

WesBank  
SOUTH AFRICAN  
CAR OF THE  
YEAR





# WELCOME NEW EXECUTIVES

WHO WILL ACHIEVE **ULTIMATE GLORY**





# WELCOME **NEW** EXECUTIVES



**Jaco Oosthuizen**

MD of Renault SA

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# WELCOME **NEW** EXECUTIVES



## **Stanley Anderson**

Sales and Operations Director at Hyundai SA

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# WELCOME **NEW** EXECUTIVES



**Gary Scott**

CEO of Kia SA

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# WELCOME **NEW** EXECUTIVES



**Craig Roberts**

MD of Mazda Southern Africa

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## **Robin van Rensburg**

MD of Fiat Chrysler Automobiles South Africa

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# WELCOME **NEW** EXECUTIVES



**Fanie Kleynhans**

CEO of Auto Pedigree

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# WELCOME **NEW** EXECUTIVES



**Mark Finlayson**

CEO of WesBank Motor

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# MOTOR TRANSPORT: A HISTORY OF INNOVATION

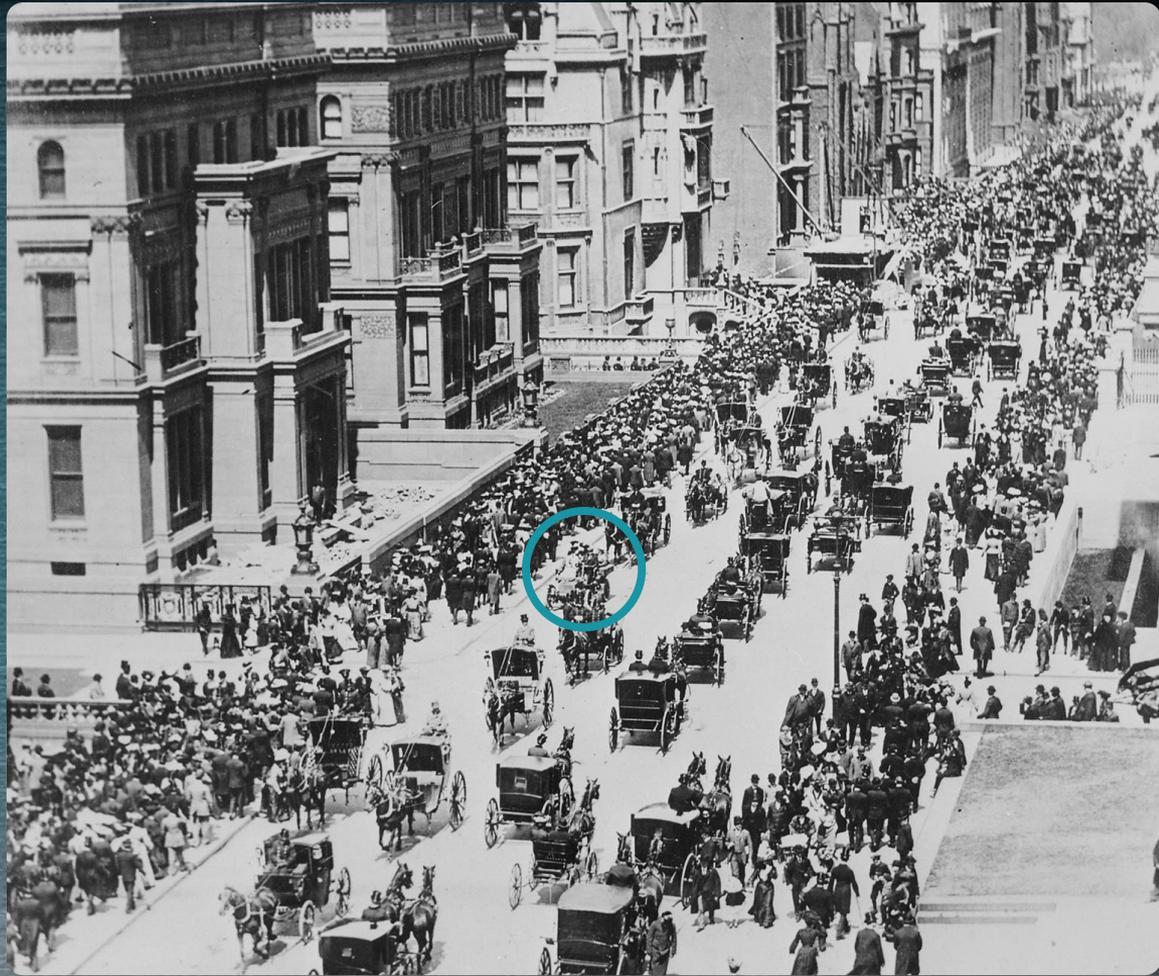
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# SPOT THE **CAR** AMONG THE HORSE CARRIAGES

5<sup>th</sup> Avenue, New York City, 1900



Picture: National Archives and Records Administration. 1900



## THE GREAT HORSE MANURE CRISIS of 1894

Large cities all around the world were 'drowning in horse manure.'

Necessity is the mother of invention, and the invention in this case was **motor transport**.



MORTON STREET, CORNER OF BEDFORD, LOOKING TOWARD BLEECKER STREET,  
MARCH 17, 1893.

Picture: "Street-Cleaning and the Disposal of a City's Wastes." George E. Waring



## SPOT THE HORSE

5<sup>th</sup> Avenue, New York City, 1913



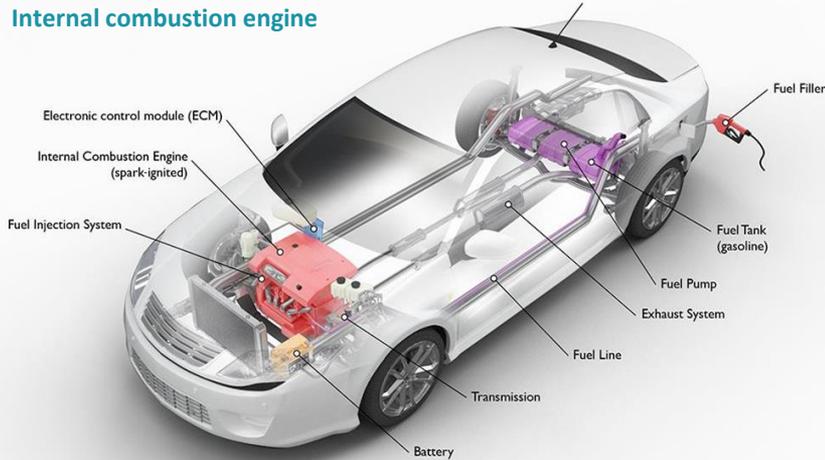


# A NEW TYPE OF WASTE

The **energy efficiency** crisis of the 21<sup>st</sup> century

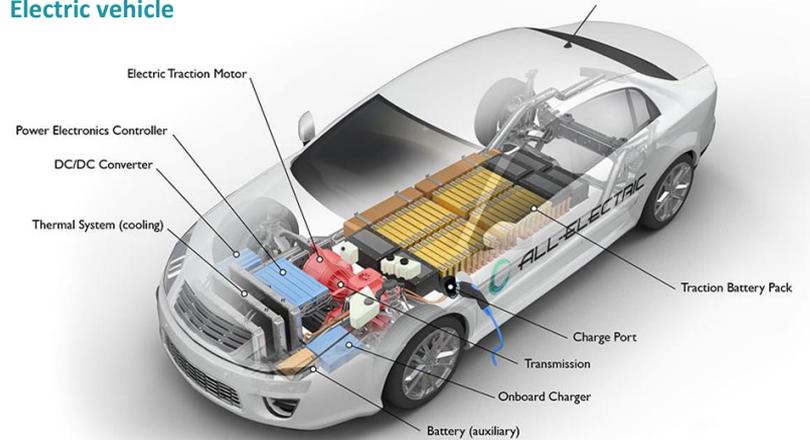
±  
**30%** of the onboard fuel energy is converted to propel the car.  
The rest is wasted energy.

## Internal combustion engine



±  
**90%** of the onboard stored energy is converted to propel the car.  
This is highly efficient.

## Electric vehicle





# SOUTH AFRICA AND NEW ENERGY

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# SOUTH AFRICA'S TECHNOLOGICAL CONTRIBUTION

Impacting the global EV industry



## The lithium-ion battery

The CSIR contributed to lithium-ion battery research through the discovery of lithium-metal-oxide electrode materials as early as the 80s.

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# THE FUTURE OF EVs IN SOUTH AFRICA

SANEDI is making strides

South African National Energy  
Research Institute (SANERI)

National Energy Efficiency Agency  
(NEEA)



SANEDI exists to direct, monitor and conduct applied energy research and development, demonstration and deployment of specific measures to promote the uptake of **Green Energy** and **Energy Efficiency** in South Africa.

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# COLLABORTIVE GOVERNMENT INTERVENTIONS

With the support of SANEDI



EV project aimed at **stimulating the uptake of EVs** into the SA transport sector

Currently developing a **Green Transport Strategy** for the transport sector

SANEDI provides inputs into the **Energy Efficiency Strategy**

Launched the Zero Emission Electric Vehicles program (aka **DEA Green Cars**)

Supports research and development of **energy storage technologies**

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# ELECTRIC VEHICLES INDUSTRY ASSOCIATION



**EVIA is a national platform comprised of public and private sector entities that collaborate to shape the future of Electro-Mobility in South Africa**

**Providing a platform for sharing of ideas, plans and successes**

**Creating a favourable environment for the use of cleaner mobility in SA**

**Supporting the development of a sustainable mobility friendly policy and regulatory framework**

**Jointly developing sustainable mobility solutions for integration into smart cities in South Africa**

**Promoting co-operation and trust amongst the public and private stakeholders**

**Creating awareness of EVs in South Africa**



# MACROECONOMIC SCENARIOS

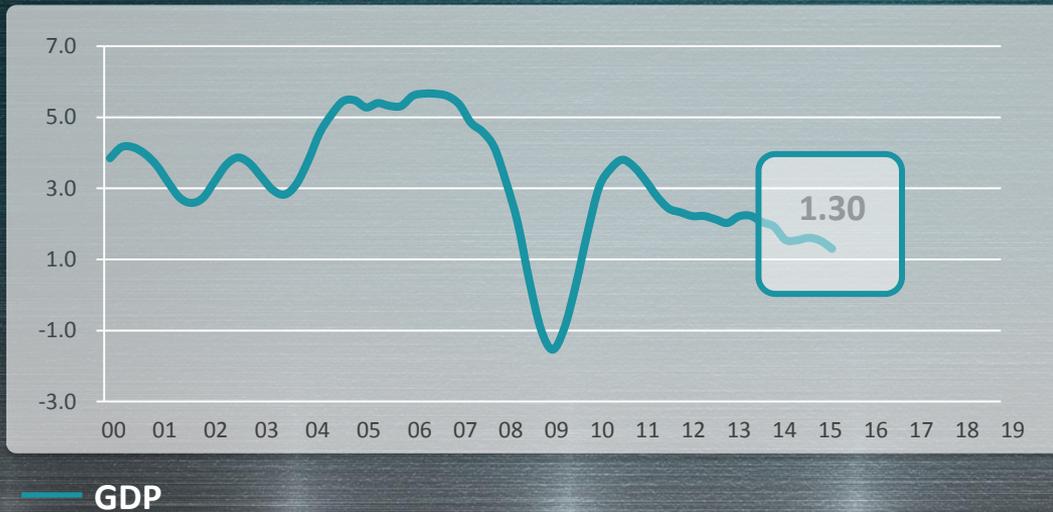
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# GDP GROWTH:

Predictions vs. actual



— GDP prediction 2016  
— GDP prediction 2017



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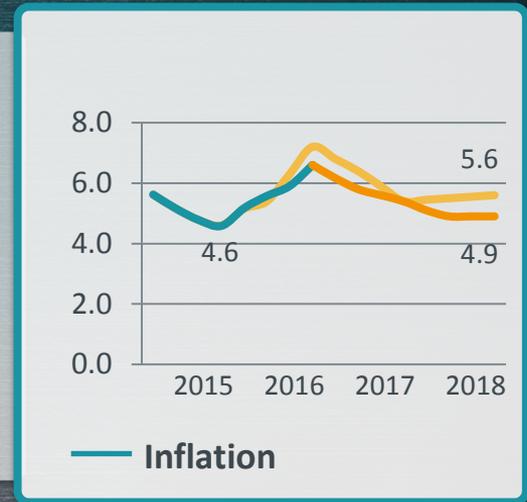
# INFLATION:

Predictions vs. actual



— Inflation

— Infl. prediction 2016  
— Infl. prediction 2017

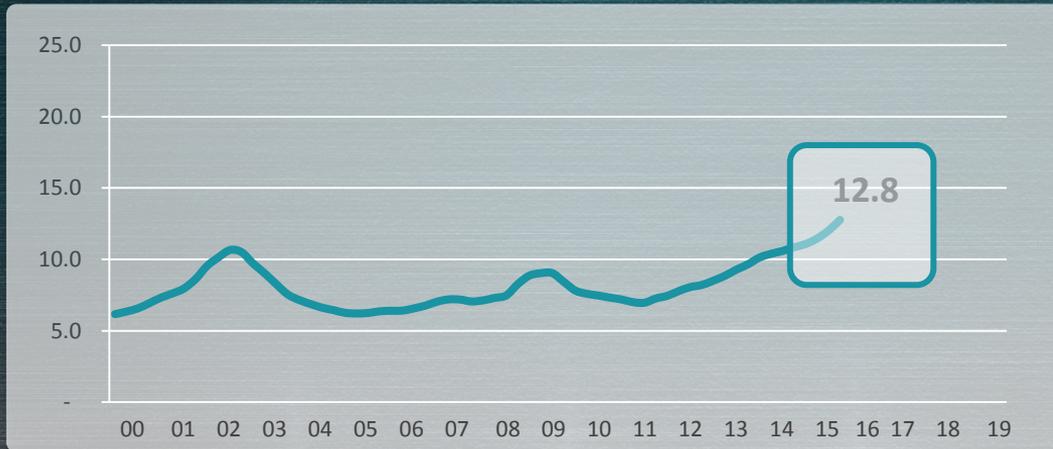


— Inflation



# ZAR:\$

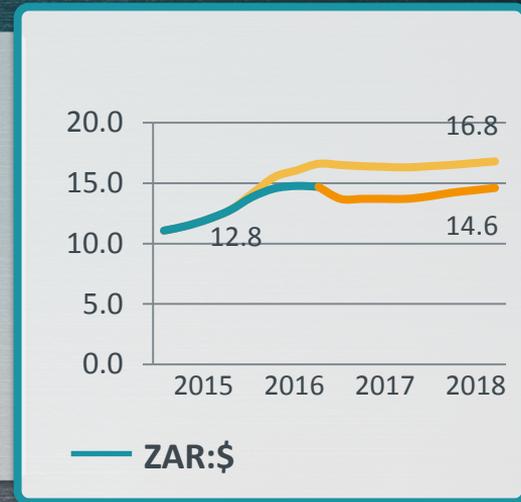
Predictions vs. actual



— ZAR:\$

— ZAR prediction 2016

— ZAR prediction 2017



— ZAR:\$

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# REPO RATE:

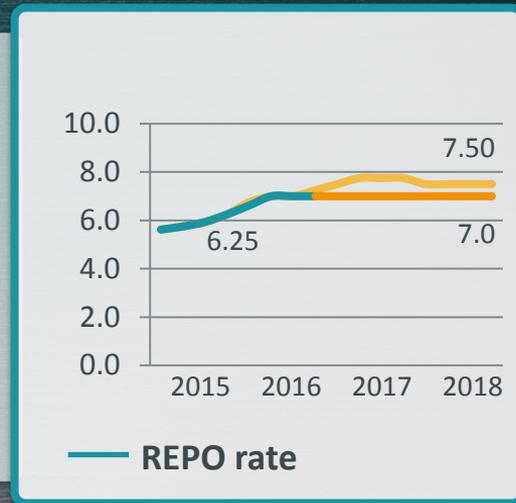
Predictions vs. actual



REPO rate

REPO prediction 2016

REPO prediction 2017



REPO rate

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# A REVIEW OF PREVIOUS PREDICTIONS

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# OUR PREVIOUS PREDICTIONS

	Actual	WesBank	Variance
2011	578 877	567 850	-1.90%
2012	630 542	612 660	-2.84%
2013	649 216	638 508	-1.65%
2014	644 257	646 228	0.31%
2015	617 691	650 031	5.24%
2016	547 480	543 306	-0.76%

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# THE 2017 FORECAST

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# WESBANK'S 2017 PREDICTION

	Dealer			Total Market		
	2016 Actual	WesBank forecast	% Change	2016 Actual	WesBank forecast	% Change
Passenger	222 451	218 002	-2.0%	361 273	365 926	1.29%
LCV	139 132	142 332	2.3%	159 197	164 488	3.32%
CV	19 663	18 852	-4.1%	27 010	26 586	-1.57%
<b>TOTAL</b>	<b>381 246</b>	<b>379 186</b>	<b>-0.5%</b>	<b>547 480</b>	<b>557 000</b>	<b>1.74%</b>

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