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Vehicle Sales Report

April 2026

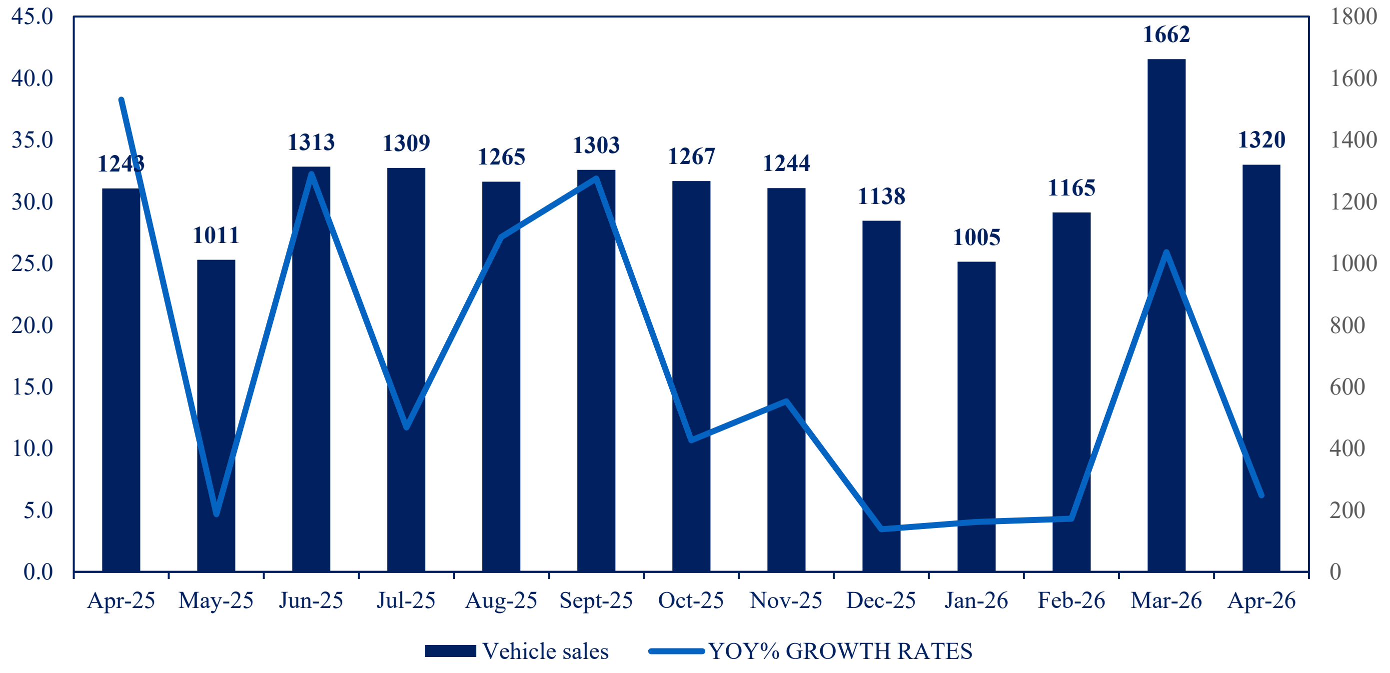
Overview

Monthly vehicle sales in Namibia amounted to 1,320 units in April 2026, a 20.58% decrease from the 1,662 units recorded in March 2026 and a year-to-year growth of 6.2% from the month of March 2025.

Vehicle sales in April 2026 remained largely concentrated in the light commercial and passenger vehicle segments, which together accounted for 1,202 units out of the total 1,320 vehicles sold during the month. Light commercial vehicles remained the largest segment, contributing 48.79% of total sales (644 units), while passenger vehicles accounted for 42.27% (558 units).

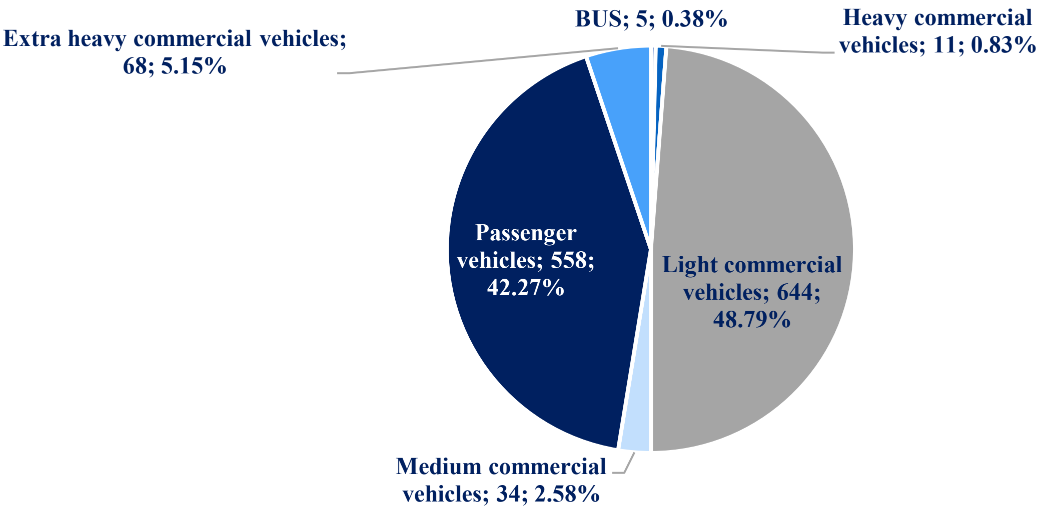
The remaining sales were distributed across the heavier vehicle categories. Extra heavy commercial vehicles accounted for 5.15% of total sales (68 units), followed by medium commercial vehicles at 2.58% (34 units). Heavy commercial vehicles represented 0.83% (11 units), while the bus category contributed 0.38% of total sales, with 5 units sold during the period.

Figure 1: Monthly Vehicle Sales (April 2025 to April 2026)



Source: Lightstone Auto & HEI Research

Figure 2: Car sales by Market (April 2026)



Source: Lightstone Auto & HEI Research

The most significant decline was recorded in the passenger vehicle segment, which decreased from 746 units in March 2026 to 558 units in April 2026, a drop of 188 units or 25.2%. Light commercial vehicles also declined notably, falling from 797 to 644 units, a decrease of 153 units or 19.2%. Heavy commercial vehicles recorded a sharp contraction from 33 to 11 units, representing a decline of 22 units or 66.7%.

Despite the broader slowdown, some segments recorded growth during the period. Extra heavy commercial vehicles increased from 57 to 68 units, a rise of 11 units or 19.3%, while medium commercial vehicles edged higher from 28 to 34 units, reflecting growth of 6 units or 21.4%. The bus segment also improved from 1 to 5 units, an increase of 4 units or 400.0%, albeit from a very low base, whist the total vehicle sales declined from 1,662 units in March 2026 to 1,320 units in April 2026, representing a decrease of 342 units or 20.6%. (see table 1)

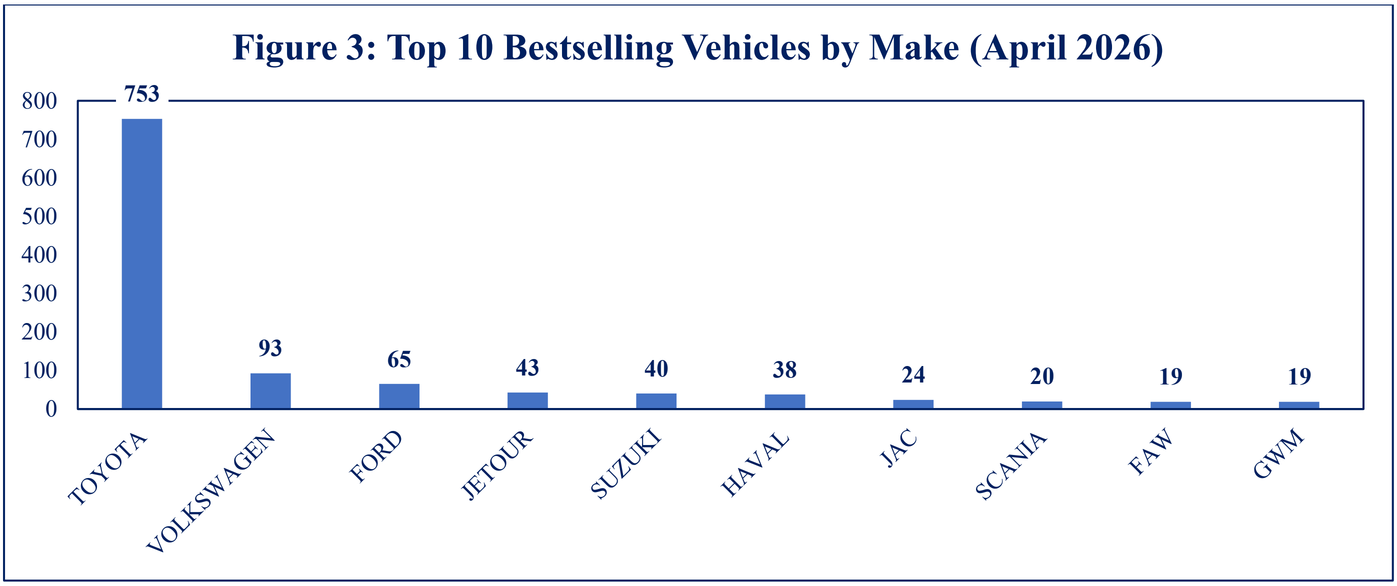
Table 1: Monthly vehicle sales by type (March 2026 and April 2026)

Market	Mar-26	Apr-26	Change	% Change
Passenger vehicles	746	558	-188	-25.20%
Light commercial vehicles	797	644	-153	-19.20%
Medium commercial vehicles	28	34	6	21.43%
Heavy commercial vehicles	33	11	-22	-66.67%
Extra heavy commercial vehicles	57	68	11	19.30%
Bus	1	5	4	400.00%
Total	1662	1320	-342	-20.58%

Source: Lightstone Auto & HEI Research

Sales remained concentrated among a few leading brands during April 2026. Toyota continued to dominate the market, recording 753 units and accounting for 57.05% of total vehicle sales. Volkswagen followed with 93 units (7.05%), while Ford recorded 65 units (4.92%). Jetour and Suzuki contributed 43 units (3.26%) and 40 units (3.03%), respectively.

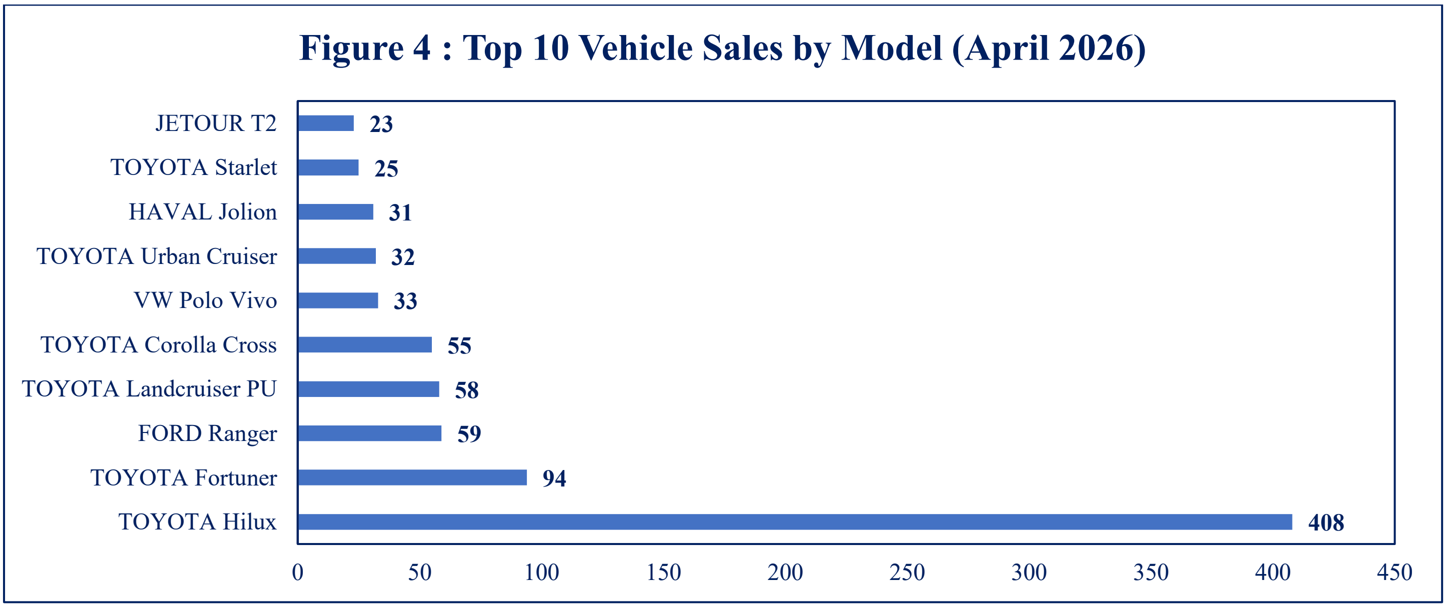
Among the remaining brands, Haval recorded 38 units (2.88%), while JAC contributed 24 units (1.82%). Scania recorded 20 units (1.52%), and both FAW and GWM recorded 19 units each, representing 1.44% of total sales respectively. Toyota maintained a commanding lead in the market, accounting for well over half of all vehicle sales, while the remaining brands individually accounted for less than 8% each.



Source: Lightstone Auto & HEI Research

Based on the total top-10 volume of 818 units, the market remains concentrated among a handful of leading models, with Toyota continuing to dominate across multiple segments. The Toyota Hilux maintained a commanding lead with 408 units sold, representing 30.91% of total sales and significantly outperforming all other models. The Toyota Fortuner followed with a 7.12% share, while the Ford Ranger and Toyota Land Cruiser PU recorded 4.47% and 4.39%, respectively.

In the passenger vehicle category, the Toyota Corolla Cross accounted for 4.17% of sales, while the VW Polo Vivo contributed 2.50%. Toyota further strengthened its market presence through the Urban Cruiser and Starlet, which recorded 2.42% and 1.89%, respectively. Outside of Toyota's dominance, the Haval Jolion captured 2.35% of the market, reflecting growing competition in the crossover segment, while the Jetour T2 rounded out the top ten with a 1.74% share. (see figure 4)



Source: Lightstone Auto & HEI Research

Toyota continued to dominate the market across both the passenger and light commercial vehicle segments, underlining the brand's strong position in the industry. The Toyota Hilux emerged as the best-performing model overall, with sales reaching 408 units in the light commercial category. In the passenger vehicle segment, the Toyota Fortuner also posted solid performance, recording 94 units sold.

Commercial vehicle sales were led by the FAW 2 Ton in the medium commercial category with 11 units, while the FAW CA 15 recorded 4 units in the heavy commercial segment. The extra heavy commercial vehicle category was supported by the Scania G-Series, which sold 17 units during the period. Meanwhile, activity in the bus segment remained limited, with a combined total of 2 units sold across the Mercedes-Benz Bus and MAN Bus models.

Table 2: Top Vehicle sold by Market April 2026

Market	Type	Units sold
Bus	MERCEDES-BENZ Bus, MAN Bus	2
Heavy Commercial Vehicles	FAW CA 15	4
Light Commercial Vehicles	TOYOTA Hilux	408
Medium Commercial Vehicles	FAW 2 Ton	11
Passenger Vehicles	TOYOTA Fortuner	94
Extra Heavy Commercial Vehicles	SCANIA G-Series	17

Source: Lightstone Auto & HEI Research

Sentiment

Oil markets remain highly sensitive to developments in the Middle East. While there is cautious optimism surrounding diplomatic engagements and the possibility of de-escalation, no formal resolution has yet been reached. Should stability improve and shipping flows through the Strait of Hormuz normalise, fuel price pressures could begin to ease, with May potentially representing the peak of the current fuel price cycle before stabilisation occurs. However, renewed tensions or supply disruptions could sustain upward pressure on global oil prices and result in additional domestic fuel price adjustments.

The ongoing Russia–Ukraine conflict further demonstrates how geopolitical shocks can have lasting effects on fuel markets through disruptions to shipping routes, insurance costs, and global supply chains. Domestically, Namibia’s fuel reserves, temporary levy relief measures, and support from the National Energy Fund provide some short-term cushioning against volatility. Nevertheless, elevated fuel and transport costs continue to weigh on consumer confidence and disposable income, which may discourage households and businesses from purchasing new vehicles in the near term.