2012 to 49,0% in 2022). 'Retail sales of automotive fuel' lost the biggest percentage share (-1,0 percentage point) over the same period (from 29,7% in 2012 to 28,7% in 2022).

Table B – Concentration ratio for total income in the motor trade industry, 2012–2022

Concentration ratio	2012	2015	2018 ¹	2022 ²
	%			
CR5	17,6	15,9	14,0	14,7
CR10	22,5	21,0	18,9	20,9
CR20	27,2	26,6	25,6	27,6
CR50	33,5	33,8	33,3	35,4
CR100	38,7	39,5	39,3	40,7

¹ Revised figures.

² Preliminary figures.

In 2022, the top 100 enterprises in the motor trade industry contributed 40,7% to the total income, the highest concentration ratio of the top 100 enterprises (CR100) in the four periods. The concentration ratios of the top 5, 10, 20 and 50 enterprises were the lowest in 2018 at 14,0%, 18,9%, 25,6% and 33,3% respectively. The concentration ratios of the top 20, 50 and 100 enterprises were the highest in 2022 at 27,6%, 35,4% and 40,7% respectively.

Table C – Profit margin in the motor trade industry, 2012–2022

Type of motor trade	Net profit/loss after tax				Turnover				Profit margin			
	2012	2015	2018 ¹	2022 ²	2012	2015	2018 ¹	2022 ²	2012	2015	2018 ¹	2022 ²
	R million								%			
Wholesale sales of motor vehicles	626	930	549	2 729	35 613	38 696	46 641	54 717	1,8	2,4	1,2	5,0
Retail sales of motor vehicles	4 973	6 053	6 525	9 760	232 445	284 941	327 638	397 440	2,1	2,1	2,0	2,5
Maintenance and repair of motor vehicles	625	819	815	508	24 492	26 759	30 345	35 768	2,6	3,1	2,7	1,4
Sales of new motor vehicle parts and accessories	1 709	1 952	2 084	2 370	50 562	59 070	62 324	85 387	3,4	3,3	3,3	2,8
Sales of used motor vehicle parts and accessories	104	117	115	77	2 121	2 346	3 384	2 770	4,9	5,0	3,4	2,8
Sales, maintenance and repair of motorcycles and related parts and accessories	23	76	113	297	3 307	3 975	4 111	4 315	0,7	1,9	2,7	6,9
Retail sales of automotive fuel	1 916	1 834	2 587	3 137	149 749	176 309	185 713	238 101	1,3	1,0	1,4	1,3
Total	9 976	11 781	12 788	18 878	498 289	592 096	660 156	818 498	2,0	2,0	1,9	2,3

¹ Revised figures.

² Preliminary figures.

The profit margin for the motor trade industry in 2022 was 2,3%. 'Sales, maintenance and repair of motorcycles and related parts and accessories' had the highest profit margin at 6,9%, followed by 'wholesale sales of motor vehicles' at 5,0%. 'Retail sales of automotive fuel' and 'maintenance and repair of motor vehicles' had the lowest profit margins at 1,3% and 1,4% respectively.

Between 2012 and 2022, the motor trade industry recorded the highest profit margin of 2,3% in 2022. The highest profit margin by type of motor trade was 'sales, maintenance and repair of motorcycles and related parts and accessories' at 6,9% in 2022. 'Retail sales of automotive fuel' is the only type of motor trade with profit margins consistently lower than the overall profit margins in all the four years surveyed.

2.2. Employment

Table D – Employment in the motor trade industry for the last pay period ended on or before 30 June, 2012–2022

Type of motor trade	2012		2015		2018 ¹		2022 ²	
	Number	% contribution	Number	% contribution	Number	% contribution	Number	% contribution
Wholesale sales of motor vehicles	8 951	3,2	6 177	2,3	6 938	2,6	5 745	2,2
Retail sales of motor vehicles	83 344	30,0	81 366	30,2	82 565	31,0	82 925	31,2
Maintenance and repair of motor vehicles	48 762	17,6	47 502	17,6	43 178	16,2	42 813	16,1
Sales of new motor vehicle parts and accessories	45 586	16,4	42 425	15,7	40 517	15,2	41 552	15,6
Sales of used motor vehicle parts and accessories	2 764	1,0	2 175	0,8	1 926	0,7	1 821	0,7
Sales, maintenance and repair of motorcycles and related parts and accessories	2 561	0,9	2 030	0,8	2 005	0,8	1 514	0,6
Retail sales of automotive fuel	85 692	30,9	88 099	32,6	89 360	33,5	89 795	33,6
Total	277 660	100,0	269 774	100,0	266 489	100,0	266 165	100,0

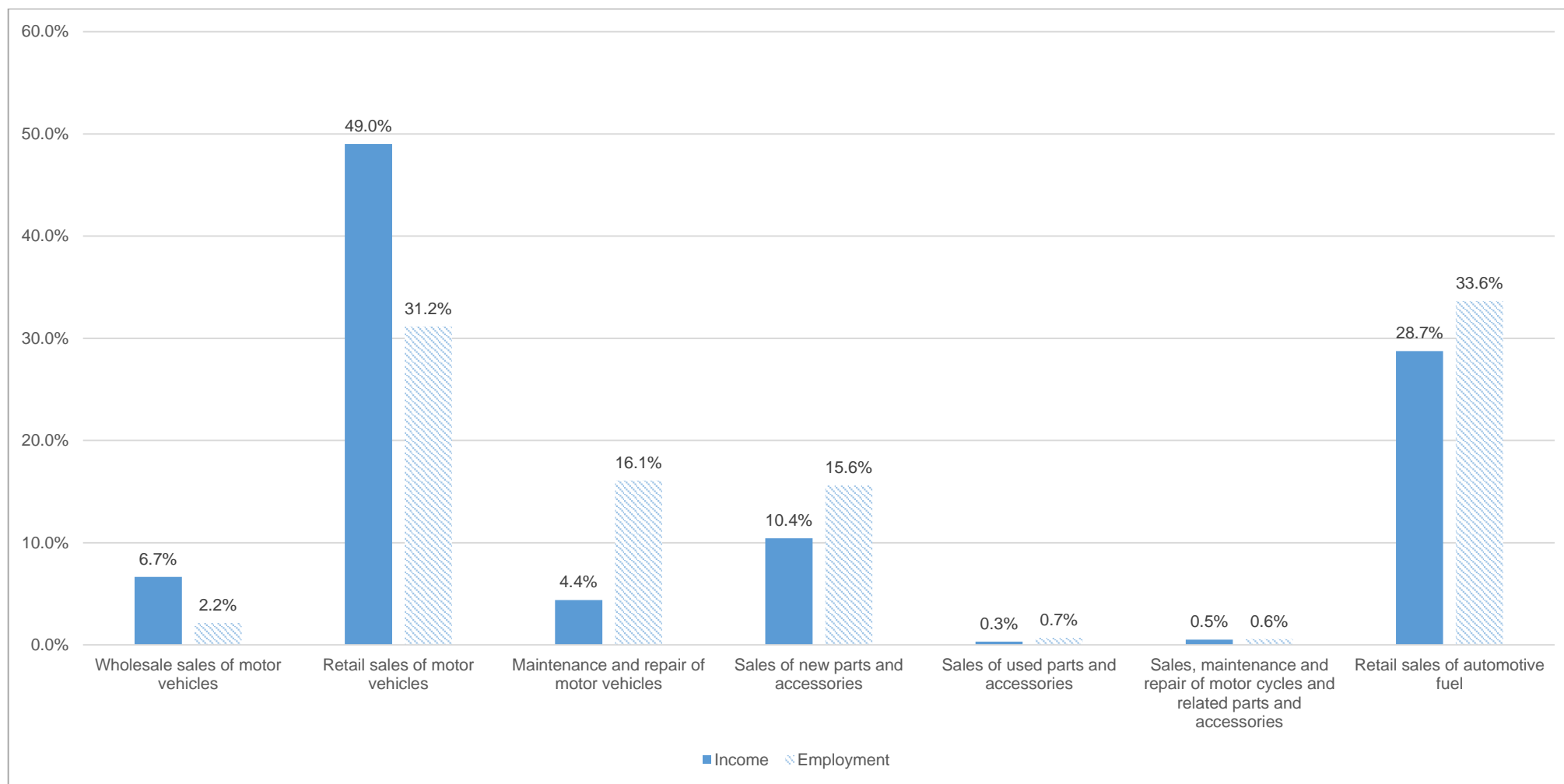
¹ Revised figures.

² Preliminary figures.

The total number of persons employed in the motor trade industry as at the end of June 2022 was 266 165. This represents a change of 0,0% per annum compared with the employment recorded in 2018 (266 489 persons). 'Retail sales of automotive fuel' employed the largest number of persons (89 795 or 33,6%), followed by 'retail sales of motor vehicles' (82 925 or 31,2%) and 'maintenance and repair of motor vehicles' (42 813 or 16,1%).

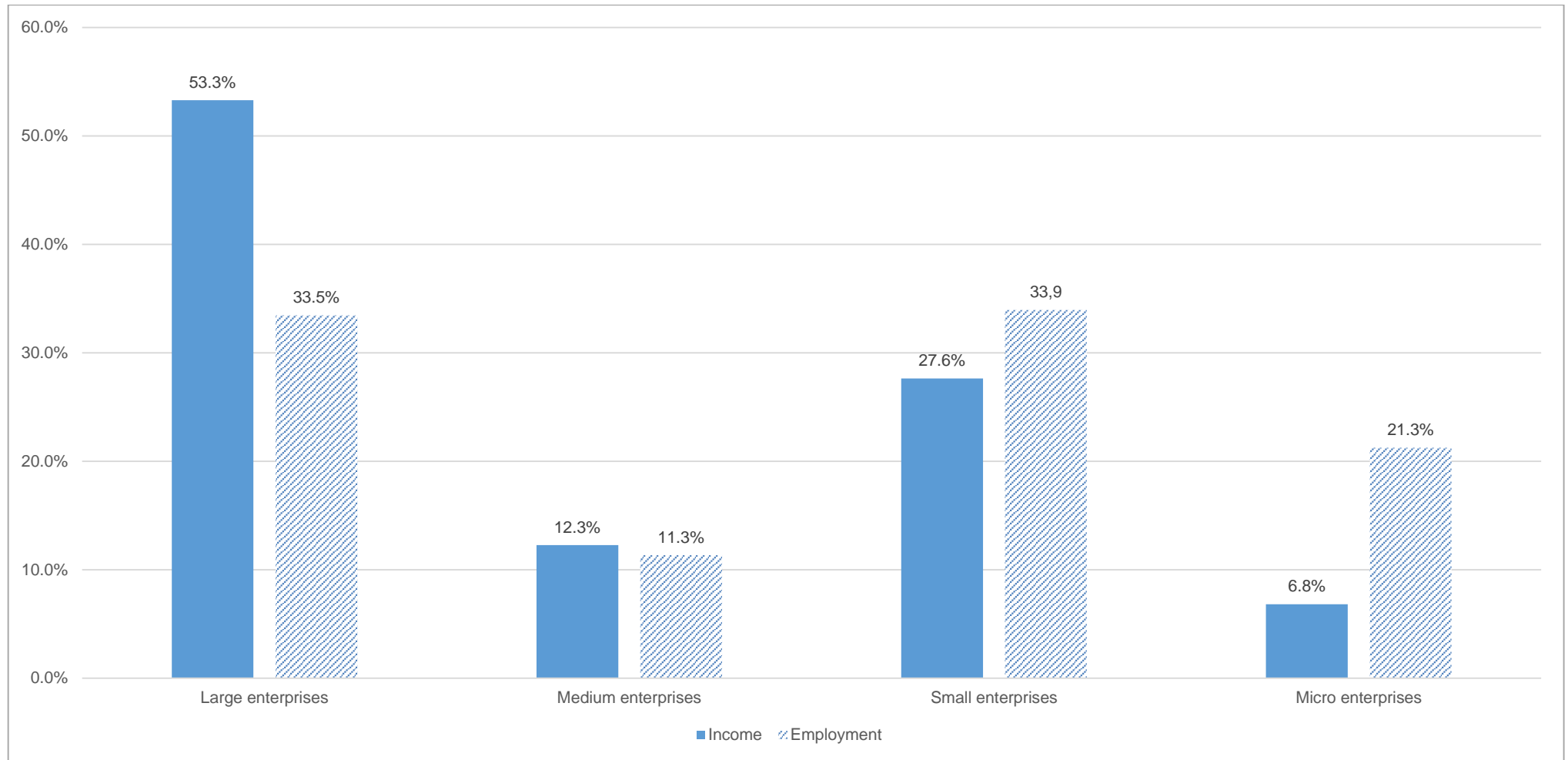
Formal employment decreased from 277 660 in 2012 to 266 165 in 2022 (a loss of 11 495 jobs). The biggest losses in employment between 2012 and 2022 were in 'maintenance and repair of motor vehicles' (-5 949), 'sales of new motor vehicle parts and accessories' (-4 034) and 'wholesale sales of motor vehicles' (-3 206). The only gain in employment over the same period was in 'retail sales of automotive fuel' (+4 103).

Figure 1 – Percentage contribution of income and employment by type of motor trade, 2022



The type of motor trade with the highest proportion of employment compared with its proportion of income was 'maintenance and repair of motor vehicles' (contributing 16,1% of employment and 4,4% of income), followed by 'sales of used motor vehicle parts and accessories' (0,7% of employment and 0,3% of income). Although 'retail sales of motor vehicles' contributed 49,0% to the total income of the motor trade industry in 2022, its contribution to employment was only 31,2%.

Figure 2 – Percentage contribution of income and employment by enterprise size in the motor trade industry, 2022



Large enterprises (those with an annual turnover greater than R234 million) contributed 53,3% to the total income of the motor trade industry in 2022, but their contribution to employment was only 33,5%. Most (66,5%) of the employment in the industry was created by small, medium and micro enterprises (SMMEs) while their contribution to income was 46,7%.

Table E – Average salaries and wages in the motor trade industry, 2012–2022

Type of motor trade	2012			2015			2018 ¹			2022 ²		
	Salaries and wages	Total employees	Average salaries and wages	Salaries and wages	Total employees	Average salaries and wages	Salaries and wages	Total employees	Average salaries and wages	Salaries and wages	Total employees	Average salaries and wages
	R million	Number	Rand	R million	Number	Rand	R million	Number	Rand	R million	Number	Rand
Wholesale sales of motor vehicles	1 425	8 951	159 200	1 650	6 177	267 120	1 792	6 938	258 288	1 676	5 745	291 732
Retail sales of motor vehicles	15 489	83 344	185 844	18 225	81 366	223 988	20 341	82 565	246 363	25 478	82 925	307 241
Maintenance and repair of motor vehicles	5 257	48 762	107 809	5 867	47 502	123 511	6 827	43 178	158 113	7 202	42 813	168 220
Sales of new motor vehicle parts and accessories	5 791	45 586	127 035	6 459	42 425	152 245	6 993	40 517	172 594	8 380	41 552	201 675
Sales of used motor vehicle parts and accessories	324	2 764	117 221	325	2 175	149 425	376	1 926	195 223	387	1 821	212 521
Sales, maintenance and repair of motorcycles and related parts and accessories	346	2 561	135 103	350	2 030	172 414	393	2 005	196 010	342	1 514	225 892
Retail sales of automotive fuel	6 395	85 692	74 628	7 046	88 099	79 978	9 825	89 360	109 949	11 853	89 795	132 001
Total	35 027	277 660	126 151	39 922	269 774	147 983	46 547	266 489	174 668	55 318	266 165	207 833

¹ Revised figures.

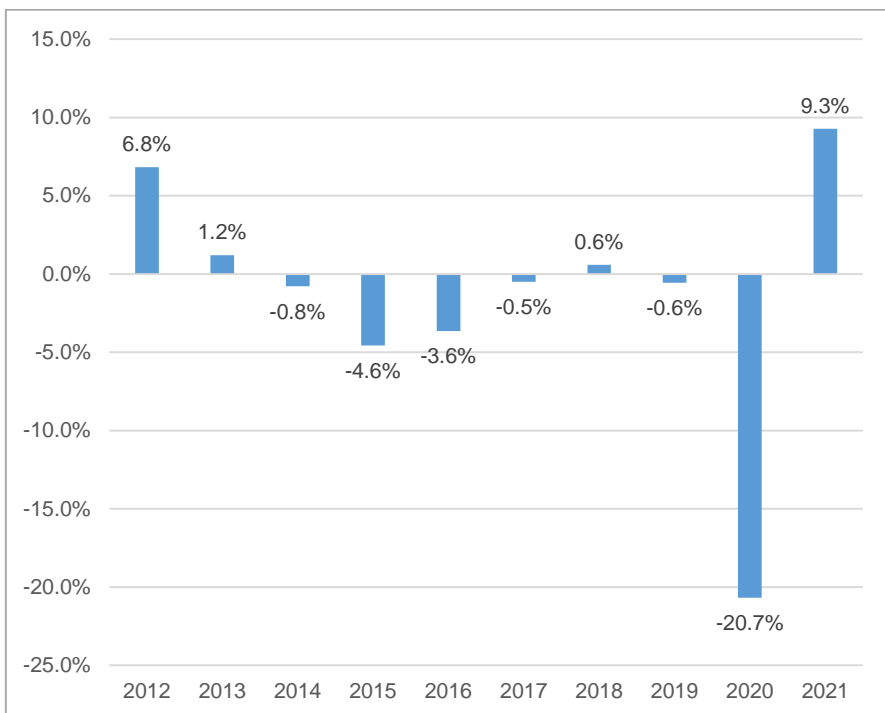
² Preliminary figures.

The average salaries and wages in the motor trade industry in 2022 was R207 833. The type of motor trade with the highest average salaries and wages in 2022 was 'retail sales of motor vehicles' (R307 241), followed by 'wholesale sales of motor vehicles' (R291 732) and 'sales, maintenance and repair of motorcycles and related parts and accessories' (R225 892). The type of motor trade with the lowest average salaries and wages in 2022 was 'retail sales of automotive fuel' (R132 001).

Total average salaries and wages increased from R126 151 in 2012 to R207 833 in 2022, an annualised growth rate of 5,1%. The highest annualised growth rate between surveys in the motor trade industry was 5,7% between 2015 and 2018.

2.3. Motor trade industry value added

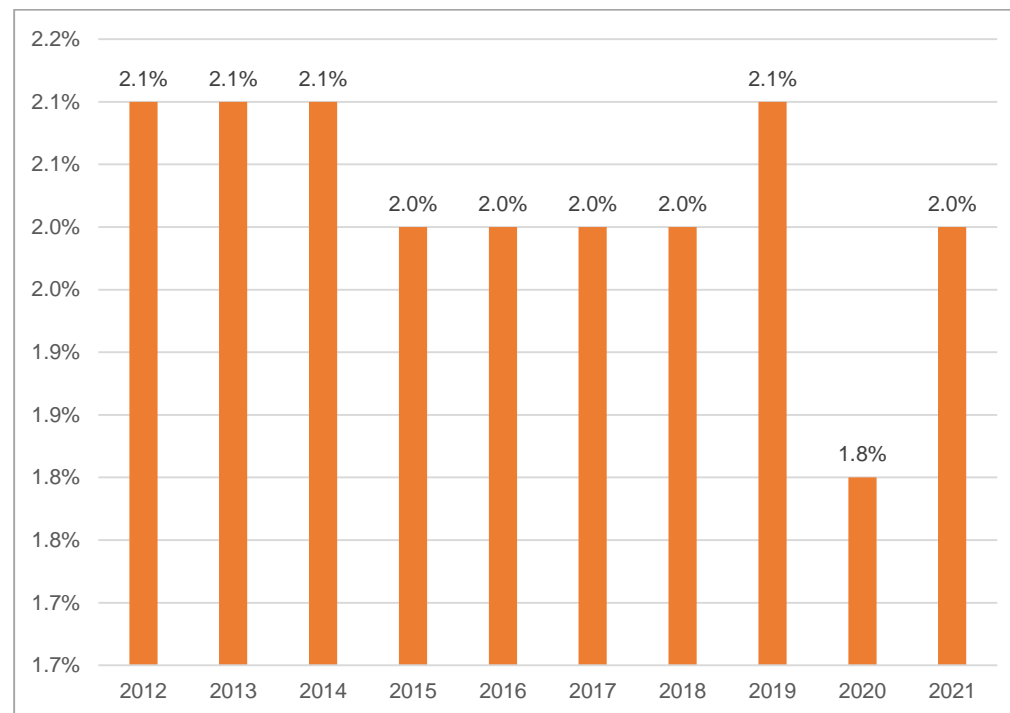
Figure 3 – Motor trade industry value added, annual percentage change (constant 2015 prices), 2012–2021



Source: P0441

The motor trade industry value added at constant 2015 prices decreased from R83,3 billion in 2012 to R66,1 billion in 2021. During this period, the biggest decrease was recorded between 2019 and 2020 (-20,7%). The largest increase was recorded between 2020 and 2021 (9,3%).

Figure 4 – Percentage contribution of the motor trade industry to total value added (current prices), 2012–2021



Source: P0441

Between 2020 and 2021, the contribution of the motor trade industry to total value added increased from 1,8% to 2,0%. For the period 2012 to 2021, the highest contribution of the motor trade industry to total value added was 2,1% in 2012, 2013, 2014 and 2019.

2.4. Capital expenditure on new assets

Table F – Capital expenditure on new assets in the motor trade industry, 2012–2022

Type of motor trade	2012		2015		2018 ¹		2022 ²	
	R million	% contribution	R million	% contribution	R million	% contribution	R million	% contribution
Wholesale sales of motor vehicles	132	2,2	341	4,7	265	4,0	145	1,1
Retail sales of motor vehicles	4 066	69,0	4 951	67,8	4 266	64,8	9 509	75,0
Maintenance and repair of motor vehicles	592	10,1	762	10,4	730	11,1	1 086	8,5
Sales of new motor vehicle parts and accessories	481	8,2	569	7,8	450	6,8	1 272	10,0
Sales of used motor vehicle parts and accessories	37	0,6	56	0,8	38	0,6	27	0,2
Sales, maintenance and repair of motorcycles and related parts and accessories	33	0,6	54	0,7	58	0,9	195	1,5
Retail sales of automotive fuel	549	9,3	570	7,8	779	11,8	469	3,7
Total	5 890	100,0	7 303	100,0	6 586	100,0	12 703	100,0

¹ Revised figures.

² Preliminary figures.

The capital expenditure on new assets in 2022 (R12,7 billion) represents an increase of 17,8% per annum compared with the expenditure reported in the corresponding survey of 2018 (R6,6 billion). The largest contributor to capital expenditure on new assets in 2022 was 'retail sales of motor vehicles' (R9,5 billion or 75,0%), followed by 'sales of new motor vehicle parts and accessories' (R1,3 billion or 10,0%) and 'maintenance and repair of motor vehicles' (R1,1 billion or 8,5%).

Between 2012 and 2022, 'retail sales of motor vehicles' gained the biggest percentage share (+6,0 percentage points) in capital expenditure on new assets (from a percentage contribution of 69,0% in 2012 to 75,0% in 2022). 'Retail sales of automotive fuel' lost the biggest percentage share (-5,6 percentage points) over the same period (from 9,3% in 2012 to 3,7% in 2022).


 Risenga Maluleke
 Statistician-General

3. Tables

Table 1 – Principal statistics in the motor trade industry, 2018 and 2022

	Turnover	Total income	Total expenditure	Total value of opening inventories	Total value of closing inventories	Net profit or loss before tax	Capital expenditure on new assets	Number of employees
	R million							Number
2018 ¹	660 156	670 677	657 706	68 975	73 062	17 058	6 586	266 489
2022 ²	818 498	833 034	816 768	75 993	85 719	26 995	12 703	266 165
Annualised % change	5,5	5,6	5,6	2,5	4,1	12,2	17,8	0,0

¹ Revised figures.² Preliminary figures.

Table 2 – Principal statistics by type of motor trade, 2018 and 2022

Type of motor trade	Total income			Total expenditure			Total value of opening inventory		
	2018 ¹	2022 ²	Annualised % change	2018 ¹	2022 ²	Annualised % change	2018 ¹	2022 ²	Annualised % change
	R million			R million			R million		
Wholesale sales of motor vehicles	47 163	55 414	4,1	46 663	52 700	3,1	9 312	6 795	-7,6
Retail sales of motor vehicles	335 410	407 397	5,0	329 448	398 664	4,9	43 993	48 852	2,7
Maintenance and repair of motor vehicles	30 809	36 674	4,5	29 893	36 001	4,8	1 948	2 608	7,6
Sales of new motor vehicle parts and accessories	63 148	86 852	8,3	61 332	86 142	8,9	9 464	12 415	7,0
Sales of used motor vehicle parts and accessories	3 461	2 823	-5,0	3 376	2 812	-4,5	408	654	12,5
Sales, maintenance and repair of motorcycles and related parts and accessories	4 195	4 408	1,2	4 081	4 385	1,8	839	800	-1,2
Retail sales of automotive fuel	186 491	239 466	6,5	182 913	236 064	6,6	3 011	3 869	6,5
Total	670 677	833 034	5,6	657 706	816 768	5,6	68 975	75 993	2,5

¹ Revised figures.² Preliminary figures.

Table 2 – Principal statistics by type of motor trade, 2018 and 2022 (concluded)

Type of motor trade	Total value of closing inventory			Net profit or loss before tax			Capital expenditure on new assets		
	2018 ¹	2022 ²	Annualised % change	2018 ¹	2022 ²	Annualised % change	2018 ¹	2022 ²	Annualised % change
	R million			R million			R million		
Wholesale sales of motor vehicles	9 608	7 463	-6,1	796	3 382	43,6	265	145	-14,0
Retail sales of motor vehicles	46 390	53 782	3,8	8 359	13 664	13,1	4 266	9 509	22,2
Maintenance and repair of motor vehicles	2 109	2 655	5,9	1 077	721	-9,5	730	1 086	10,4
Sales of new motor vehicle parts and accessories	10 409	15 195	9,9	2 761	3 491	6,0	450	1 272	29,7
Sales of used motor vehicle parts and accessories	472	752	12,3	149	110	-7,3	38	27	-8,2
Sales, maintenance and repair of motorcycles and related parts and accessories	839	1 189	9,1	114	412	37,9	58	195	35,4
Retail sales of automotive fuel	3 235	4 683	9,7	3 802	4 215	2,6	779	469	-11,9
Total	73 062	85 719	4,1	17 058	25 995	11,1	6 586	12 703	17,8

¹ Revised figures.² Preliminary figures.**Table 3 – Profit margin by type of trade in the motor trade industry, 2018 and 2022**

Type of motor trade	Net profit/loss after tax		Turnover		Profit margin ³	
	2018 ¹	2022 ²	2018 ¹	2022 ²	2018 ¹	2022 ²
	R million		R million		%	
Wholesale sales of motor vehicles	549	2 729	46 641	54 717	1,2	5,0
Retail sales of motor vehicles	6 525	9 760	327 638	397 440	2,0	2,5
Maintenance and repair of motor vehicles	815	508	30 345	35 768	2,7	1,4
Sales of new motor vehicle parts and accessories	2 084	2 370	62 324	85 387	3,3	2,8
Sales of used motor vehicle parts and accessories	115	77	3 384	2 770	3,4	2,8
Sales, maintenance and repair of motorcycles and related parts and accessories	113	297	4 111	4 315	2,7	6,9
Retail sales of automotive fuel	2 587	3 137	185 713	238 101	1,4	1,3
Total	12 788	18 878	660 156	818 498	1,9	2,3

¹ Revised figures.² Preliminary figures.³ Profit margin = net profit/loss after tax divided by turnover multiplied by 100.

Table 4 – Type of income in the motor trade industry, 2018 and 2022

Type of income	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
Sales of goods	610 951	756 626	91,1	90,8	5,5
Services	45 473	58 980	6,8	7,1	6,7
Interest received	2 710	3 026	0,4	0,4	2,8
Other income	11 543	14 402	1,7	1,7	5,7
Total	670 677	833 034	100,0	100,0	5,6

¹ Revised figures.² Preliminary figures.**Table 5 – Income by type of motor trade, 2022²**

Type of motor trade	Sales of goods	Services	Interest received	Other income	Total
	R million				
Wholesale sales of motor vehicles	53 739	970	224	481	55 414
Retail sales of motor vehicles	367 809	27 031	1 993	10 564	407 397
Maintenance and repair of motor vehicles	9 588	26 117	153	816	36 674
Sales of new motor vehicle parts and accessories	82 628	2 738	325	1 161	86 852
Sales of used motor vehicle parts and accessories	2 657	101	13	52	2 823
Sales, maintenance and repair of motorcycles and related parts and accessories	4 023	283	20	82	4 408
Retail sales of automotive fuel	236 182	1 740	298	1 246	239 466
Total	756 626	58 980	3 026	14 402	833 034

² Preliminary figures.

Table 6 – Income by enterprise size and type of motor trade, 2022²

Type of motor trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	R million				
Wholesale sales of motor vehicles	44 662	3 258	5 860	1 634	55 414
Retail sales of motor vehicles	330 605	33 118	37 464	6 210	407 397
Maintenance and repair of motor vehicles	3 608	2 472	11 731	18 863	36 674
Sales of new motor vehicle parts and accessories	32 258	11 813	27 348	15 433	86 852
Sales of used motor vehicle parts and accessories	0	477	1 534	812	2 823
Sales, maintenance and repair of motorcycles and related parts and accessories	434	916	1 478	1 580	4 408
Retail sales of automotive fuel	32 337	50 063	144 836	12 230	239 466
Total	443 904	102 117	230 251	56 762	833 034

² Preliminary figures.

Table 7 – Concentration ratios by type of motor trade, 2022²

Type of motor trade	Total income	Income of the 5 largest enterprises ⁴	Relative contribution of the 5 largest enterprises ⁵	Income of the 10 largest enterprises ⁴	Relative contribution of the 10 largest enterprises ⁵	Income of the 20 largest enterprises ⁴	Relative contribution of the 20 largest enterprises ⁵
	R million		%	R million		%	
Wholesale sales of motor vehicles	55 414	25 948	46,8	35 681	64,4	42 419	76,5
Retail sales of motor vehicles	407 397	122 816	30,1	174 071	42,7	219 302	53,8
Maintenance and repair of motor vehicles	36 674	3 608	9,8	4 659	12,7	6 162	16,8
Sales of new motor vehicle parts and accessories	86 852	10 453	12,0	15 505	17,9	21 666	24,9
Sales of used motor vehicle parts and accessories	2 823	728	25,8	1 063	37,7	1 335	47,3
Sales, maintenance and repair of motorcycles and related parts and accessories	4 408	1 134	25,7	1 638	37,2	2 133	48,4
Retail sales of automotive fuel	239 466	10 063	4,2	13 794	5,8	18 864	7,9
Total	833 034	122 816	14,7	174 071	20,9	229 990	27,6

² Preliminary figures.

⁴ The figures in the 'Total' row reflect the income of the 5, 10 and 20 largest enterprises respectively, and not the column totals.

⁵ Relative contribution = income of the largest enterprises divided by total income multiplied by 100.

Table 8 – Type of expenditure in the motor trade industry, 2018 and 2022

Type of expenditure	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
Purchases	547 309	684 937	83,1	83,9	5,8
Salaries and wages	46 547	55 318	7,1	6,8	4,4
Rental and leasing of land, buildings and other structures under operating leases	9 573	8 948	1,5	1,1	-1,7
Interest paid	5 134	5 557	0,8	0,7	2,0
Advertising	2 370	2 845	0,4	0,3	4,7
Utilities (water and electricity)	2 017	2 821	0,3	0,3	8,7
Leasing and hiring of plant, machinery, equipment and vehicles under operating leases	1280	1 372	0,2	0,2	1,8
Railage and transport-out	1 294	1 561	0,2	0,2	4,8
Other expenditure	42 182	53 409	6,4	6,5	6,1
Total	657 706	816 768	100,0	100,0	5,6

¹ Revised figures.

² Preliminary figures.

Table 9 – Expenditure by type of motor trade, 2022²

Type of motor trade	Purchases	Salaries and wages	Rental and leasing of land, buildings and other structures under operating leases	Interest paid	Advertising
	R million				
Wholesale sales of motor vehicles	45 074	1 676	228	152	645
Retail sales of motor vehicles	335 693	25 478	3 385	3 692	1 506
Maintenance and repair of motor vehicles	22 214	7 202	1 194	283	126
Sales of new motor vehicle parts and accessories	67 174	8 380	1 351	905	226
Sales of used motor vehicle parts and accessories	2 079	387	37	16	16
Sales, maintenance and repair of motorcycles and related parts and accessories	3 514	342	73	15	26
Retail sales of automotive fuel	209 189	11 853	2 680	494	300
Total	684 937	55 318	8 948	5 557	2 845

² Preliminary figures.**Table 9 – Expenditure by type of motor trade, 2022² (concluded)**

Type of motor trade	Utilities (water and electricity)	Leasing and hiring of plant, machinery, equipment and vehicles under operating leases	Railage and transport-out	Other expenditure	Total
	R million				
Wholesale sales of motor vehicles	47	33	247	4 598	52 700
Retail sales of motor vehicles	765	606	303	27 236	398 664
Maintenance and repair of motor vehicles	382	151	47	4 402	36 001
Sales of new motor vehicle parts and accessories	312	135	737	6 922	86 142
Sales of used motor vehicle parts and accessories	43	10	9	215	2 812
Sales, maintenance and repair of motorcycles and related parts and accessories	17	7	60	331	4 385
Retail sales of automotive fuel	1 255	430	158	9 705	236 064
Total	2 821	1 372	1 561	53 409	816 768

² Preliminary figures.

Table 10 – Capital expenditure on new assets by type of asset in the motor trade industry, 2018 and 2022

Type of asset	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
Land, buildings and construction	1 200	7 831	18,2	61,7	59,8
Plant, machinery and equipment	1 366	2 391	20,7	18,8	15,0
Computers	232	874	3,5	6,9	39,3
Motor vehicles	3 423	1 311	52,0	10,3	-21,3
Other	367	296	5,6	2,3	-5,2
Total	6 586	12 703	100,0	100,0	17,8

¹ Revised figures.² Preliminary figures.**Table 11 – Capital expenditure on new assets by type of asset and type of motor trade, 2022²**

Type of motor trade	Land, buildings and construction	Plant, machinery and equipment	Computers	Motor vehicles	Other	Total
	R million					
Wholesale sales of motor vehicles	7	30	16	85	7	145
Retail sales of motor vehicles	7 066	1 337	686	349	71	9 509
Maintenance and repair of motor vehicles	310	420	43	274	39	1 086
Sales of new motor vehicle parts and accessories	367	366	76	437	26	1 272
Sales of used motor vehicle parts and accessories	5	10	1	11	0	27
Sales, maintenance and repair of motorcycles and related parts and accessories	19	6	3	51	116	195
Retail sales of automotive fuel	57	222	49	104	37	469
Total	7 831	2 391	874	1 311	296	12 703

² Preliminary figures.

Table 12 – Employment by type of motor trade for the last pay period ended on or before 30 June, 2018 and 2022

Type of motor trade	Female employees			Male employees			Total employees		
	2018 ¹	2022 ²	Annualised % change	2018 ¹	2022 ²	Annualised % change	2018 ¹	2022 ²	Annualised % change
	Number			Number			Number		
Wholesale sales of motor vehicles	2 069	1 581	-6,5	4 869	4 164	-3,8	6 938	5 745	-4,6
Retail sales of motor vehicles	25 411	25 208	-0,2	57 154	57 717	0,2	82 565	82 925	0,1
Maintenance and repair of motor vehicles	9 853	10 286	1,1	33 325	32 527	-0,6	43 178	42 813	-0,2
Sales of new motor vehicle parts and accessories	8 327	9 275	2,7	32 190	32 277	0,1	40 517	41 552	0,6
Sales of used motor vehicle parts and accessories	307	465	10,9	1 619	1 356	-4,3	1 926	1 821	-1,4
Sales, maintenance and repair of motorcycles and related parts and accessories	608	391	-10,4	1 397	1 123	-5,3	2 005	1 514	-6,8
Retail sales of automotive fuel	31 133	30 672	-0,4	58 227	59 123	0,4	89 360	89 795	0,1
Total	77 708	77 878	0,1	188 781	188 287	-0,1	266 489	266 165	0,0

¹ Revised figures.² Preliminary figures.**Table 13 – Employment by contract, gender and type of motor trade for the last pay period ended on or before 30 June, 2022²**

Type of motor trade	Full-time			Part-time			Total
	Female	Male	Total	Female	Male	Total	
	Number						
Wholesale sales of motor vehicles	1 557	4 081	5 638	24	83	107	5 745
Retail sales of motor vehicles	24 587	56 847	81 434	621	870	1 491	82 925
Maintenance and repair of motor vehicles	10 075	31 824	41 899	211	703	914	42 813
Sales of new motor vehicle parts and accessories	9 079	31 784	40 863	196	493	689	41 552
Sales of used motor vehicle parts and accessories	444	1 336	1 780	21	20	41	1 821
Sales, maintenance and repair of motorcycles and related parts and accessories	381	1 102	1 483	10	21	31	1 514
Retail sales of automotive fuel	29 343	57 168	86 511	1 329	1 955	3 284	89 795
Total	75 466	184 142	259 608	2 412	4 145	6 557	266 165

² Preliminary figures.

Table 14 – Employment by enterprise size and type of motor trade for the last pay period ended on or before 30 June, 2022²

Type of motor trade	Large enterprises	Medium enterprises	Small enterprises	Micro enterprises	Total
	Number				
Wholesale sales of motor vehicles	1 444	875	1 810	1 616	5 745
Retail sales of motor vehicles	65 528	6 781	8 658	1 958	82 925
Maintenance and repair of motor vehicles	798	1 945	11 661	28 409	42 813
Sales of new motor vehicle parts and accessories	10 987	3 766	11 965	14 834	41 552
Sales of used motor vehicle parts and accessories	0	119	832	870	1 821
Sales, maintenance and repair of motorcycles and related parts and accessories	13	204	490	807	1 514
Retail sales of automotive fuel	10 272	16 480	54 970	8 073	89 795
Total	89 042	30 170	90 386	56 567	266 165

² Preliminary figures.**Table 15 – Income from sales of goods by commodity group in the motor trade industry, 2018 and 2022**

Commodity group	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
Wholesale sales of new vehicles	39 230	54 946	6,4	7,3	8,8
Wholesale sales of used vehicles	10 218	12 898	1,7	1,7	6,0
Retail sales of new vehicles	137 294	155 084	22,5	20,5	3,1
Retail sales of used vehicles	117 130	150 554	19,2	19,9	6,5
Tyres, parts and accessories	104 480	138 609	17,1	18,3	7,3
Fuel	166 514	214 155	27,2	28,3	6,5
Other sales	36 085	30 380	5,9	4,0	-4,2
Total sales of goods	610 951	756 626	100,0	100,0	5,5

¹ Revised figures.² Preliminary figures.

Table 16 – Income from wholesale sales of motor vehicles by commodity type in the motor trade industry, 2018 and 2022

Commodity type	2018 ¹			2022 ²			Annualised % change
	Number	R million	% contribution	Number	R million	% contribution	
New vehicles							
Sedans	12 717	2 792	0,5	5 647	1 761	0,2	-10,9
Hatchbacks	50 100	8 515	1,4	57 404	10 868	1,4	6,3
Minibuses	2 229	1 589	0,3	4 177	2 830	0,4	15,5
Vans	19 011	4 323	0,7	35 268	10 338	1,4	24,4
Trucks	2 653	2 307	0,4	3 403	3 861	0,5	13,7
Motorcycles	10 071	732	0,1	10 379	955	0,1	6,9
Other new vehicles	***	18 972	3,0	***	24 333	3,3	6,4
Total of new vehicles		39 230	6,4		54 946	7,3	8,8
Used vehicles							
Sedans	17 543	2 455	0,4	17 109	2 667	0,4	2,1
Hatchbacks	18 916	2 183	0,4	20 749	2 938	0,4	7,7
Minibuses	1 591	592	0,1	1 686	760	0,1	6,4
Vans	8 741	1 301	0,2	6 877	1 653	0,2	6,2
Trucks	1 064	549	0,1	627	428	0,1	-6,0
Motorcycles	349	31	0,0	323	55	0,0	15,4
Other used vehicles	***	3 107	0,5	***	4 397	0,5	9,1
Total of used vehicles		10 218	1,7		12 898	1,7	6,0
Total wholesale sales of vehicles		49 448	8,1		67 844	9,0	8,2

¹ Revised figures.² Preliminary figures.

Table 17 – Income from retail sales of motor vehicles by commodity type in the motor trade industry, 2018 and 2022

Commodity type	2018 ¹			2022 ²			Annualised % change
	Number	R million	% contribution	Number	R million	% contribution	
New vehicles							
Sedans	73 318	23 552	3,9	57 021	21 956	2,9	-1,7
Hatchbacks	125 722	32 058	5,3	113 538	31 388	4,1	-0,5
Minibuses	17 905	7 308	1,2	16 573	7 788	1,0	1,6
Vans	87 378	28 295	4,6	93 549	33 808	4,5	4,6
Trucks	15 869	12 950	2,1	14 284	14 503	1,9	2,9
Motorcycles	15 713	1 821	0,3	14 282	1 744	0,2	-1,1
Other new vehicles	***	31 310	5,1	***	43 897	5,9	8,8
Total of new vehicles		137 294	22,5		155 084	20,5	3,1
Used vehicles							
Sedans	119 319	27 044	4,4	140 572	35 942	4,8	7,4
Hatchbacks	93 790	19 137	3,1	147 352	32 014	4,2	13,7
Minibuses	12 726	3 280	0,5	37 616	6 898	0,9	20,4
Vans	45 187	10 441	1,7	80 179	22 036	2,9	20,5
Trucks	9 651	3 701	0,6	13 055	6 042	0,8	13,0
Motorcycles	10 160	1 130	0,2	6 501	785	0,1	-8,7
Other used vehicles	***	52 397	8,7	***	46 837	6,2	-2,8
Total used vehicles		117 130	19,2		150 554	19,9	6,5
Total retail sales of vehicles		254 424	41,7		305 638	40,4	4,7

¹ Revised figures.² Preliminary figures.

Table 18 – Income from sales of other goods by commodity type in the motor trade industry, 2018 and 2022

Commodity type	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
Tyres, parts and accessories					
New tyres	30 897	38 915	5,1	5,1	5,9
Other new vehicle parts and accessories	66 698	92 161	10,9	12,2	8,4
Used tyres	1 517	1 404	0,2	0,2	-1,9
Other used vehicle parts and accessories	5 368	6 129	0,9	0,8	3,4
Total	104 480	138 609	17,1	18,3	7,3
Fuel					
Petrol	109 363	132 495	17,8	17,5	4,9
Diesel	51 016	74 726	8,4	9,9	10,0
Gas	1 071	2 387	0,2	0,3	22,2
Oil	5 064	4 547	0,8	0,6	-2,7
Total	166 514	214 155	27,2	28,3	6,5
Other sales					
Food	9 202	15 788	1,5	2,1	14,4
Beverages	2 432	2 980	0,4	0,4	5,2
Tobacco	1 851	2 541	0,3	0,3	8,2
Other sales of goods	22 600	9 071	3,7	1,2	-20,4
Total	36 085	30 380	5,9	4,0	-4,2
Total sales of goods	610 951	756 626	100,0	100,0	5,5

¹ Revised figures.² Preliminary figures.

Table 19 – Income by type of service in the motor trade industry, 2018 and 2022

Type of service	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
Ordinary interval servicing	9 499	13 940	20,9	23,6	10,1
Mechanical repair and maintenance services	6 643	7 230	14,6	12,3	2,1
Electrical system repairs	942	1 369	2,1	2,3	9,8
Panel-beating and spray-painting	13 427	16 657	29,4	28,2	5,5
Tyre and tube puncture repair and fitment services	1 767	1 685	3,9	2,9	-1,2
Wheel balancing and alignment services	981	1 200	2,2	2,0	5,2
Emergency towing and roadside assistance as part of after-sale services	663	1 411	1,5	2,4	20,8
Installation of body parts, windscreen and accessories	535	709	1,2	1,2	7,3
Other services	11 016	14 779	24,2	25,1	7,6
Total	45 473	58 980	100,0	100,0	6,7

¹ Revised figures.² Preliminary figures.**Table 20 – Purchases by commodity group in the motor trade industry, 2018 and 2022**

Commodity group	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
New vehicles	175 857	201 758	32,1	29,4	3,5
Used vehicles	109 410	144 281	20,0	21,1	7,2
Tyres, parts and accessories	90 884	120 342	16,6	17,6	7,3
Fuel	140 133	183 509	25,6	26,8	7,0
Other purchases	31 025	35 047	5,7	5,1	3,1
Total purchases	547 309	684 937	100,0	100,0	5,8

¹ Revised figures.² Preliminary figures.

Table 21 – Purchases by commodity type in the motor trade industry, 2018 and 2022

Commodity type	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
New vehicles					
Cars	116 250	124 330	21,2	18,1	1,7
Minibuses	9 682	11 816	1,8	1,7	5,1
Vans	26 582	41 445	4,9	6,1	11,7
Trucks and lorries	14 783	19 151	2,7	2,8	6,7
Other new vehicles	8 560	5 016	1,6	0,7	-12,5
Total	175 857	201 758	32,1	29,4	3,5
Used vehicles					
Cars	87 148	114 561	16,0	16,7	7,1
Minibuses	3 000	4 782	0,5	0,7	12,4
Vans	10 515	16 878	1,9	2,5	12,6
Trucks and lorries	3 301	5 920	0,6	0,9	15,7
Other used vehicles	5 446	2 140	1,0	0,3	-20,8
Total	109 410	144 281	20,0	21,1	7,2
Tyres, parts and accessories					
New tyres	23 797	31 430	4,3	4,6	7,2
New parts and accessories	59 286	79 571	10,9	11,7	7,6
Used tyres	1 901	2 242	0,3	0,3	4,2
Used parts and accessories	5 900	7 099	1,1	1,0	4,7
Total	90 884	120 342	16,6	17,6	7,3

¹ Revised figures.² Preliminary figures.

Table 21 – Purchases by commodity type in the motor trade industry, 2018 and 2022 (concluded)

Commodity type	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
Fuel					
Petrol	96 295	116 613	17,6	17,0	4,9
Diesel	43 838	66 896	8,0	9,8	11,1
Total	140 133	183 509	25,6	26,8	7,0
Other purchases					
Food	7 276	13 478	1,3	2,0	16,7
Beverages	1 918	2 450	0,4	0,4	6,3
Tobacco	1 691	2 705	0,3	0,4	12,5
Other purchases	20 140	16 414	3,7	2,3	-5,0
Total	31 025	35 047	5,7	5,1	3,1
Total purchases	547 309	684 937	100,0	100,0	5,8

¹ Revised figures.² Preliminary figures.

Table 22 – Income from sales of goods and services by client base in the motor trade industry, 2018 and 2022

Client base	2018 ¹	2022 ²	2018 ¹	2022 ²	Annualised % change
	R million		% contribution		
Individuals and households	449 574	614 008	68,5	75,2	8,1
Businesses (including parastatals)	189 362	191 288	28,8	23,5	0,3
Government	17 488	10 310	2,7	1,3	-12,4
Total	656 424	815 606	100,0	100,0	5,6

¹ Revised figures.² Preliminary figures.**Table 23 – Income from sales of goods and services by client base and type of motor trade, 2022²**

Type of motor trade	Individuals and households	Businesses (including parastatals)	Government	Total
	R million			
Wholesale sales of motor vehicles	3 509	47 501	3 699	54 709
Retail sales of motor vehicles	334 241	57 671	2 928	394 840
Maintenance and repair of motor vehicles	20 691	14 605	409	35 705
Sales of new motor vehicle parts and accessories	41 945	42 852	569	85 366
Sales of used motor vehicle parts and accessories	1 979	779	0	2 758
Sales, maintenance and repair of motorcycles and related parts and accessories	3 330	928	48	4 306
Retail sales of automotive fuel	208 313	26 952	2 657	237 922
Total	614 008	191 288	10 310	815 606

² Preliminary figures.

Table 24 – Information and communication technology usage in the motor trade industry, 2022²

Type of motor trade	Use computers	Use internet	Use internet banking	Have a web page	Receive orders over internet	Enterprises which place orders via the internet	IT outsourced
	%						
Wholesales sale of motor vehicles	100,0	100,0	73,7	80,9	45,1	45,1	48,8
Retail sales of motor vehicles	100,0	100,0	86,0	94,0	46,5	41,2	51,8
Maintenance and repair of motor vehicles	100,0	100,0	81,2	67,0	44,3	38,9	40,5
Sales of new motor vehicle parts and accessories	100,0	100,0	86,9	76,4	41,5	40,0	46,9
Sales of used motor vehicle parts and accessories	100,0	100,0	84,9	79,3	37,1	34,7	37,5
Sales, maintenance and repair of motorcycles and related parts and accessories	100,0	100,0	89,6	85,3	33,1	29,4	43,8
Retail sales of automotive fuel	100,0	100,0	84,0	48,0	22,7	31,6	38,4
Total	100,0	100,0	84,1	72,1	38,1	37,5	44,2

² Preliminary figures.**Table 25 – Information and communication technology usage by enterprise size in the motor trade industry, 2022²**

Enterprise size	Use computer	Use internet	Use internet banking	Have a web page	Receive orders over internet	Place orders over internet	IT outsourced
	%						
Large enterprises	100,0	100,0	88,1	88,1	46,8	42,0	53,9
Medium enterprises	100,0	100,0	85,8	70,8	36,5	41,2	42,5
Small enterprises	100,0	100,0	79,8	67,2	34,7	33,3	43,7
Micro enterprises	100,0	100,0	83,5	62,3	34,6	33,3	35,9
Total	100,0	100,0	84,1	72,1	38,1	37,5	44,2

² Preliminary figures.

Explanatory notes

Background	<p>The results presented in this publication have been derived from the 2022 motor trade industry large sample survey. This is a periodic survey which measures economic activity in the motor trade industry of the South African economy. The survey is based on a sample of private enterprises operating in the motor trade industry.</p> <p>The sample was drawn from Stats SA's statistical business register. The statistical business register is based mainly on the value-added tax (VAT) database of the South African Revenue Service (SARS). Enterprises are legally bound to register for VAT. Enterprises registered in the taxation system are included on the business register, and hence were given a chance of selection in the sample for the survey.</p>
Value-added tax (VAT)	All figures exclude VAT.
Reference period	The information was collected from enterprises for their financial year, which ended on any date between 01 July 2021 and 30 June 2022.
Purpose of the survey	Results of the survey are used within Stats SA for benchmarking the gross domestic product and its components. These statistics are also used by government policy advisors in monitoring the performance and contribution of individual industries to the South African economy and the effectiveness of industry policies. The private sector uses the data to analyse comparative business and industry performance.
Classification by industry	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> with suitable adaptations for local conditions. Statistics in this publication are presented at SIC group (four-digit) level. Each enterprise is classified to an industry, which reflects its predominant activity.
Statistical unit	The statistical unit for the collection of the information is an enterprise. An enterprise is a legal unit (or a combination of legal units) that includes and directly controls all functions necessary to carry out its production activities.
Size groups	The enterprises are divided into four size groups according to the value of turnover on Stats SA's statistical business register. Large enterprises are those with an annual recorded turnover above R234 million. Table 26 presents Department of Trade, Industry and Competition (DTIC) cut-off points adjusted by a factor of 6,0.

Table 26 – Size groups for the motor trade industry, 2022

Size group	Turnover
Large enterprises	Turnover > R234 000 000
Medium enterprises	R114 000 000 < turnover ≤ R234 000 000
Small enterprises	R24 000 000 < turnover ≤ R114 000 000
Micro enterprises	Turnover ≤ R24 000 000

Survey methodology and design

The survey was conducted by email, telephone and personal visits.

A sample of approximately 2 510 enterprises was drawn using stratified simple random sampling. The enterprises were first stratified at the four-digit level according to the SIC and then by size of enterprise. All large and medium enterprises were completely enumerated. Turnover as recorded on the statistical business register was used as the measure of size for stratification.

Collection rate	Collection rate = $((\text{collected} + \text{finalised investigations})/\text{sample size}) \times 100$. The collection rate for the 2022 survey was 77,8%.																						
Turnover collection rate	Turnover collection rate = $((\text{weighted collected enterprises SBR turnover} + \text{weighted finalised investigations SBR turnover})/\text{population turnover}) \times 100$. The turnover collection rate for the 2022 survey was 90,0%.																						
Weighting methodology	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 were calculated and then aggregated with the completely enumerated stratum to form division estimates.																						
Revisions to previous results	Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Figures for 2022 are preliminary and subject to revision.																						
Abbreviations and symbols	<table> <tr> <td>SBR</td> <td>Statistical Business Register</td> </tr> <tr> <td>DTIC</td> <td>Department of Trade, Industry and Competition</td> </tr> <tr> <td>IT</td> <td>Income tax</td> </tr> <tr> <td>RSE</td> <td>Relative standard error</td> </tr> <tr> <td>SARS</td> <td>South African Revenue Service</td> </tr> <tr> <td>SE</td> <td>Standard error</td> </tr> <tr> <td>SIC</td> <td>Standard Industrial Classification of All Economic Activities</td> </tr> <tr> <td>Stats SA</td> <td>Statistics South Africa</td> </tr> <tr> <td>VAT</td> <td>Value-added tax</td> </tr> <tr> <td>0</td> <td>Rand value less than R500 000</td> </tr> <tr> <td>***</td> <td>Includes more than one type and quantity will be misleading</td> </tr> </table>	SBR	Statistical Business Register	DTIC	Department of Trade, Industry and Competition	IT	Income tax	RSE	Relative standard error	SARS	South African Revenue Service	SE	Standard error	SIC	Standard Industrial Classification of All Economic Activities	Stats SA	Statistics South Africa	VAT	Value-added tax	0	Rand value less than R500 000	***	Includes more than one type and quantity will be misleading
SBR	Statistical Business Register																						
DTIC	Department of Trade, Industry and Competition																						
IT	Income tax																						
RSE	Relative standard error																						
SARS	South African Revenue Service																						
SE	Standard error																						
SIC	Standard Industrial Classification of All Economic Activities																						
Stats SA	Statistics South Africa																						
VAT	Value-added tax																						
0	Rand value less than R500 000																						
***	Includes more than one type and quantity will be misleading																						

Relative standard error

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.

One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of enterprises was used. The relative standard error (RSE) provides an immediate indication of the percentage error likely to have occurred as a result of sampling, and thus avoids the need to refer to the size of the estimate.

Table 27 – Income in the motor trade industry within 95% confidence limits, 2022

Type of motor trade	Lower limit	Total income	Upper limit	Relative standard error
	R million			%
Wholesale sales of motor vehicles	54 002	55 414	56 826	1,3
Retail sales of motor vehicles	398 614	407 397	416 180	1,1
Maintenance and repair of motor vehicles	34 086	36 674	39 262	3,6
Sales of new motor vehicle parts and accessories	82 766	86 852	90 938	2,4
Sales of used motor vehicle parts and accessories	2 380	2 823	3 266	8,0
Sales, maintenance and repair of motorcycles and related parts and accessories	4 019	4 408	4 797	4,5
Retail sales of automotive fuel	223 977	239 466	254 955	3,3
Total	815 074	833 034	850 994	1,1

Non-sampling errors

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. Non-sampling errors occur in both sample surveys and censuses.

Rounding-off of figures

The figures in the tables have, where necessary, been rounded to the nearest final digit shown. There may therefore be slight discrepancies between the sums of the constituent items and the totals shown.

Glossary

Concentration ratio	The ratio of the income of the <i>n</i> largest enterprises to the total income.
Employees	Persons employed by a business or organisation and who received payment (in salaries, wages, commission, piece rates or payments in kind) for the last pay period ended on or before 30 June of a year.
Enterprise	A legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its activities.
Full-time employees	Full-time employees are those (permanent, temporary or casual) who normally work 40 hours or more per week.
Motor vehicles	Motor vehicles include cars, trucks, aircraft, boats, trailers, locomotives and other transport equipment.
Net profit or loss after tax	<p>Net profit or loss after tax is derived as:</p> <p>Total income plus closing value of inventories minus total expenditure minus opening value of inventories minus company tax</p>
Net profit or loss before tax	<p>Net profit or loss before tax is derived as:</p> <p>Total income plus closing value of inventories minus total expenditure minus opening value of inventories</p>
Other expenditure	<p>Includes:</p> <p>Insurance, levies paid, depreciation and amortisation, losses on foreign transactions resulting from changes in foreign exchange rates, losses on financial and other liabilities: redemption, liquidation, and revaluation of liabilities, losses on financial and other assets: disposal of assets, realisation for cash and revaluation of assets (Includes provision for bad debt and bad debt written off, Assets written off, losses on share trading, and Impairment of assets) and other expenditure.</p>
Other vehicles	<p>Other vehicles include:</p> <ul style="list-style-type: none"> • trailers and semi-trailers for the transport of goods (e.g. tankers, carriers); • caravan-type trailers and semi-trailers used for housing or camping or transport of passengers; • motorcycles, including quad bikes (all-terrain vehicles-ATVs), side by sides, three-wheelers, scooters and sport, touring and special purpose motorcycles; and • other special-purpose vehicles (e.g. ambulances, hearses, fire engines, golf carts).

Other income	<p>Includes:</p> <p>Rental, leasing and hiring income, dividends, profit on financial and other assets: disposal of assets, realisation for cash and revaluation of assets, profit on financial and other liabilities: redemption, liquidation and revaluation of liabilities, government subsidies and incentives received (only from South African government); and other income.</p>
Part-time employees	<p>Part-time employees are those (permanent, temporary, or casual) who usually work less than 40 hours per week.</p>
Profit margin	<p>The profit margin is derived as:</p> <p>Net profit after tax <i>Divided by</i> turnover <i>Multiplied by</i> 100</p>
Statistical unit	<p>A statistical unit is a unit of observation or measurement for which statistical data are collected or derived.</p>
Stratum	<p>A stratum is constructed by concatenating the SIC classification and size group variables.</p>
Turnover	<p>Turnover includes:</p> <ul style="list-style-type: none">• value of sales of goods;• amount received for services rendered;• rent and lease payments received for land and buildings; and• rent, leasing, and hiring received for machinery, vehicles, and other equipment.