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## **STATISTICAL RELEASE**

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# **Motor trade sales (Preliminary)**

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## Sales at current prices: results for April 2022

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

	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22
Year-on-year % change, unadjusted	15,0	12,0	20,3	16,0	13,4	11,5
Month-on-month % change, seasonally adjusted	4,0	0,3	2,6	0,8	0,9	-0,5
3-month % change, seasonally adjusted 1/	9,3	8,4	5,5	4,7	5,0	3,1

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 11,5% year-on-year in April 2022. The largest annual growth rates were recorded for:

- fuel sales (20,4%); and
- new vehicle sales (14,9%) – see Table 5.

Seasonally adjusted motor trade sales decreased by 0,5% in April 2022 compared with March 2022. This followed month-on-month changes of 0,9% in March 2022 and 0,8% in February 2022.

In the three months ended April 2022, seasonally adjusted motor trade sales increased by 3,1% compared with the previous three months.

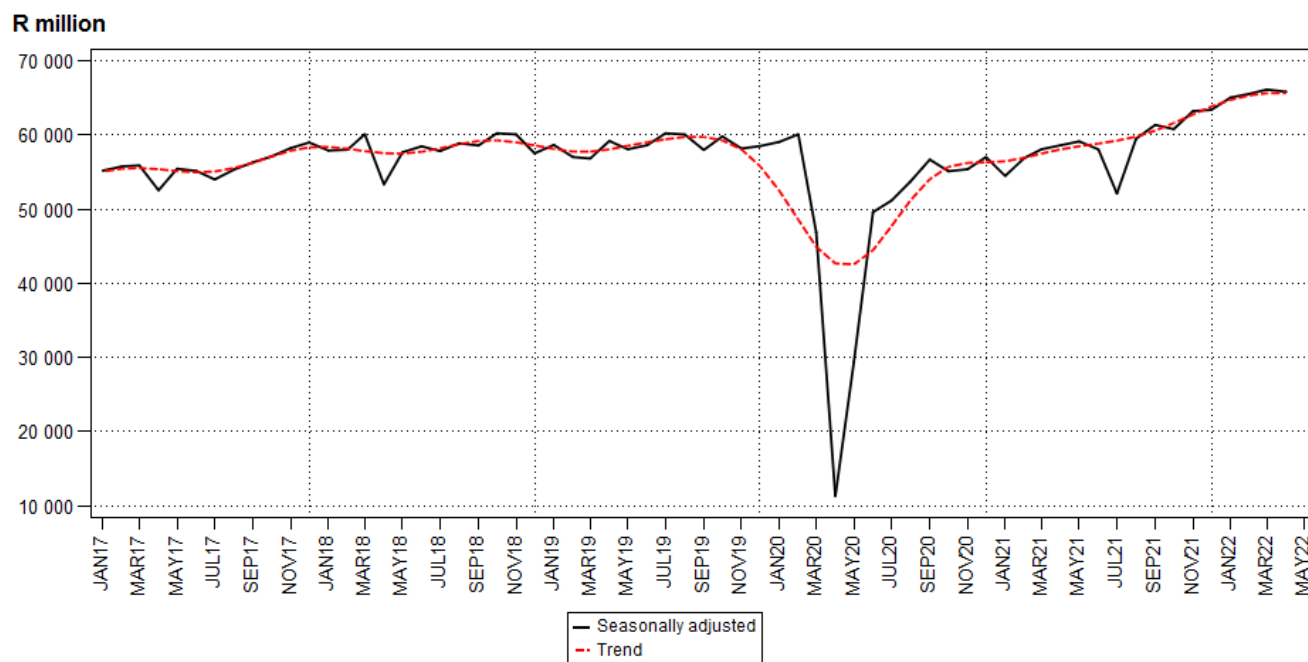
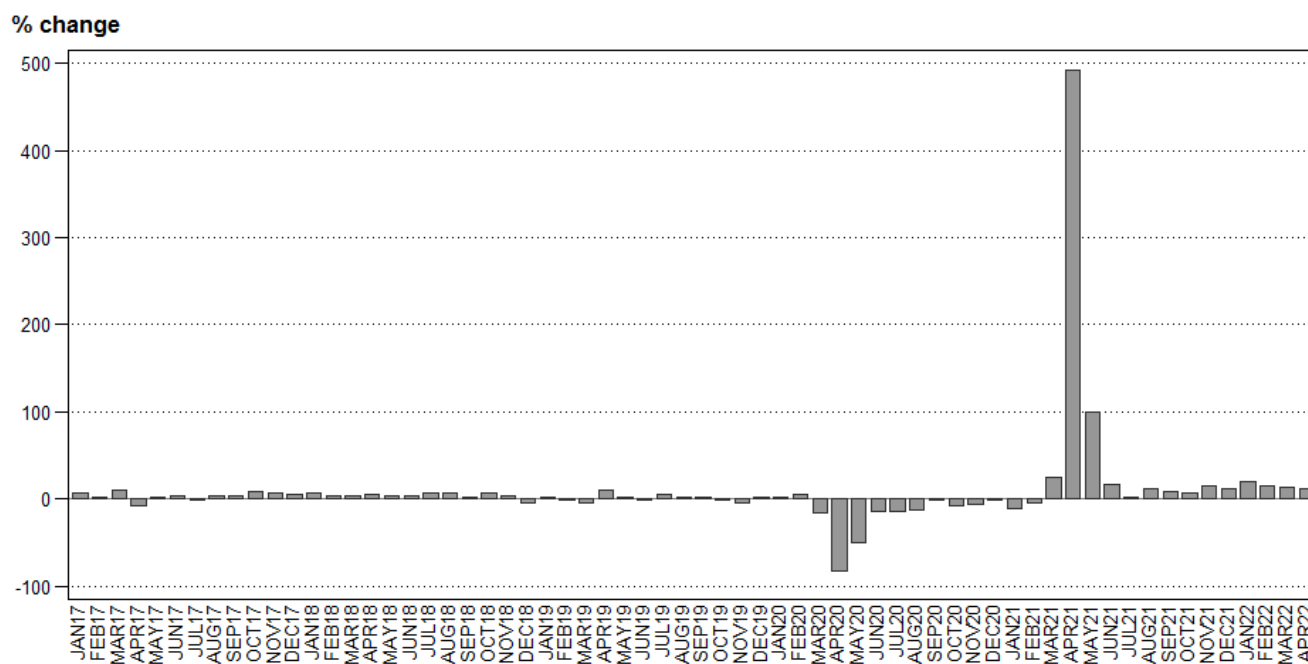
**Table B – Motor trade sales at current prices for the latest three months by type of activity**

Type of activity	Feb – Apr 2021 (R million)	Weight	Feb – Apr 2022 (R million)	% change between Feb – Apr 2021 and Feb – Apr 2022	Contribution (% points) to the total % change
New vehicle sales	38 374	22,2	45 076	17,5	3,9
Used vehicle sales	34 422	19,9	37 635	9,3	1,9
Workshop income	12 427	7,2	13 264	6,7	0,5
Income from the sales of accessories	32 003	18,5	33 843	5,7	1,1
Income from fuel sales	49 660	28,7	60 023	20,9	6,0
Income from convenience store sales 1/	6 315	3,6	6 892	9,1	0,3
<b>Total</b>	<b>173 200</b>	<b>100,0</b>	<b>196 732</b>	<b>13,6</b>	<b>13,6</b>

1/ Includes 'other' sales and trading income.

Motor trade sales increased by 13,6% in the three months ended April 2022 compared with the three months ended April 2021. The main contributors to this increase were:

- fuel sales (20,9% and contributing 6,0 percentage points);
- new vehicle sales (17,5% and contributing 3,9 percentage points);
- used vehicle sales (9,3% and contributing 1,9 percentage points); and
- sales of accessories (5,7% and contributing 1,1 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	2016	2017	2018	2019	2020	2021	2022 1/
Jan	48 470	52 171	55 608	56 445	57 156	51 208	61 596
Feb	52 951	53 749	55 897	54 892	57 535	54 831	63 579
Mar	53 169	58 652	61 173	58 335	48 872	60 912	69 101
Apr	52 832	49 115	52 031	57 638	9 704	57 457	64 052
May	54 664	56 319	58 773	59 593	29 673	59 448	
Jun	53 236	55 390	57 933	56 870	49 238	57 446	
Jul	55 667	54 906	59 135	62 134	53 317	53 878	
Aug	54 048	56 481	60 381	61 259	53 874	60 171	
Sep	53 754	55 962	57 067	57 099	56 614	61 461	
Oct	54 464	59 423	63 325	62 857	57 744	62 247	
Nov	56 717	61 126	63 336	60 714	57 277	65 860	
Dec	52 794	55 904	53 968	55 265	54 372	60 911	
<b>Total</b>	<b>642 766</b>	<b>669 198</b>	<b>698 627</b>	<b>703 101</b>	<b>585 376</b>	<b>705 830</b>	

1/ Figures for latest month are preliminary.

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

Month	2017	2018	2019	2020	2021	2022	2022 year-to-date
Jan	7,6	6,6	1,5	1,3	-10,4	20,3	20,3
Feb	1,5	4,0	-1,8	4,8	-4,7	16,0	18,0
Mar	10,3	4,3	-4,6	-16,2	24,6	13,4	16,4
Apr	-7,0	5,9	10,8	-83,2	492,1	11,5	15,1
May	3,0	4,4	1,4	-50,2	100,3		
Jun	4,0	4,6	-1,8	-13,4	16,7		
Jul	-1,4	7,7	5,1	-14,2	1,1		
Aug	4,5	6,9	1,5	-12,1	11,7		
Sep	4,1	2,0	0,1	-0,8	8,6		
Oct	9,1	6,6	-0,7	-8,1	7,8		
Nov	7,8	3,6	-4,1	-5,7	15,0		
Dec	5,9	-3,5	2,4	-1,6	12,0		
<b>Total</b>	<b>4,1</b>	<b>4,4</b>	<b>0,6</b>	<b>-16,7</b>	<b>20,6</b>		

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

Month	R million				Month-on-month % change			
	2019	2020	2021	2022	2019	2020	2021	2022
Jan	58 659	59 062	54 475	65 052	2,0	0,9	-4,5	2,6
Feb	57 031	60 091	56 893	65 566	-2,8	1,7	4,4	0,8
Mar	56 826	46 876	58 076	66 133	-0,4	-22,0	2,1	0,9
Apr	59 194	11 262	58 619	65 832	4,2	-76,0	0,9	-0,5
May	58 079	29 354	59 135		-1,9	160,6	0,9	
Jun	58 617	49 600	58 063		0,9	69,0	-1,8	
Jul	60 230	51 153	52 103		2,8	3,1	-10,3	
Aug	60 077	53 756	59 487		-0,3	5,1	14,2	
Sep	57 982	56 689	61 362		-3,5	5,5	3,2	
Oct	59 804	55 115	60 789		3,1	-2,8	-0,9	
Nov	58 175	55 375	63 215		-2,7	0,5	4,0	
Dec	58 507	57 024	63 394		0,6	3,0	0,3	

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

Type of activity	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22 1/
New vehicle sales	14 079	12 463	13 512	14 601	16 144	14 331
Used vehicle sales	13 711	11 223	12 212	12 504	13 351	11 780
Workshop income	4 270	3 903	4 121	4 486	4 628	4 150
Income from the sales of accessories	11 872	10 239	10 898	11 255	11 900	10 688
Income from fuel sales	19 692	20 599	18 677	18 525	20 701	20 797
Income from convenience store sales 2/	2 236	2 486	2 175	2 208	2 378	2 306
<b>Total</b>	<b>65 860</b>	<b>60 911</b>	<b>61 596</b>	<b>63 579</b>	<b>69 101</b>	<b>64 052</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	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22
New vehicle sales	13,1	9,8	22,9	21,6	16,2	14,9
Used vehicle sales	13,9	3,3	16,1	10,9	9,9	7,1
Workshop income	2,6	3,5	7,2	13,8	6,4	0,3
Income from the sales of accessories	10,9	7,6	14,2	9,8	5,6	2,0
Income from fuel sales	24,6	24,9	30,2	21,0	21,2	20,4
Income from convenience store sales 1/	5,8	4,2	10,7	8,1	8,8	10,5
<b>Total</b>	<b>15,0</b>	<b>12,0</b>	<b>20,3</b>	<b>16,0</b>	<b>13,4</b>	<b>11,5</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	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22
New vehicle sales	2,8	2,0	4,9	4,7	3,7	3,2
Used vehicle sales	2,9	0,7	3,3	2,2	2,0	1,4
Workshop income	0,2	0,2	0,5	1,0	0,5	0,0
Income from the sales of accessories	2,0	1,3	2,6	1,8	1,0	0,4
Income from fuel sales	6,8	7,5	8,5	5,9	5,9	6,1
Income from convenience store sales 1/	0,2	0,2	0,4	0,3	0,3	0,4
<b>Total</b>	<b>15,0</b>	<b>12,0</b>	<b>20,3</b>	<b>16,0</b>	<b>13,4</b>	<b>11,5</b>

1/ Includes 'other' sales and trading income.

## Survey information

<b>Introduction</b>	<b>1</b>	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see point 4 below). This survey is based on a sample drawn from Stats SA's 2021 business sampling frame (BSF) that contains businesses registered at the South African Revenue Service (SARS) for value added tax (VAT). Stats SA continuously updates its BSF, which is linked to the SARS administrative data.
	<b>2</b>	In order to improve timeliness, some information for the latest month had to be estimated due to late response. These estimates will be revised in future statistical releases as soon as information becomes available. Published motor trade sales estimates exclude VAT.
<b>Purpose of the survey</b>	<b>3</b>	The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
<b>Scope of the survey</b>	<b>4</b>	<p>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>	<b>5</b>	The 1993 edition of the <i>Standard Industrial Classification of all Economic Activities</i> (SIC), Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 <i>International Standard Industrial Classification of all Economic Activities</i> (ISIC) with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four digits) level.
<b>Collection rate</b>	<b>6</b>	The preliminary collection rate for the survey on motor trade sales for April 2022 was 74,8%. The improved collection rate for March 2022 was 77,6%.
<b>Statistical unit</b>	<b>7</b>	The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales and service activities.
<b>Revised figures</b>	<b>8</b>	Revised figures are mainly due to late submission of data to Stats SA, or respondents reporting revisions or corrections to their figures. Preliminary figures, as indicated in the relevant tables, are subject to change and when revised will not be indicated as such.
<b>Related publications</b>	<b>9</b>	<p>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 857 enterprises from a population of 10 670 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 2021 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	1 865 950	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

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



<b>Seasonal adjustment</b>	<b>5</b>	<p>Seasonally adjusted estimates are generated each month using the X-12-ARIMA Seasonal Adjustment Program developed by the United States Census Bureau. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be recognised more clearly. Seasonal adjustment does not aim to remove irregular or non-seasonal influences which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour. The X-12-ARIMA procedure for motor trade sales is described in more detail on the Stats SA website at:</p> <p><a href="#">Click to download seasonal adjustment motor trade sales February 2022</a></p>
<b>Trend cycle</b>	<b>6</b>	<p>The trend is the long-term pattern or movement of a time series. The X-12-ARIMA Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.</p>
<b>Reliability of estimates</b>	<b>7</b>	<p>Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa. Estimates are subject to sampling and non-sampling errors.</p>
	<b>8</b>	<p>Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.</p>
<b>Month-on-month percentage change</b>	<b>9</b>	<p>The month-on-month percentage change in a variable for any given month is the change between that month and the previous month, expressed as a percentage of the latter.</p>
<b>Year-on-year percentage change</b>	<b>10</b>	<p>The year-on-year percentage change in a variable for any given period is the change between that period and the corresponding period of the previous year, expressed as a percentage of the latter.</p>
<b>Contribution (percentage points)</b>	<b>11</b>	<p>The contribution (percentage points) to the year-on-year percentage change is calculated by multiplying the percentage change of each type of activity by its corresponding weight, divided by 100. The weight is the percentage contribution of each type of activity to total motor trade sales in the corresponding period of the previous year.</p>

## Glossary

### Enterprise

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

### Industry

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

### Symbols and abbreviations

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

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