

Vehicle Sales Report

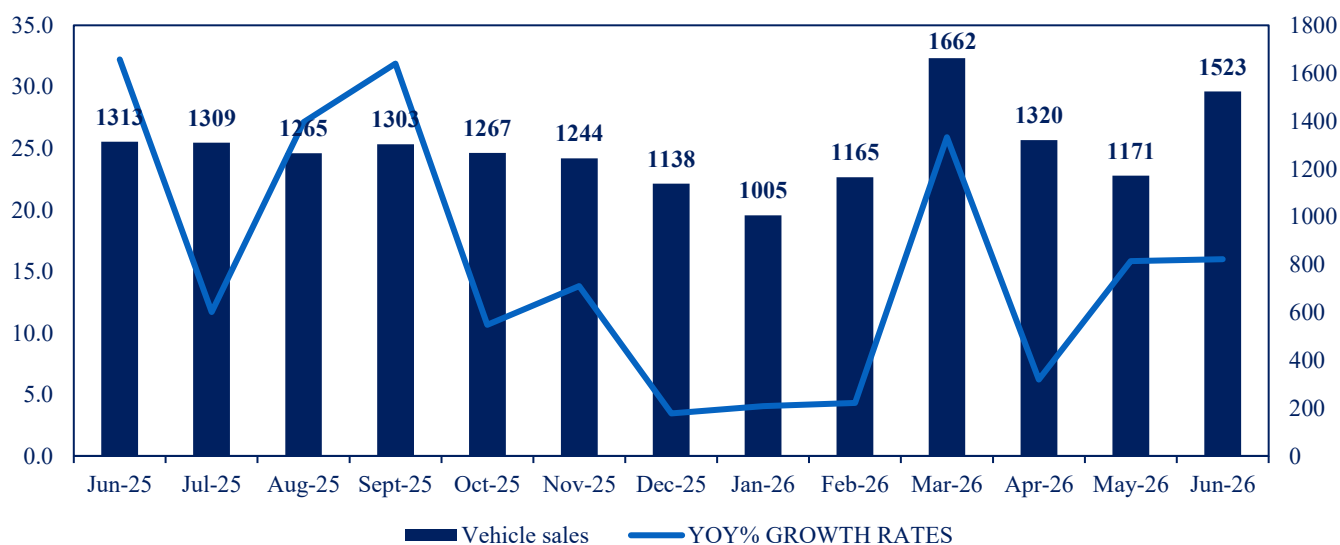
June 2026

Overview

Monthly vehicle sales in Namibia amounted to 1,523 units in June 2026, representing a 30.1% incline from the 1,171 units recorded in May 2026. Light commercial vehicles and passenger vehicles jointly remained the dominant segments of the Namibian vehicle market during June 2026, with each segment recording 708 units sold. Individually, both light commercial vehicles and passenger vehicles accounted for 46.47% of total vehicle sales, and together represented 92.95% of the 1,523 vehicles sold during the month.

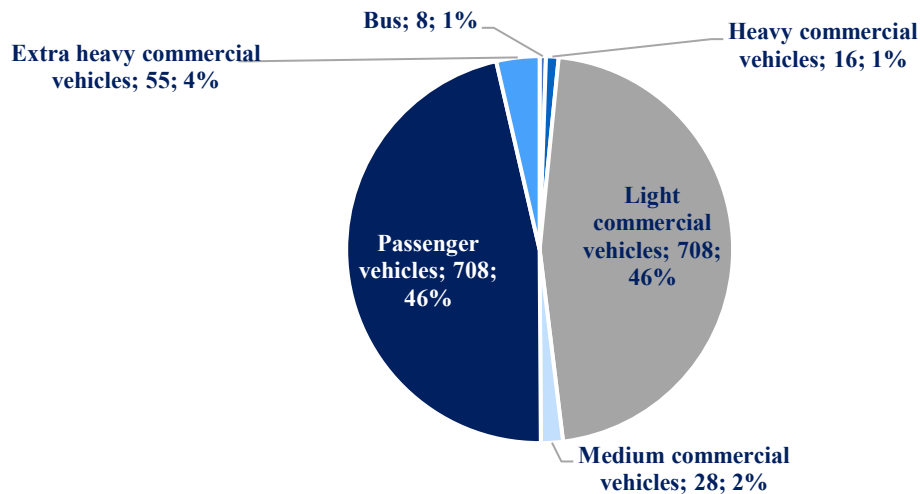
The remaining sales were distributed across the heavier vehicle categories. Extra heavy commercial vehicles accounted for 3.61% of total sales (55 units), followed by medium commercial vehicles at 1.84% (28 units). Heavy commercial vehicles represented 1.05% of total sales (16 units), while the bus segment accounted for 0.53% of the market, with 8 units sold during the month.

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



Source: Lightstone Auto & HEI Research

Vehicles Sales by Market June 2026



Source: Lightstone Auto & HEI Research

Vehicle sales increased during June 2026, with total market volumes increasing by 30.1% month-on-month from 1,171 units in May to 1,523 units in June, an increase of 352 units. The increase in vehicle sales during June 2026 was mainly driven by higher sales in the passenger vehicle and light commercial vehicle segments, which continue to account for the majority of the market. Passenger vehicle sales increased by 43.6% to 708 units, representing an additional 215 units compared to May 2026, while light commercial vehicle sales rose by 21.4% to 708 units, an increase of 125 units. Together, these two segments contributed an additional 340 units, accounting for most of the overall increase of 352 vehicles recorded during the month.

Vehicle sales recorded a broad-based improvement across most market segments during June 2026. Passenger vehicles posted the strongest increase in volume, rising by 43.6% from 493 units in May to 708 units in June. Light commercial vehicles also recorded a growth, increasing by 21.4% to 708 units, reinforcing the continued strength of the two largest vehicle segments in the vehicles sales market.

The commercial vehicle categories also showed improved performance. Medium commercial vehicle sales increased by 33.3% from 21 units to 28 units, while bus sales resumed after no units were sold in May, with 8 units recorded in June. Extra heavy commercial vehicle sales remained unchanged at 55 units during the month. In contrast, the heavy commercial vehicle segment was the only category to register a decline, with sales falling by 15.8% from 19 units in May to 16 units in June. Overall, total vehicle sales increased by 30.1%, rising from 1,171 units in May to 1,523 units in June, reflecting a broad recovery in market activity led by stronger passenger and light commercial vehicle demand (see Table 1).

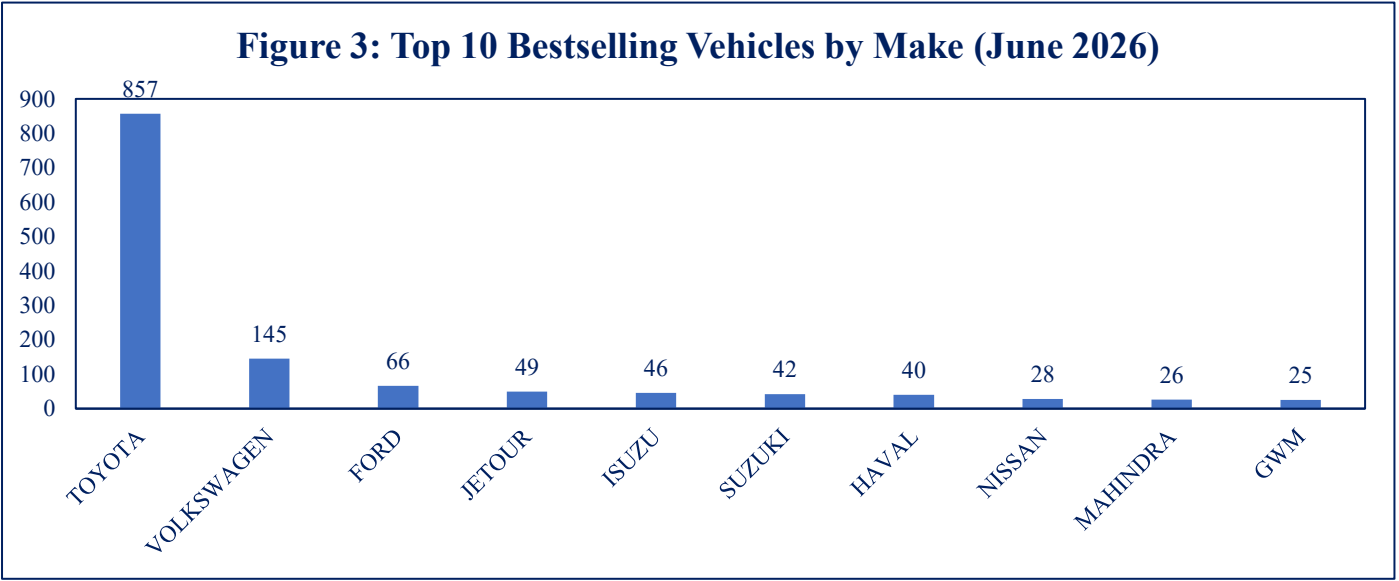
Table 1: Monthly vehicle sales by type (May 2026 and June 2026)

Market	May-26	Jun-26	Change	% Change
Passenger vehicles	493	708	215	43.61%
Light commercial vehicles	583	708	125	21.44%
Medium commercial vehicles	21	28	7	33.33%
Heavy commercial vehicles	19	16	-3	-15.79%
Extra heavy commercial vehicles	55	55	0	0.00%
Bus	0	8	8	100%
Total	1171	1523	352	30.06%

Source: Lightstone Auto & HEI Research

Toyota remained the leading vehicle brand in June 2026, recording 857 units sold and accounting for 56.3% of the 1,523 vehicles sold during the month. This indicates that more than one out of every two vehicles sold carried the Toyota badge, reflecting the brand's continued presence across both the passenger and commercial vehicle segments.

Volkswagen ranked second with 145 units sold, representing a market share of 9.5%, followed by Ford with 66 units (4.3%). Jetour recorded 49 units (3.2%), while Isuzu and Suzuki sold 46 units (3.0%) and 42 units (2.8%), respectively. Haval followed with 40 units (2.6%), ahead of Nissan with 28 units (1.8%), Mahindra with 26 units (1.7%), and GWM with 25 units (1.6%). Collectively, the top ten brands accounted for 1,324 of the 1,523 vehicles sold during June, representing 86.9% of total market sales, indicating that sales remained concentrated among a relatively small number of vehicle brands.

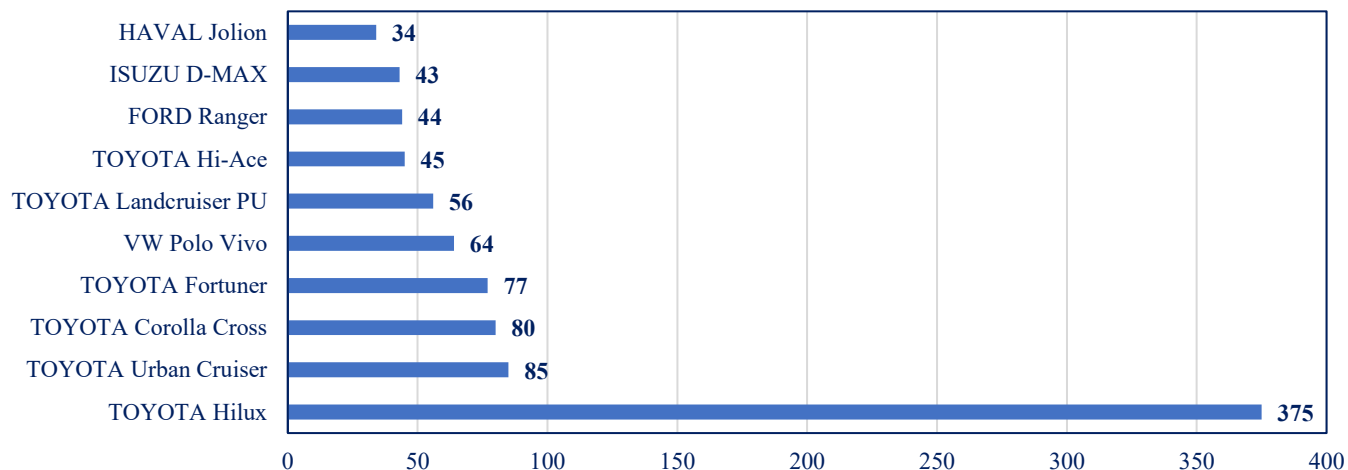


Source: Lightstone Auto & HEI Research

The top ten best-selling vehicle models accounted for 903 of the 1,523 vehicles sold during June 2026, representing 59.3% of total market sales. The Toyota Hilux remained the best-selling model, with 375 units sold and a market share of 24.6%, meaning that approximately one in every four vehicles sold during the month was a Hilux. The Toyota Urban Cruiser ranked second with 85 units (5.6% market share), followed by the Toyota Corolla Cross with 80 units (5.3%) and the Toyota Fortuner with 77 units (5.1%). The Volkswagen Polo Vivo ranked fifth with 64 units sold, representing 4.2% of the market.

Toyota's presence was further reflected by the fact that six of the top ten best-selling models were Toyota vehicles. Combined, the Toyota Hilux, Urban Cruiser, Corolla Cross, Fortuner, Land Cruiser Pick-Up, and Hi-Ace recorded 718 units sold, accounting for 47.1% of total vehicle sales and 79.5% of sales among the top ten models. Other notable performers included the Ford Ranger with 44 units (2.9% market share), the Isuzu D-Max with 43 units (2.8%), and the Haval Jolion with 34 units (2.2%). Overall, vehicle sales remained concentrated among a relatively small number of models, with Toyota continuing to account for the majority of the top-selling vehicles during the month (see Figure 4).

Figure 4 : Top 10 Vehicle Sales by Model (June 2026)



Source: Lightstone Auto & HEI Research

Toyota remained the leading brand across several vehicle categories in June 2026. The Toyota Hilux was the best-selling model overall, recording 375 units sold in the light commercial vehicle segment. In the passenger vehicle category, the Toyota Urban Cruiser was the top-selling model with 85 units sold.

In the commercial vehicle segments, the Toyota Coaster recorded the highest sales in the medium commercial vehicle category with 11 units, while the Hino 500 Series led the heavy commercial vehicle segment with 9 units sold. The Scania G-Series recorded the highest sales in the extra heavy commercial vehicle category with 17 units. In the bus segment, the Scania Bus recorded 6 units sold, making it the best-selling bus model during June 2026.

Table 2: Top Vehicle sold by Market June 2026

Market	Type	Units sold
Bus	SCANIA Bus	6
Heavy Commercial Vehicles	HINO 500 Series	9
Light Commercial Vehicles	TOYOTA Hilux	375
Medium Commercial Vehicles	TOYOTA Coaster	11
Passenger Vehicles	TOYOTA Urban Cruiser	85
Extra Heavy Commercial Vehicles	SCANIA G-Series	17

Source: Lightstone Auto & HEI Research

Sentiment

Following the 30.1% month-on-month increase in vehicle sales during June 2026, we expect market activity to remain relatively stable over the coming months, although monthly sales are likely to fluctuate. The increase in June was mainly driven by higher passenger vehicle and light commercial vehicle sales, which together accounted for almost 93% of total market volumes. As these segments continue to dominate the market, their performance will remain the key determinant of overall vehicle sales.

Toyota is expected to maintain a strong presence in the market, with the continued demand for models such as the Hilux and Urban Cruiser. While commercial vehicle sales are expected to remain comparatively lower and may continue to vary from month to month, the overall vehicle market is likely to remain supported by demand in the passenger and light commercial vehicle segments.