

# **SOUTHERN AFRICAN VEHICLE RENTAL AND LEASING ASSOCIATION (SAVRALA)**

## **MINUTES OF THE MEMBERS' MEETING**

**Date:** Thursday, 19 March 2026

**Venue:** Focus Rooms, Heaton Lane, Longlake 20, Modderfontein

---

### **1. ATTENDANCE**

**Members Present:**

See list of attendees on the last two pages below.

**Apologies:**

- Mr W Fletcher (Alchemy Financial Services)

**In Attendance:**

- Sandile Ntseoane (SAVRALA – General Manager)

### **2. WELCOME AND INTRODUCTIONS**

The General Manager (SN) welcomed all members, including new members for 2026, and provided an overview of SAVRALA's mandate.

The purpose of the meeting was noted as:

- Providing an update on industry performance
- Presenting SAVRALA's 2026 strategic priorities
- Briefing members on key initiatives (including MOTY)
- Facilitating industry engagement across rental, leasing, and OEM stakeholders

SN also introduced the National Executive Council (NEC), noting the inclusion of co-opted members and the intention to further strengthen representation across rental and leasing sectors.

### **3. CONFIRMATION OF PREVIOUS MINUTES**

- The minutes of the meeting held on **3 April 2025** were previously adopted at the AGM in October 2025.
- All action items were confirmed as completed.

**Resolution:**

The previous minutes remain duly adopted as a true reflection of proceedings.

## 4. STRATEGIC PRIORITIES FOR 2026

The General Manager presented the five strategic priorities for 2026:

1. Governance & Constitution Modernisation
2. Advocacy & Government Relations (AARTO)
3. Risk, Crime & Vehicle Recovery Strategy
4. Data, Insights & Compliance Excellence
5. Future Mobility & Sector Competitiveness

It was noted that these priorities are aligned to:

- Evolving regulatory requirements
- Increasing industry risk exposure
- The need for reliable data and insights
- Technological and mobility transformation

### **Resolution:**

Members noted and supported the 2026 strategic priorities as presented.

## 5. KEY CAR RENTAL INDUSTRY STATISTICS

An overview of rental industry performance was presented by Braam Greyling on behalf of the Chairperson.

Key observations:

- The industry continues to operate in a **structurally changed post-COVID environment**
- Rental market share remains **below historical levels**, indicating a structural shift
- Revenue growth is driven by **fleet expansion and utilisation**, with **downward pressure on RPD**
- Demand recovery is uneven:
  - Strong: leisure and inbound travel
  - Weak: corporate, government, replacement segments
- **Passenger growth at airports is not translating into rental demand**, suggesting demand leakage to alternative mobility channels
- Improvements in **data integrity and reporting compliance** were acknowledged

Members were cautioned regarding year-on-year comparisons due to expanded reporting scope from June 2025.

### **Resolution:**

The industry performance update was noted.

## 6. KEY LEASING INDUSTRY STATISTICS

The Leasing Section Chairperson Yahya Varachhia presented an overview of leasing sector performance.

Key observations:

- Leasing volumes (funded and non-funded) remain **flat or declining (2021–2025)**
- Corporate leasing shows **limited growth**, impacting competitiveness
- Government leasing volumes have declined significantly
- Increase in **terminations impacting net growth**
- Decline in:
  - Managed maintenance contracts
  - Participating companies

Key focus areas identified:

- Enhancing product competitiveness
- Strengthening membership base
- Improving data granularity and insight
- Exploring regulatory and fiscal enablers

**Resolution:**

The leasing sector update and proposed focus areas were noted.

## **7. MOTY SURVEY 2026**

The General Manager presented the 2026 Manufacturer of the Year (MOTY) process.

Key points:

- First round of surveys issued: **20 March 2026**
- Submission deadline: **17 April 2026**
- One consolidated submission per company
- Second round: **August / September 2026**
- Final results based on combined scoring
- Awards scheduled for **22 October 2026**

**Resolution:**

Members noted the MOTY process and timelines.

## **8. INDUSTRY ROADMAP UPDATE**

The following 2025–2026 roadmap priorities were presented:

- Expansion of data reporting and automation
- Development of enhanced industry insight reports
- Strengthening advocacy and policy engagement
- Membership growth and improved representation

It was noted that these initiatives support improved industry coordination and performance.

## **9. GUEST PRESENTATION**

Representatives from Accenture delivered an executive briefing on:

- The impact of AI on mobility, leasing, and fleet management
- Emerging digital transformation trends

A Q&A session followed.

## 10. PRESIDENT’S REMARKS

The President emphasised:

- SAVRALA’s role in **facilitating insight, not directing market behaviour**
- The importance of **collaboration and transparency** across members
- That all engagements are conducted within **Competition Commission regulations**
- The value of **open feedback and active member participation**

Members were encouraged to engage with the NEC and provide input on industry priorities.

## 11. GENERAL

The following upcoming events were noted:

- Charity Golf Day: **19 August 2026**
- MOTY Survey: Deadline **17 April 2026**
- MOTY Awards: Rescheduled to align with SA Auto Week

Members were requested to:

- Update SAVRALA distribution lists which will be circulated to improve communication effectiveness

## 12. ACTION REGISTER

#	Action Item	Responsible	Deadline
1	Submit MOTY survey responses	All Members	17-Apr-26
2	Update organisational contact details for SAVRALA distribution lists	All Members	Ongoing (Immediate)
3	Continue quarterly data engagements and reporting improvements	SAVRALA / Members	Ongoing
4	Investigate demand leakage between aviation growth and rental activity	SAVRALA / Data Partners	Q2 2026

5	Enhance leasing dataset granularity and reporting	Leasing Section	Ongoing
6	Strengthen membership recruitment and retention (leasing focus)	SAVRALA / Leasing Section	Ongoing

### 13. CLOSURE

There being no further business, the meeting was adjourned with a vote of thanks to the Chair.

---

**SIGNED:**

---

CHAIRPERSON

---

DATE

---

PLACE

# ATTENDANCE

## In Attendance:

- Sandile Ntseokane (SAVRALA – General Manager)

Representatives from Motus, Hertz, WesBank, Avis, Toyota, U-Rent, Volkswagen SA, Bidvest Bank, BMW, Fleet Africa, LTC Holding, Ford, FMCSA, Renault SA, Suzuki SA, Bluu Car Rental, Pace Car Rental, 58 Fleet, Isuzu, Europcar, Nissan SA, Value Car Hire, Standard Bank, Mitsubishi, MasterDrive, Hyundai, Audi SA, BWM, Fleet Africa, Wesbank, GWM, MasterDrive and others.

<b>PRESENT:</b>	Mr R Gottschick	Motus
	Mr B Greyling	Hertz
	Mr Y Varrachhia	Wesbank
	Ms T Ntlha	Avis
	Mr B McDonald	Toyota
	Ms B Mandic	U-Rent
	Ms L Dalasil	Volkswagen SA
	Ms H Tshenye	Bidvest Bank
	Ms G Mahlangu	BMW
	Ms P Pillay	BMW
	Mr S Ghanchi	Fleet Africa
	Mr N Lesito	LTC Holding
	Ms V Senokoane	Ford
	Mr K Ngomane	FMCSA
	Ms T Delate	FMCSA
	Mr P Carter	Renault SA
	Ms B Muruvan	Renault SA
	Ms S Burkey	Suzuki SA
	Mr Y Singh	Suzuki SA
	Mr J Naidoo	Bluu Car Rental
	Mr K Naicker	Pace Car Rental
	JMr S Mntumni	58 Fleet
	Mr M Gerber	Isuzu

Ms O Mashoola	Isuzu
Ms V Made	58 Fleet
Mr K Naidoo	58 Fleet
Mr A Moosa	Europcar
Mr E Puda	Nissan SA
Ms T Majola	Volkswagen SA
Mr M Nkabinde	Volkswagen SA
Mr F Ntsibande	Volkswagen SA
Ms M Kolisa	Volkswagen SA
Mr R Paul	Value Car Hire
Mr A Kistiah	Volkswagen SA
Mr H Bhoola	Suzuki SA
Mr P Mogami	Suzuki SA
Ms N Bastian	Suzuki SA
Mr E Nell	Standard Bank
Mr L Lekalakala	Toyota
Mr L Nephawe	Toyota
Mr O Sign	Toyota
Mr R Pillay	Mitsubishi
Mr D Moeteng	GMW
Ms N Chetty	Master Drive
Mr R Caw	Hyundai
Ms M Lesitha	AUDI SA
Ms P Singh	Nissan

**APOLOGIES:**

Mr W Fletcher	Alchemy Financial Services
Nick Strydom	ABSA VMS
Essa Suleman	Woodford
Riaan Weideman	Pace Auto Group

**BY INVITATION:**

Leigh-Ann Carey	Meropa Communications
-----------------	-----------------------