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## **STATISTICAL RELEASE**

### **P6343.2**

# **Motor trade sales (Preliminary)**

**July 2019**

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

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**The South Africa I know, the home I understand**



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## Sales at current prices: results for July 2019

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

	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19
Year-on-year % change, unadjusted	-1,8	-4,6	10,8	1,4	-1,8	4,9
Month-on-month % change, seasonally adjusted	-2,1	2,3	4,4	-3,2	0,7	1,1
3-month % change, seasonally adjusted 1/	-3,7	-2,2	0,4	3,2	3,3	1,1

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

Measured in nominal terms (current prices), motor trade sales increased by 4,9% year-on-year in July 2019. The largest annual growth rates were recorded for:

- used vehicle sales (12,9%);
- new vehicle sales (8,7%); and
- sales of accessories (7,8%) – see Table 5.

Seasonally adjusted motor trade sales increased by 1,1% in July 2019 compared with June 2019. This followed month-on-month changes of 0,7% in June 2019 and -3,2% in May 2019.

In the three months ended July 2019, seasonally adjusted motor trade sales increased by 1,1% compared with the previous three months.

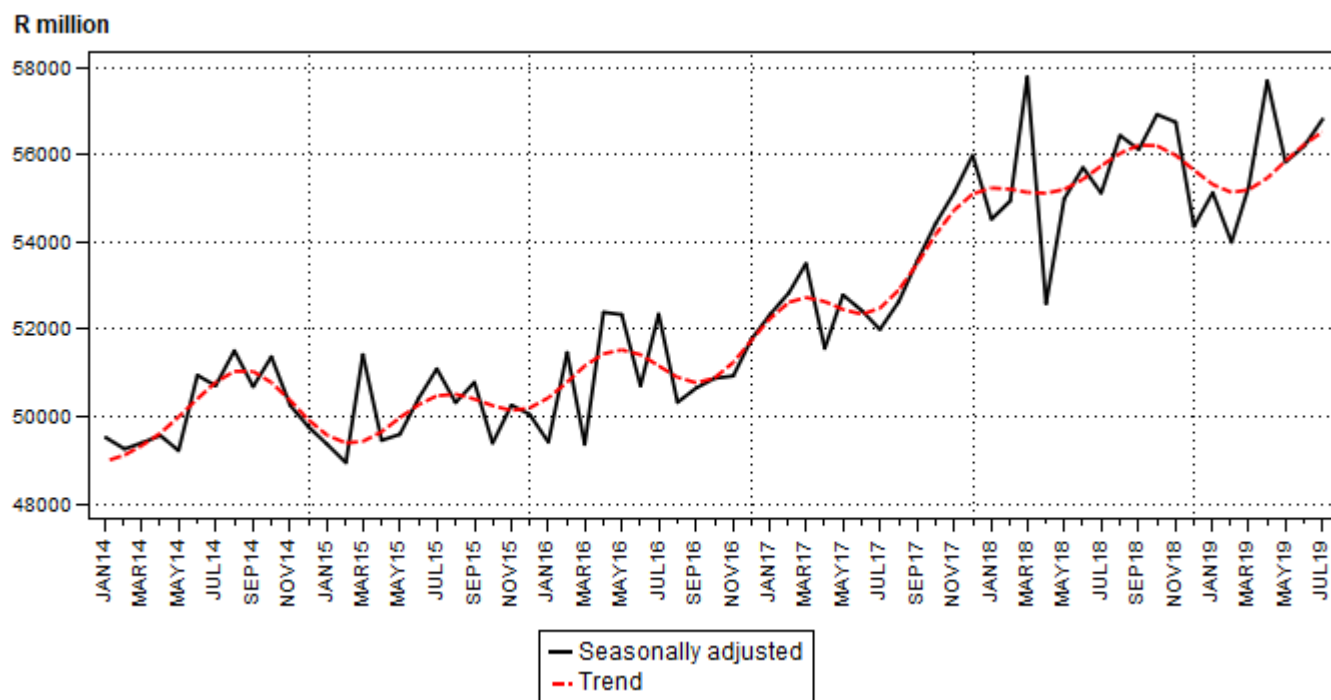
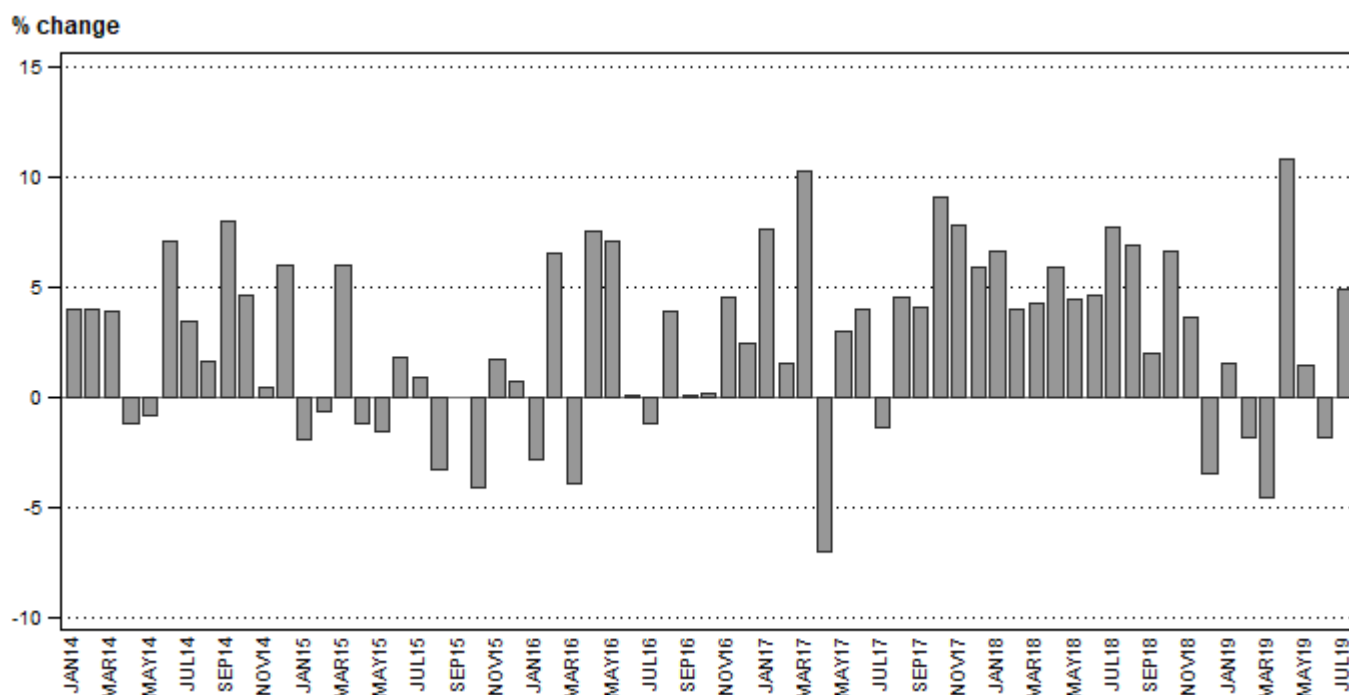
**Table B – Motor trade sales at current prices for the latest three months by type of activity**

Type of activity	May – Jul 2018 (R million)	Weight	May – Jul 2019 (R million)	% change between May – Jul 2018 and May – Jul 2019	Contribution (% points) to the total % change
New vehicle sales	42 734	25,5	42 960	0,5	0,1
Used vehicle sales	30 010	17,9	30 603	2,0	0,4
Workshop income	11 553	6,9	11 388	-1,4	-0,1
Income from the sales of accessories	27 516	16,4	28 647	4,1	0,7
Income from fuel sales	49 986	29,8	50 615	1,3	0,4
Income from convenience store sales 1/	5 937	3,5	6 048	1,9	0,1
<b>Total</b>	<b>167 736</b>	<b>100,0</b>	<b>170 260</b>	<b>1,5</b>	<b>1,5</b>

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 1,5% in the three months ended July 2019 compared with the three months ended July 2018. The main contributors were:

- sales of accessories (4,1% and contributing 0,7 of a percentage point);
- fuel sales (1,3% and contributing 0,4 of a percentage point); and
- used vehicle sales (2,0% and contributing 0,4 of a percentage point) – 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

## Note: Changes to the monthly current indicator survey and the impact on the statistical series

### Business register and samples

Today Statistics South Africa (Stats SA) publishes results for the monthly survey of motor trade sales from a new sample drawn in April 2019, which replaces the previous sample that was drawn in April 2018. The sample was drawn from a business register of enterprises with an annual turnover of at least R2 011 467 and that are required to register with the South African Revenue Service for value added tax.

Owing to the evolving nature of business, the business register is maintained on a continuous basis. The maintenance process is aimed, amongst other things, at capturing changes related to new businesses, ceased businesses, merged businesses and classification changes. In addition, Stats SA undertakes quality improvement surveys related to the business register, the primary objective of which is to capture up-to-date information about the structures and activities of large and complex businesses. This process enables Stats SA to review classification codes for these businesses. These changes are an essential part of the statistical architecture.

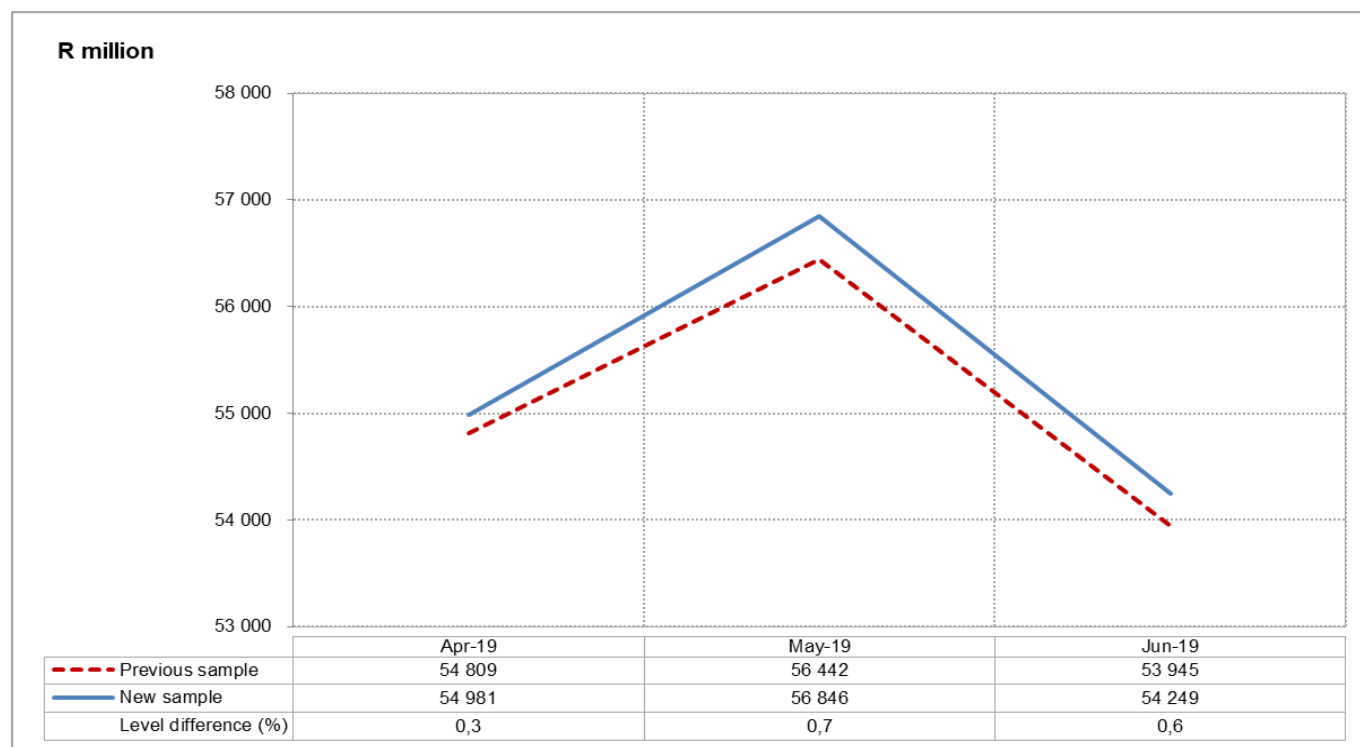
### Comparison of sales between the previous (revised) and new samples for the motor trade industry

The reported level of total sales for the monthly survey of the motor trade industry for the months April to June 2019 based on the new sample was 0,5% (R880 million) higher than the level of total sales recorded for the previous sample (see Table C and Figure 3). The previous sample was drawn in April 2018 and was operational for the last half of 2018 and the first half of 2019.

**Table C – Total sales for previous and new samples for the motor trade sales industry: April to June 2019**

Motor trade industry	Previous sample (R million)	New sample (R million)	Difference (R million)	Difference (%)
	165 196	166 076	880	0,5

**Figure 3 – Total value of motor trade sales: monthly levels of previous and new samples for April to June 2019**



**Table D – Motor trade sales for the previous and new samples by type of activity: April to June 2019**

Type of activity	Previous sample (R million)	New sample (R million)	Difference (R million)	Difference (%) 1/
New vehicle sales	40 312	40 785	473	1,2
Used vehicle sales	30 598	29 598	-1 000	-3,3
Workshop income	10 370	11 206	836	8,1
Income from the sales of accessories	30 696	28 046	-2 650	-8,6
Income from fuel sales	47 622	50 368	2 746	5,8
Income from convenience store sales 2/	5 595	6 073	478	8,5
<b>Total</b>	<b>165 196</b>	<b>166 076</b>	<b>880</b>	<b>0,5</b>

1/ The percentage difference is the new sample minus the previous sample, divided by the previous sample, multiplied by 100.

2/ Includes 'other' sales and trading income.

The largest percentage differences were in the following types of activities:

- sales of accessories (8,6% or R2 650 million lower in the new sample);
- convenience store sales (8,5% or R478 million higher in the new sample);
- workshop income (8,1% or R836 million higher in the new sample); and
- fuel sales (5,8% or R2 746 million higher in the new sample).

### Backcasting

To avoid breaks in the time series and to minimise revisions to historical growth rates, historical sales levels were revised (i.e. they were linked to the estimates based on the new sample).

## Tables

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

Month	2013	2014	2015	2016	2017	2018	2019 1/
Jan	46 613	48 487	47 584	46 236	49 766	53 044	53 844
Feb	45 936	47 779	47 442	50 510	51 272	53 321	52 361
Mar	47 922	49 783	52 780	50 718	55 949	58 353	55 646
Apr	47 992	47 428	46 863	50 397	46 851	49 633	54 981
May	49 884	49 500	48 708	52 144	53 723	56 064	56 846
Jun	46 508	49 823	50 741	50 782	52 837	55 263	54 249
Jul	51 491	53 245	53 733	53 102	52 376	56 409	59 165
Aug	50 521	51 309	49 636	51 556	53 878	57 598	
Sep	47 449	51 231	51 222	51 276	53 383	54 436	
Oct	51 721	54 108	51 867	51 954	56 684	60 406	
Nov	50 689	50 912	51 759	54 103	58 309	60 417	
Dec	46 061	48 832	49 180	50 361	53 327	51 480	
<b>Total</b>	<b>582 787</b>	<b>602 437</b>	<b>601 515</b>	<b>613 139</b>	<b>638 355</b>	<b>666 424</b>	

1/ Figures for latest month are preliminary.

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

Month	2014	2015	2016	2017	2018	2019	2019 year-to-date
Jan	4,0	-1,9	-2,8	7,6	6,6	1,5	1,5
Feb	4,0	-0,7	6,5	1,5	4,0	-1,8	-0,2
Mar	3,9	6,0	-3,9	10,3	4,3	-4,6	-1,7
Apr	-1,2	-1,2	7,5	-7,0	5,9	10,8	1,2
May	-0,8	-1,6	7,1	3,0	4,4	1,4	1,2
Jun	7,1	1,8	0,1	4,0	4,6	-1,8	0,7
Jul	3,4	0,9	-1,2	-1,4	7,7	4,9	1,3
Aug	1,6	-3,3	3,9	4,5	6,9		
Sep	8,0	0,0	0,1	4,1	2,0		
Oct	4,6	-4,1	0,2	9,1	6,6		
Nov	0,4	1,7	4,5	7,8	3,6		
Dec	6,0	0,7	2,4	5,9	-3,5		
<b>Total</b>	<b>3,4</b>	<b>-0,2</b>	<b>1,9</b>	<b>4,1</b>	<b>4,4</b>		

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

Month	R million				Month-on-month % change			
	2016	2017	2018	2019	2016	2017	2018	2019
Jan	49 415	52 343	54 520	55 127	-1,3	1,1	-2,6	1,4
Feb	51 465	52 838	54 938	53 992	4,1	0,9	0,8	-2,1
Mar	49 367	53 506	57 780	55 243	-4,1	1,3	5,2	2,3
Apr	52 388	51 563	52 585	57 691	6,1	-3,6	-9,0	4,4
May	52 336	52 785	54 987	55 827	-0,1	2,4	4,6	-3,2
Jun	50 703	52 428	55 702	56 197	-3,1	-0,7	1,3	0,7
Jul	52 348	51 995	55 116	56 804	3,2	-0,8	-1,1	1,1
Aug	50 327	52 632	56 438		-3,9	1,2	2,4	
Sep	50 655	53 576	56 113		0,7	1,8	-0,6	
Oct	50 876	54 423	56 917		0,4	1,6	1,4	
Nov	50 930	55 143	56 741		0,1	1,3	-0,3	
Dec	51 772	55 985	54 355		1,7	1,5	-4,2	

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

Type of activity	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19 1/
New vehicle sales	13 756	14 297	13 168	14 032	13 585	15 343
Used vehicle sales	9 647	9 720	9 946	10 229	9 423	10 951
Workshop income	3 613	3 683	3 711	4 034	3 461	3 893
Income from the sales of accessories	8 930	9 394	9 283	9 805	8 958	9 884
Income from fuel sales	14 524	16 434	16 830	16 735	16 803	17 077
Income from convenience store sales 2/	1 891	2 117	2 043	2 011	2 019	2 018
<b>Total</b>	<b>52 361</b>	<b>55 646</b>	<b>54 981</b>	<b>56 846</b>	<b>54 249</b>	<b>59 165</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	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19
New vehicle sales	-5,3	-17,7	10,9	-3,2	-3,8	8,7
Used vehicle sales	-3,6	-9,2	10,5	-2,2	-4,3	12,9
Workshop income	0,1	-3,4	10,3	1,1	-7,1	1,5
Income from the sales of accessories	0,4	1,5	11,8	4,3	0,1	7,8
Income from fuel sales	0,6	8,9	11,5	6,1	0,8	-2,7
Income from convenience store sales 1/	2,2	0,3	1,7	2,9	4,0	-1,2
<b>Total</b>	<b>-1,8</b>	<b>-4,6</b>	<b>10,8</b>	<b>1,4</b>	<b>-1,8</b>	<b>4,9</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	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19
New vehicle sales	-1,4	-5,3	2,6	-0,8	-1,0	2,2
Used vehicle sales	-0,7	-1,7	1,9	-0,4	-0,8	2,2
Workshop income	0,0	-0,2	0,7	0,1	-0,5	0,1
Income from the sales of accessories	0,1	0,2	2,0	0,7	0,0	1,3
Income from fuel sales	0,2	2,3	3,5	1,7	0,2	-0,8
Income from convenience store sales 1/	0,1	0,0	0,1	0,1	0,1	0,0
<b>Total</b>	<b>-1,8</b>	<b>-4,6</b>	<b>10,8</b>	<b>1,4</b>	<b>-1,8</b>	<b>4,9</b>

1/ Includes 'other' sales and trading income.



## Survey information

<b>Introduction</b>	<p><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 2019 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.</p>
	<p><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.</p>
<b>Purpose of the survey</b>	<p><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.</p>
<b>Scope of the survey</b>	<p><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:</p> <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>	<p><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.</p>
<b>Collection rate</b>	<p><b>6</b> The preliminary collection rate for the survey on motor trade sales for July 2019 was 78,6%. The collection rate for June 2019 for the new sample was 85,4%.</p>
<b>Statistical unit</b>	<p><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.</p>
<b>Revised figures</b>	<p><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.</p>
<b>Related publications</b>	<p><b>9</b> Users may also refer to the following publication available from Stats SA:</p> <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 908 enterprises from a population of 10 660 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 2019 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	2 011 467	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

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## General information

Stats SA publishes approximately 300 different statistical releases each year. It is not economically viable to produce them in more than one of South Africa's eleven official languages. Since the releases are used extensively, not only locally but also by international economic and social-scientific communities, Stats SA releases are published in English only.

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