



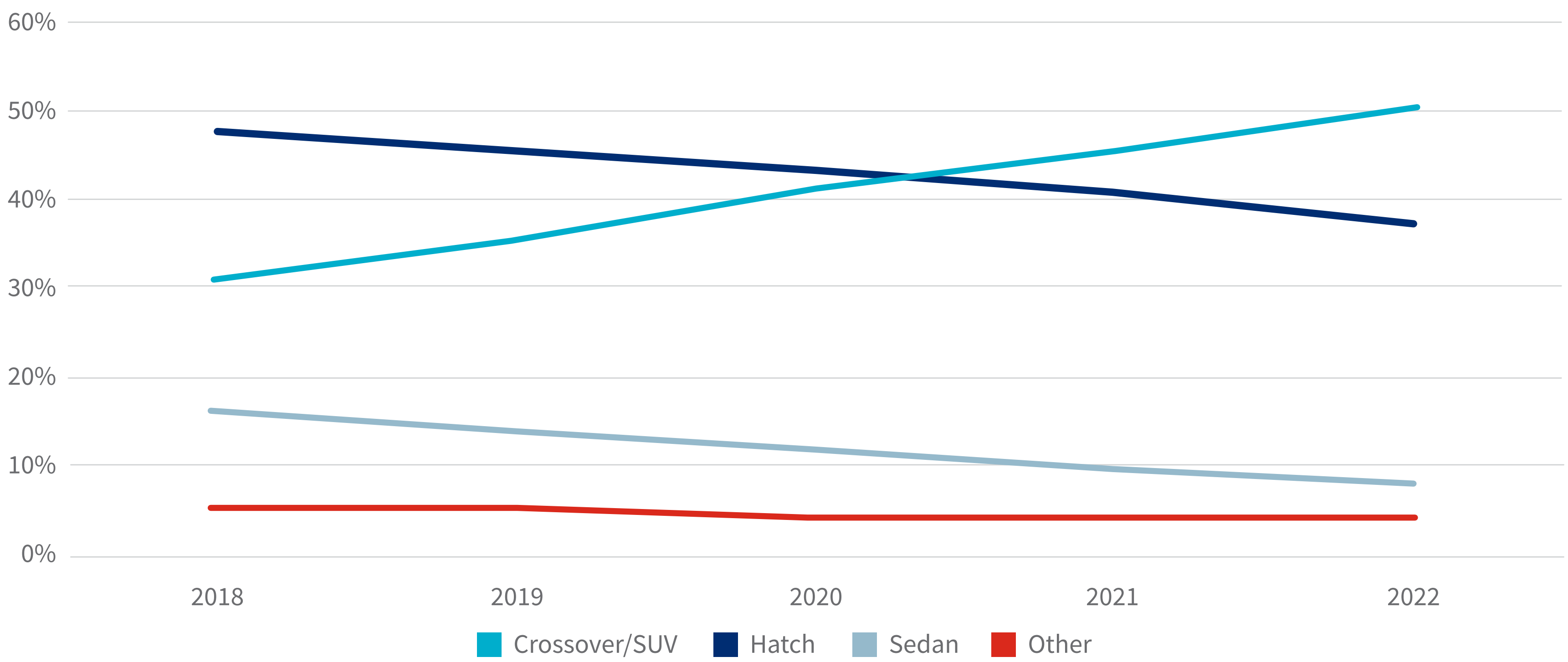
Growth trend continues for crossover/SUVs in the passenger market

Expect a comeback from Double Cab Pick-Ups in LCV market

Sales of Crossover/SUVs will continue to grow in the passenger vehicle market in SA, building on its steady growth over the past five years which has seen its share of market go from 30% in 2018 to 50% in 2020.

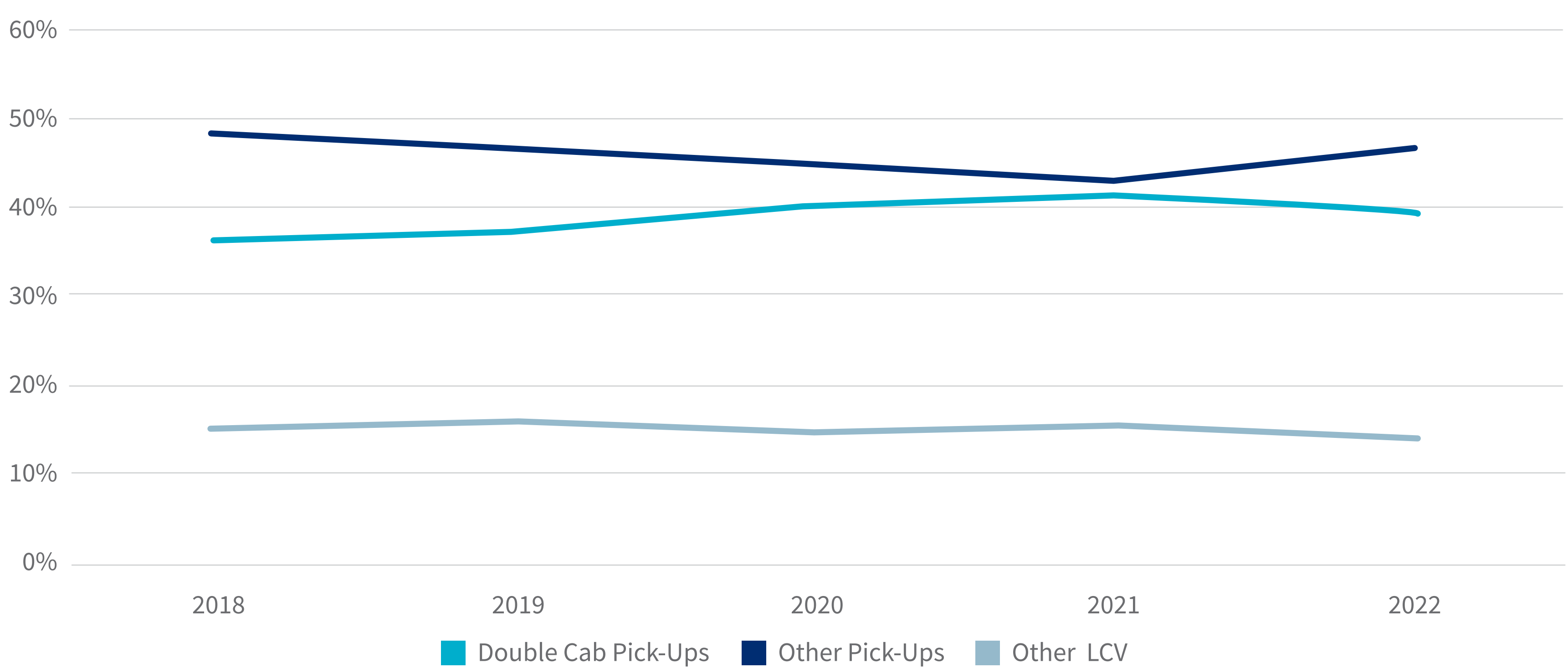
Lightstone expects the market share in sales of Sedans to continue falling as the options available decline.

Passenger market trends



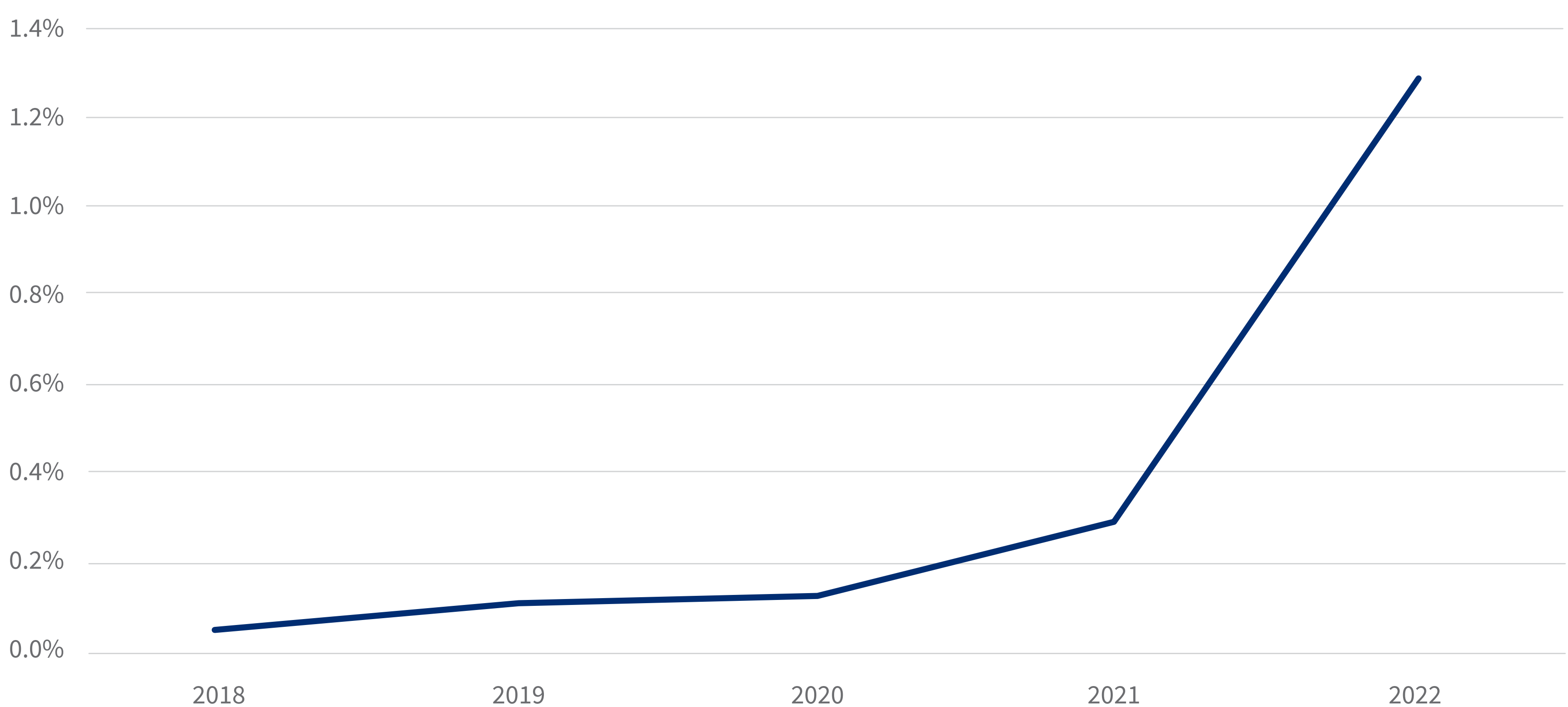
Double Cab Pick-Ups are expected to bounce back in the Light Commercial Vehicle market. Sales dropped in 2022 after Toyota's factory was temporarily shut following the floods in KwaZulu-Natal.

Light Commercial Vehicle market trends



Sales of hybrid and electric passenger vehicles, although a fraction of the total market, are expected to continue increasing as OEMs introduce new variants into the local market, taking advantage of a growing trend towards "green" transport. Sales hit 1.3% in 2022, a full percent up on 2021.

Hybrid and Electric



Just as Crossover/SUVs dominate the petrol and diesel passenger market, so too are they even more dominant in the Hybrid & Electric vehicle market at 88%, and Lightstone expects this trend to continue in 2023.

Crossover/SUV vs other Hybrid and Electric vehicles

