



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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**Regional Market
by the end of May 2025**

Distributed for



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Asociación Latinoamericana de
Distribuidores de Automotores

With the support **AEADE**
Asociación de Empresas
Automotrices del Ecuador

Regional automotive market - Summary

In May 2025 in comparison with May 2024: increase in **14,4%** in sales.

In May:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**111.0%**) and Argentina (**59.1%**)
- Highest y-o-y decrease: Panama (**10.3%**) and Costa Rica (**7.9%**)

Light Vehicles Sales:



- Highest y-o-y growth: Venezuela (**147.9%**), Argentina (**58.7%**) and Colombia (**31.0%**)
- Highest y-o-y decrease: Costa Rica (**11.2%**), Panama (**11.1%**) and Mexico (**0,4%**)

Heavy Vehicles Sales:



- Highest y-o-y growth: Paraguay (**66.7%**), Argentina (**65.8%**) and Ecuador (**65.2%**)
- Highest y-o-y decrease: Mexico (**21.3%**)

Countries	May 2024	May 2025	Jan - May 2024	Jan - May 2025	% VAR May 2025 -2024	% VAR Jan - May 2025 -2024
 Brazil	194.256	225.710	929.669	986.158	16,2%	6,1%
 Mexico	124.731	123.326	609.816	610.759	-1,1%	0,2%
 Argentina	34.796	55.363	152.518	268.417	59,1%	76,0%
 Chile	24.195	25.720	126.009	128.351	6,3%	1,9%
 Colombia	14.828	19.729	70.710	87.033	33,1%	23,1%
 Peru	13.548	16.337	72.082	83.348	20,6%	15,6%
 Ecuador	8.513	10.339	48.659	45.323	21,4%	-6,9%
 Costa Rica*	7.705	7.095	32.549	31.212	-7,9%	-4,1%
 Uruguay	5.040	5.623	24.721	27.166	11,6%	9,9%
 Guatemala	4.738	5.155	22.914	24.986	8,8%	9,0%
 Panama	5.159	4.628	22.204	23.679	-10,3%	6,6%
 Paraguay	2.617	2.965	13.703	15.608	13,3%	13,9%
 Venezuela	1.373	2.897	5.698	12.225	111,0%	114,5

*Imports

Regional Automotive Market

Vehicles sales by continents

America sales

2020	20.817.485
2021	22.014.634
2022	20.876.860
2023	23.215.717
2024	24.154.016

Europe sales

2020	16.714.115
2021	16.882.466
2022	16.882.466
2023	17.934.268
2024	18.691.016

Asia & Oceania sales

2020	40.330.258
2021	42.724.577
2022	45.838.945
2023	50.641.764
2024	51.406.410

Africa sales

2020	925.708
2021	1.133.520
2022	1.075.388
2023	1.050.105
2024	1.053.611

Source: OICA



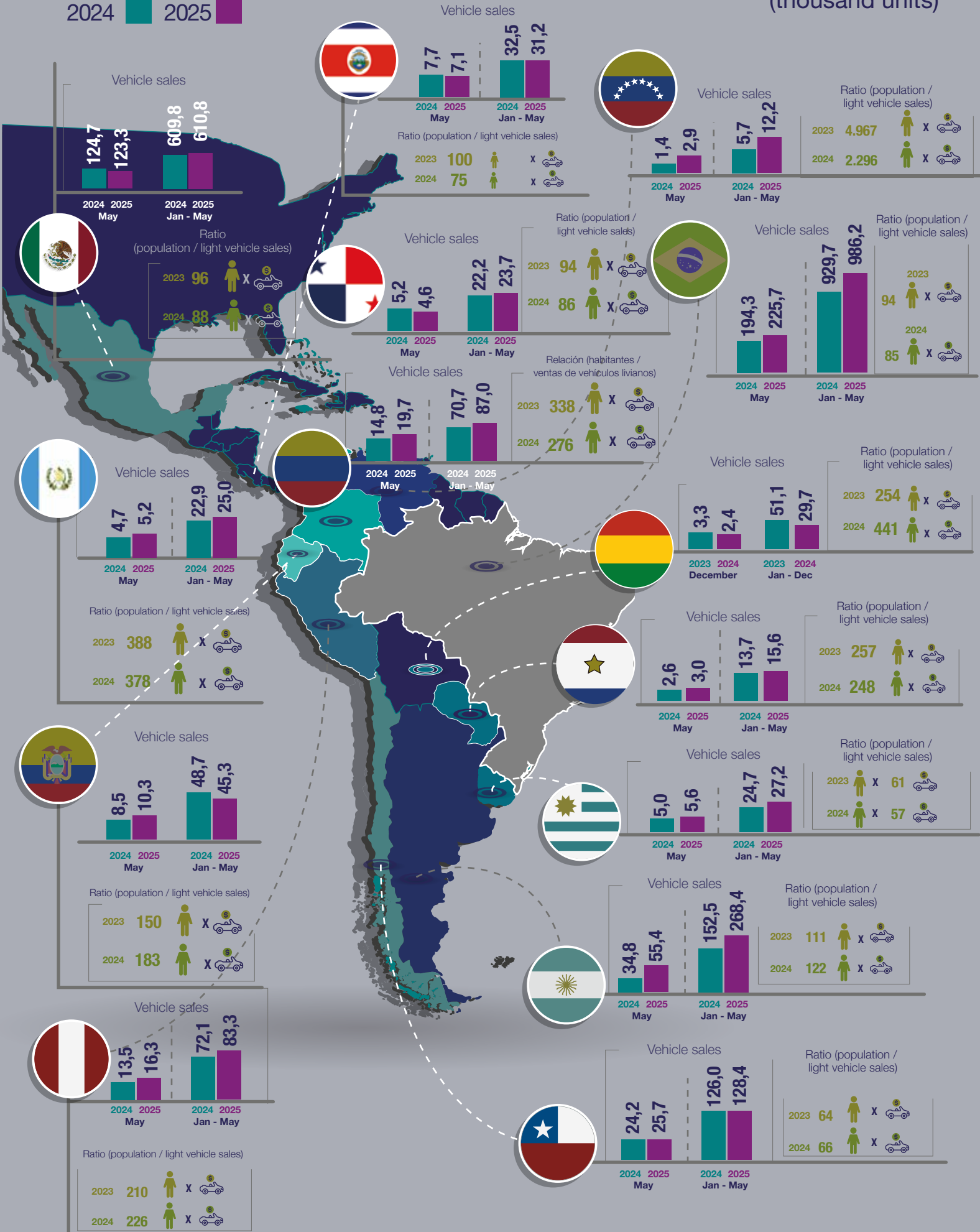
Historical vehicle sales of member countries

Country		2021	2022	2023	2024
	Brazil	2.119.851	2.104.461	2.308.689	2.634.917
	Mexico	1.046.732	1.134.443	1.413.921	1.555.115
	Argentina	383.663	406.792	445.009	409.959
	Chile	434.347	448.261	329.588	318.612
	Colombia	250.497	262.595	186.826	201.219
	Peru	174.751	177.543	181.812	169.309
	Ecuador	115.371	134.170	132.388	108.266
	*Costa Rica	32.181	40.159	57.446	76.880
	Uruguay	52.329	56.112	61.789	66.664
	Guatemala	-	44.730	54.569	58.045
	Panama	-	42.169	48.919	54.384
	Paraguay	31.798	32.677	30.685	32.560
	*Bolivia	42.693	45.724	51.012	29.692
	Venezuela	1.794	3.998	7.313	17.558
Total		4.653.826	4.933.834	5.309.966	5.733.180

*Imports

Total Vehicle Sales

2024 2025



Regional Automotive Market

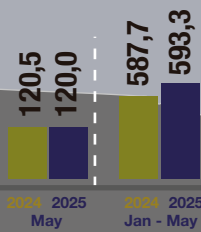
Vehicle sales Light* and heavy**

(thousand units)

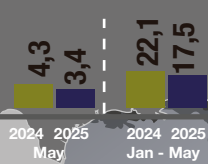
*Light vehicles: automobiles, pickups, SUV, VAN
** Heavy vehicles: trucks and buses

2024 2025

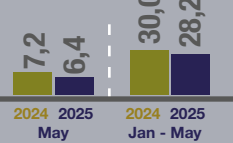
*Light vehicle sales



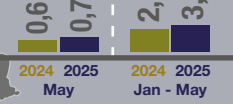
**Heavy vehicle sales



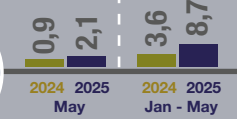
*Light vehicle imports



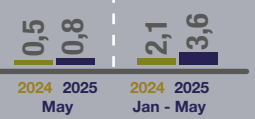
**Heavy vehicle imports



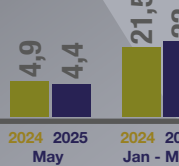
Passenger vehicle sales



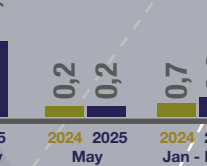
Commercial vehicle sales



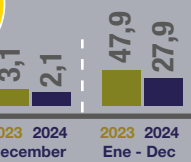
*Light vehicle sales



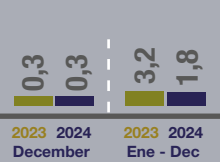
**Heavy vehicle sales



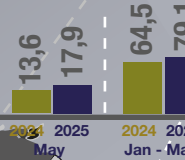
*Light vehicle sales



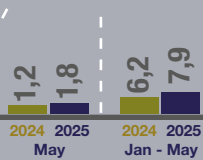
**Heavy vehicle sales



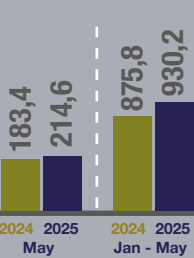
*Light vehicle sales



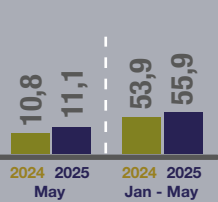
**Heavy vehicle sales



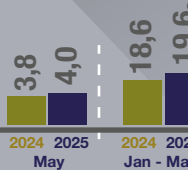
*Light vehicle sales



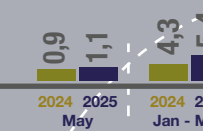
**Heavy vehicle sales



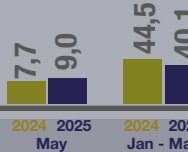
*Light vehicle sales



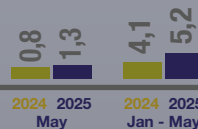
**Heavy vehicle sales



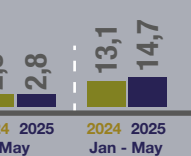
*Light vehicle sales



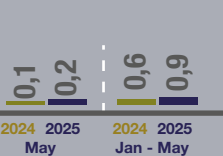
**Heavy vehicle sales



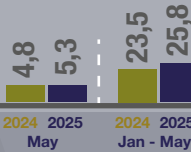
*Light vehicle sales



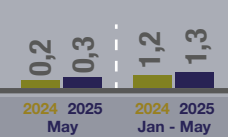
**Heavy vehicle sales



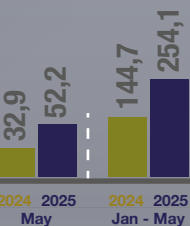
*Light vehicle sales



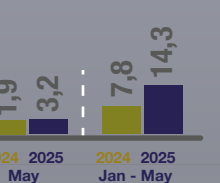
**Heavy vehicle sales



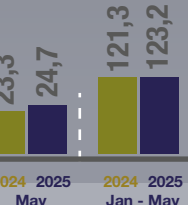
*Light vehicle sales



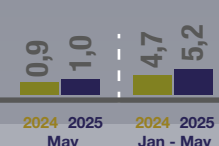
**Heavy vehicle sales



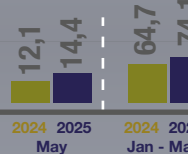
*Light vehicle sales



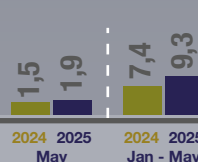
**Heavy vehicle sales



*Light vehicle sales



**Heavy vehicle sales





ARGENTINA

Regional Automotive Market

2020

2021

2022

2023

2024

● Motorization index*

7,5 8.572

8,4 10.632

8,8 13.620

9,5 13.823

8,7 12.814

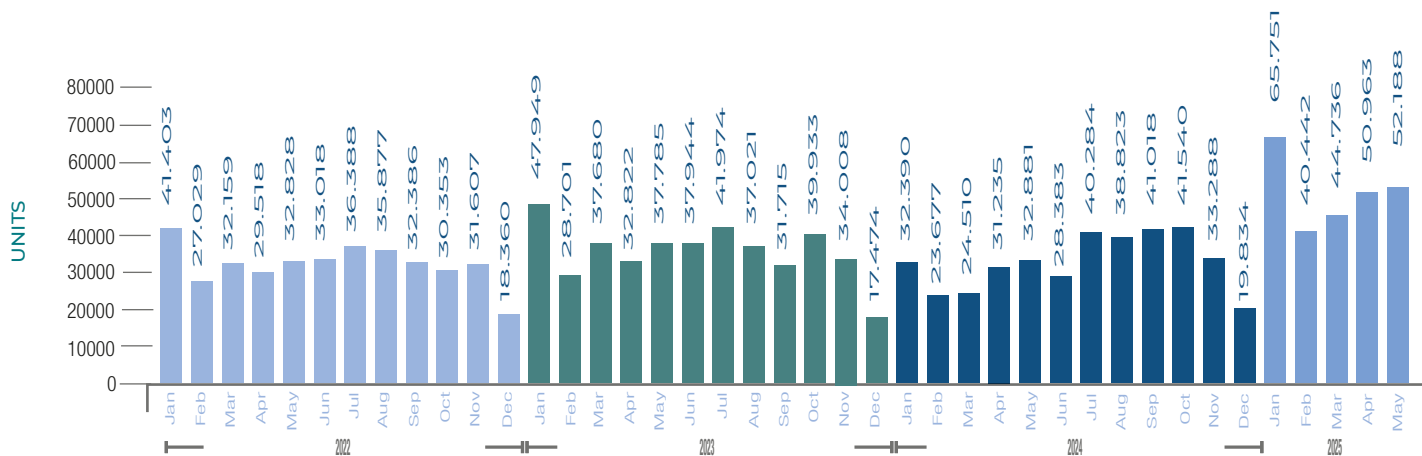
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

Light: Passenger cars and light commercial vehicles
Heavy: Heavy commercial vehicles

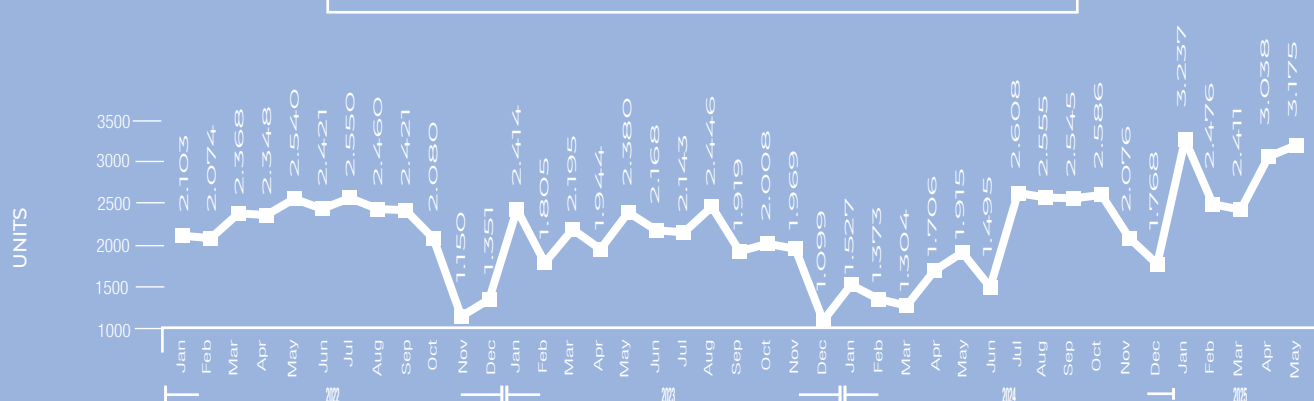
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
VOLKSWAGEN	5.226	15,0%	8.807	15,9%	21.539	14,1%	45.137	16,8%
TOYOTA	8.349	24,0%	9.339	16,9%	31.328	20,5%	44.030	16,4%
FIAT	3.526	10,1%	7.282	13,2%	19.356	12,7%	34.595	12,9%
RENAULT	2.773	8,0%	5.228	9,4%	13.348	8,8%	25.362	9,4%
PEUGEOT	2.830	8,1%	4.193	7,6%	14.082	9,2%	23.995	8,9%
FORD	2.674	7,7%	4.387	7,9%	12.680	8,3%	20.161	7,5%
CHEVROLET	2.655	7,6%	4.069	7,3%	9.448	6,2%	17.961	6,7%
CITROEN	1.250	3,6%	2.087	3,8%	5.492	3,6%	11.449	4,3%
JEEP	834	2,4%	2.053	3,7%	5.245	3,4%	9.535	3,6%
MERCEDES BENZ	918	2,6%	1.261	2,3%	4.073	2,7%	6.366	2,4%
OTHERS	3.761	10,8%	6.657	12,0%	15.927	10,4%	29.826	11,1%
TOTAL	34.796	100%	55.363	100%	152.518	100%	268.417	100%
LIGHT	32.881	94,5%	52.188	94,3%	144.693	94,9%	254.080	94,7%
HEAVY	1.915	5,5%	3.175	5,7%	7.825	5,1%	14.337	5,3%
TOTAL	34.796	100%	55.363	100%	152.518	100%	268.417	100%

Monthly light vehicle sales** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: ACARA - FMI

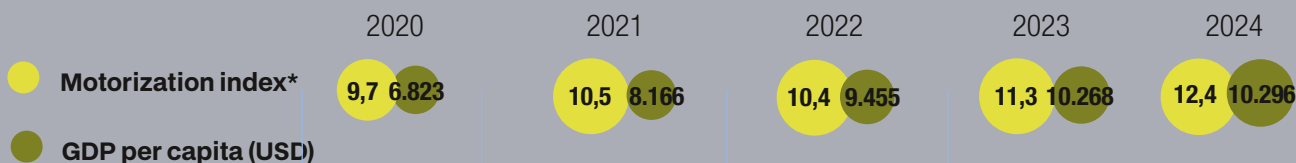


Asociación de Concesionarios de Automotores de la República Argentina (Acara)



BRAZIL

Regional Automotive Market

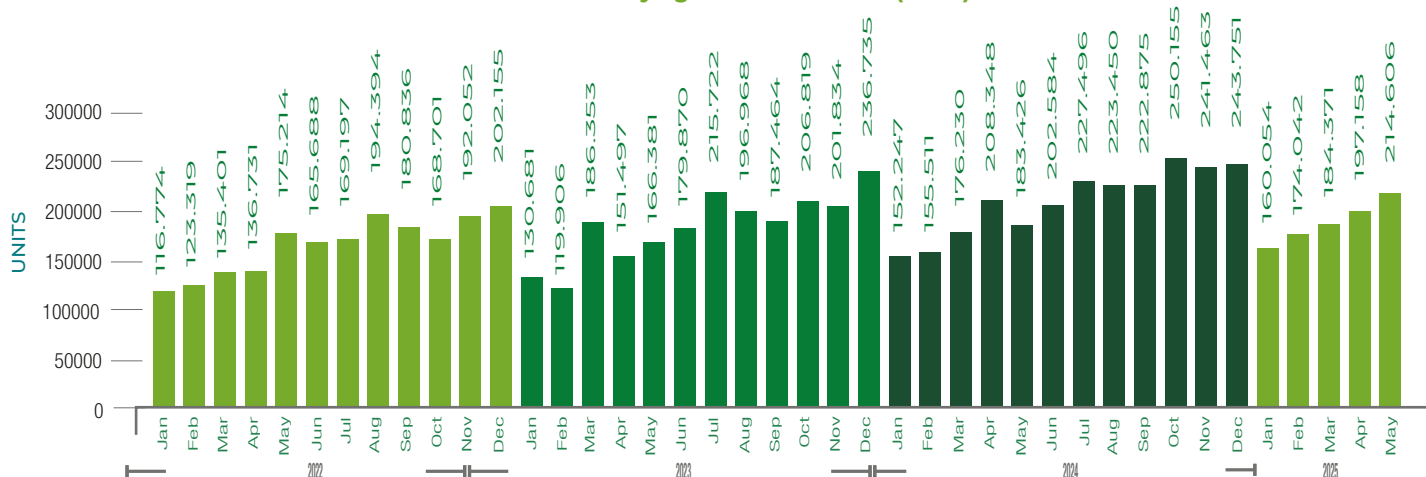


*Motorization index: vehicle sales per thousand people

Light: Passenger cars and light commercial vehicles
Heavy: Trucks and omnibuses

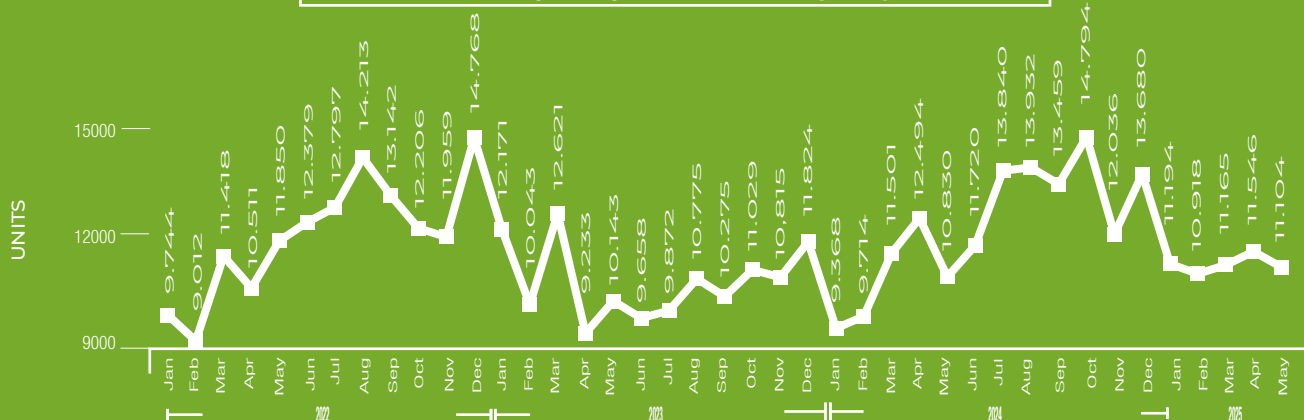
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	38.689	19,9%	46.052	20,4%	182.293	19,6%	199.406	20,2%
VOLKSWAGEN	27.536	14,2%	37.203	16,5%	137.811	14,8%	148.337	15,0%
GENERAL MOTORS	25.811	13,3%	21.610	9,6%	112.606	12,1%	97.973	9,9%
TOYOTA	14.996	7,7%	15.621	6,9%	74.313	8,0%	74.117	7,5%
HYUNDAI	15.621	8,0%	19.026	8,4%	68.492	7,4%	70.123	7,1%
RENAULT	7.295	3,8%	10.878	4,8%	45.865	4,9%	50.295	5,1%
JEEP	8.644	4,4%	10.536	4,7%	43.719	4,7%	46.411	4,7%
HONDA	6.448	3,3%	9.260	4,1%	30.627	3,3%	41.503	4,2%
NISSAN	8.163	4,2%	5.072	2,2%	34.800	3,7%	29.821	3,0%
CHERY	4.918	2,5%	6.152	2,7%	23.004	2,5%	23.515	2,4%
OTHERS	36.135	18,6%	44.300	19,6%	176.139	18,9%	204.657	20,8%
TOTAL	194.256	100%	225.710	100%	929.669	100%	986.158	100%
LIGHT	183.426	94,4%	214.606	95,1%	875.762	94,2%	930.231	94,3%
HEAVY	10.830	5,6%	11.104	4,9%	53.907	5,8%	55.927	5,7%
TOTAL	194.256	100%	225.710	100%	929.669	100%	986.158	100%

Monthly light vehicle sales** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



Source: ANFAVEA - IMF

*** Heavy vehicles: trucks and buses



2020

2021

2022

2023

2024

Motorization index*

14,0 12.993

22,1 16.092

22,5 15.166

16,5 16.815

15,9 16.365

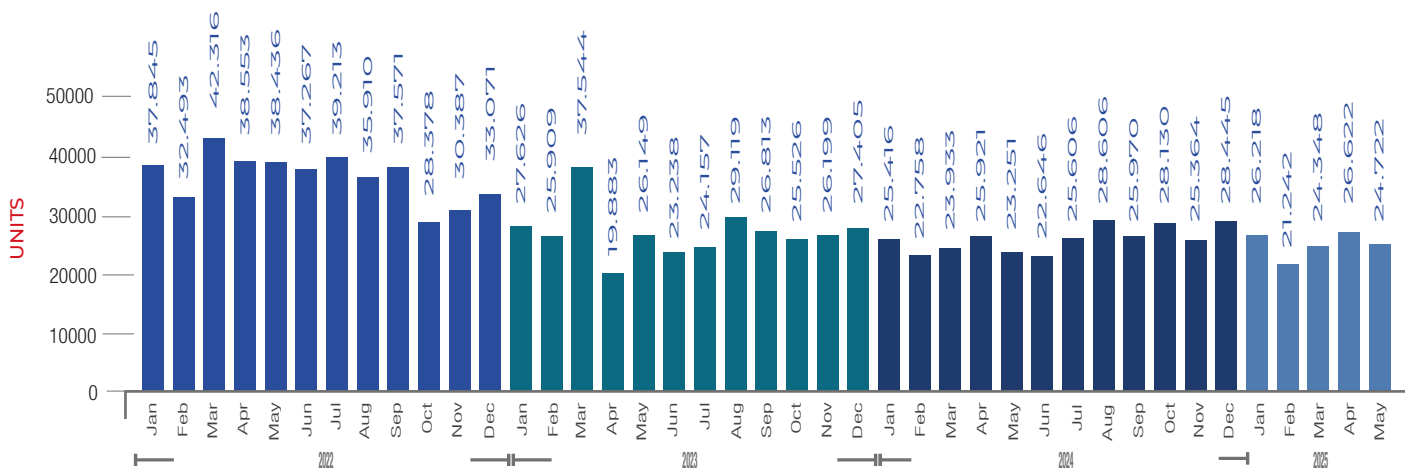
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

Light: Passenger cars, pick up, commercial cars and SUV
Heavy: Trucks and buses

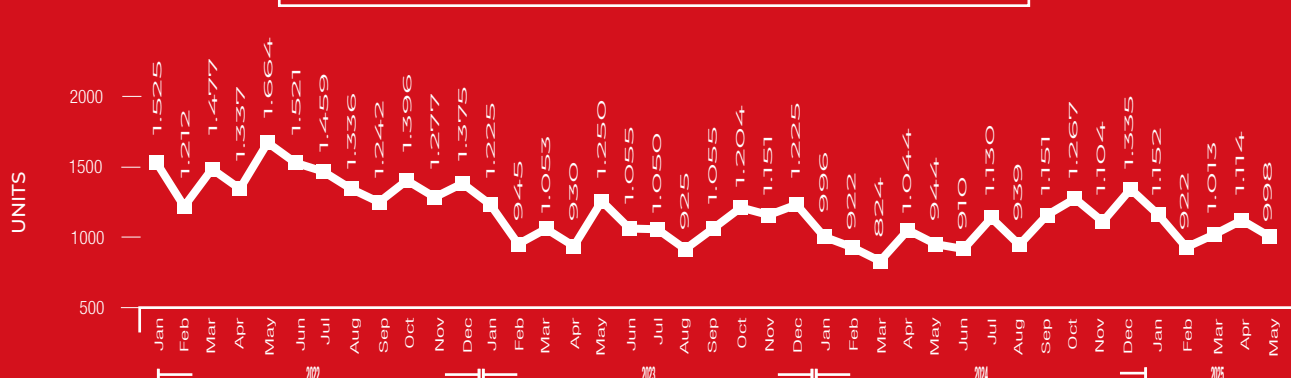
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.611	6,7%	1.850	7,2%	9.603	7,6%	9.736	7,6%
SUZUKI	1.736	7,2%	1.841	7,2%	8.187	6,5%	9.550	7,4%
HYUNDAI	1.315	5,4%	1.502	5,8%	7.834	6,2%	8.099	6,3%
CHEVROLET	1.813	7,5%	1.719	6,7%	8.791	7,0%	7.947	6,2%
KIA	1.413	5,8%	1.408	5,5%	7.153	5,7%	7.735	6,0%
PEUGEOT	1.281	5,3%	1.415	5,5%	6.922	5,5%	6.683	5,2%
FORD	992	4,1%	1.299	5,1%	5.454	4,3%	6.362	5,0%
GREAT WALL	637	2,6%	1.141	4,4%	2.899	2,3%	5.268	4,1%
MITSUBISHI	820	3,4%	818	3,2%	5.184	4,1%	5.255	4,1%
CHANGAN	745	3,1%	817	3,2%	3.810	3,0%	4.513	3,5%
OTHERS	11.832	48,9%	11.910	46,3%	60.172	47,8%	57.203	44,6%
TOTAL	24.195	100%	25.720	100%	126.009	100%	128.351	100%
LIGHT	23.251	96,1%	24.722	96,1%	121.279	96,2%	123.152	95,9%
HEAVY	944	3,9%	998	3,9%	4.730	3,8%	5.199	4,1%
TOTAL	24.195	100%	25.720	100%	126.009	100%	128.351	100%

Monthly light vehicle sales** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



Source: CAVEM - FMI

*** Heavy vehicles: trucks and buses

COLOMBIA

Regional Automotive Market

2020

2021

2022

2023

2024

● Motorization index*

● GDP per capita (USD)

3,7 5.391

4,9 6.239

5,1 6.658

3,6 6.963

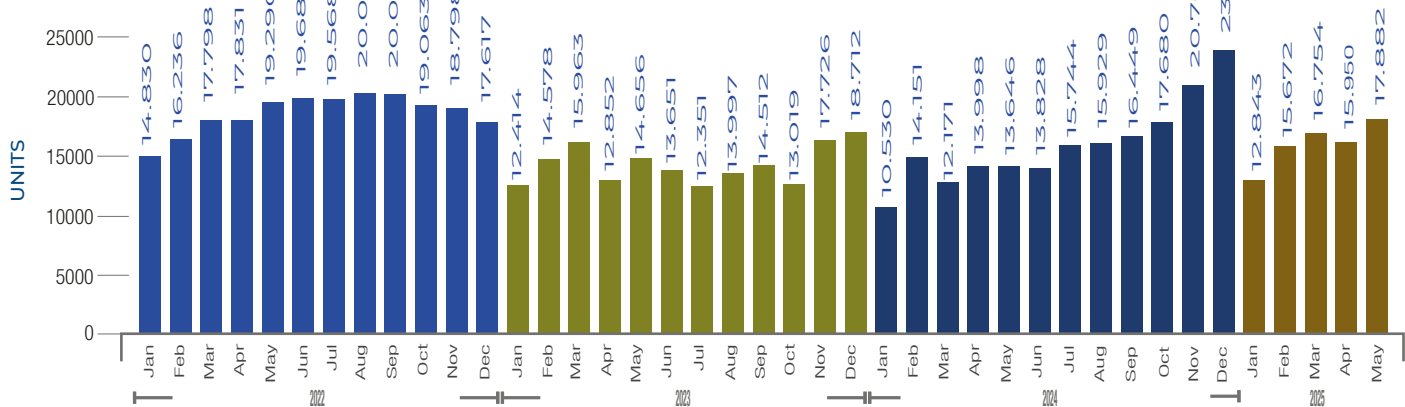
3,8 7.917

*Motorization index: vehicle sales per thousand people

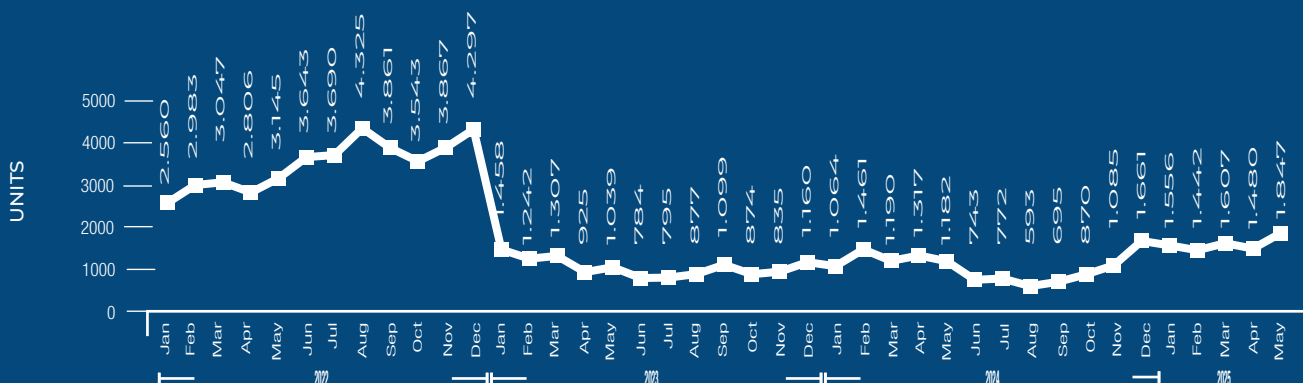
Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance
Heavy: Trucks <10,5 t, trucks >10,5 t, tractor trucks, dump trucks and buses

Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
RENAULT	1.827	12,3%	2.259	11,5%	8.732	12,3%	11.564	13,3%
KIA	1.944	13,1%	2.454	12,4%	7.695	10,9%	11.411	13,1%
TOYOTA	1.979	13,3%	2.548	12,9%	10.981	15,5%	9.423	10,8%
MAZDA	1.309	8,8%	1.915	9,7%	6.250	8,8%	8.303	9,5%
CHEVROLET	1.544	10,4%	1.517	7,7%	7.990	11,3%	7.131	8,2%
NISSAN	883	6,0%	975	4,9%	4.358	6,2%	4.844	5,6%
SUZUKI	940	6,3%	982	5,0%	3.921	5,5%	4.327	5,0%
HYUNDAI	379	2,6%	909	4,6%	1.785	2,5%	4.042	4,6%
VOLKSWAGEN	623	4,2%	798	4,0%	2.630	3,7%	3.482	4,0%
BYD	114	0,8%	849	4,3%	631	0,9%	3.395	3,9%
OTHERS	3.286	22,2%	4.523	22,9%	15.737	22,3%	19.111	22,0%
TOTAL	14.828	100%	19.729	100%	70.710	100%	87.033	100%
LIGHT	13.646	92,0%	17.882	90,6%	64.496	91,2%	79.101	90,9%
HEAVY	1.182	8,0%	1.847	9,4%	6.214	8,8%	7.932	9,1%
TOTAL	14.828	100%	19.729	100%	70.710	100%	87.033	100%

Monthly light vehicle sales** (units)



Monthly heavy vehicle sales*** (units)



Source: : ANDEMOS - FMI



Asociación Nacional de Movilidad Sostenible (Andemos)

**Light vehicles: automobiles, pickups, SUV, VAN & ambulance

*** Heavy vehicles: trucks and buses



COSTA RICA

Regional Automotive Market

2020

2021

2022

2023

2024

● Motorization index*

4,7 12.164

6,2 12.539

7,7 13.239

10,9 16.390

14,4 17.860

● GDP per capita (USD)

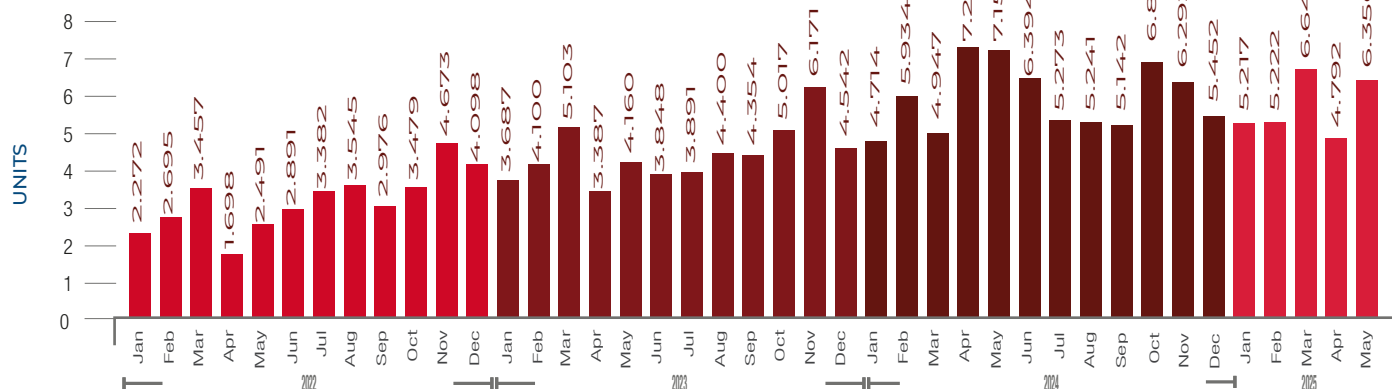
*Motorization index: vehicle sales per thousand people

The motorization index was calculated based on the number of vehicles imported in 2022.

Imports data

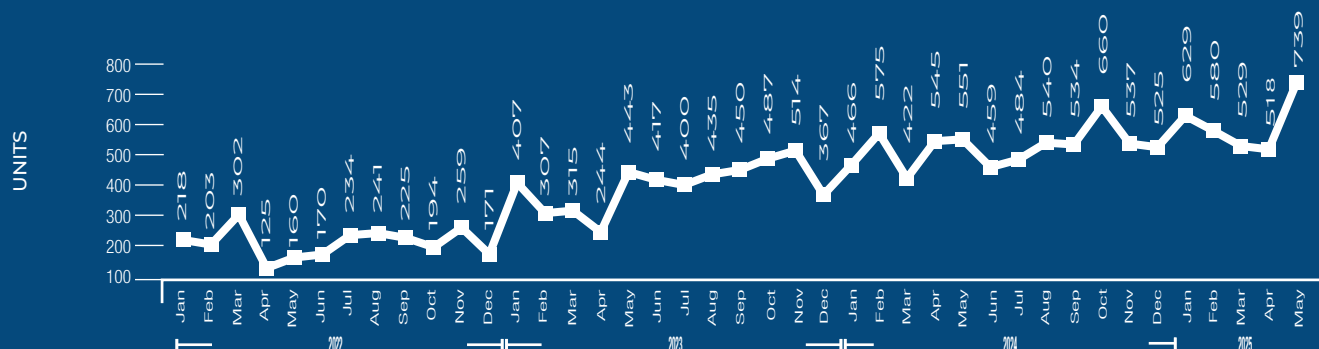
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.614	20,9%	1.490	21,0%	6.981	21,4%	6.277	20,1%
NISSAN	646	8,4%	623	8,8%	2.874	8,8%	2.938	9,4%
SUZUKI	748	9,7%	459	6,5%	2.840	8,7%	2.228	7,1%
GEELY	356	4,6%	551	7,8%	1.745	5,4%	1.875	6,0%
HYUNDAI	410	5,3%	249	3,5%	1.904	5,8%	1.679	5,4%
MITSUBISHI	391	5,1%	280	3,9%	1.187	3,6%	1.572	5,0%
BYD	263	3,4%	62	0,9%	979	3,0%	1.230	3,9%
KIA	208	2,7%	227	3,2%	730	2,2%	1.031	3,3%
CHEVROLET	241	3,1%	210	3,0%	1.316	4,0%	1.011	3,2%
CHERY	342	4,4%	180	2,5%	1.688	5,2%	904	2,9%
OTHERS	2.486	32,3%	2.764	39,0%	10.305	31,7%	10.467	33,5%
TOTAL	7.705	100%	7.095	100%	32.549	100%	31.212	100%
LIGHT	7.154	92,8%	6.356	89,6%	29.990	92,1%	28.215	90,4%
HEAVY	551	7,2%	739	10,4%	2.559	7,9%	2.997	9,6%
TOTAL	7.705	100%	7.095	100%	32.549	100%	31.212	100%

Monthly light vehicle imports** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle imports*** (units)



*** Heavy vehicles: trucks and buses

Source: AIVEMA - FMI



ECUADOR

Regional Automotive Market

2020

2021

2022

2023

2024

Motorization index*

4,9 5.643

6,5 5.979

7,5 6.389

7,3 6.663

6,0 6.758

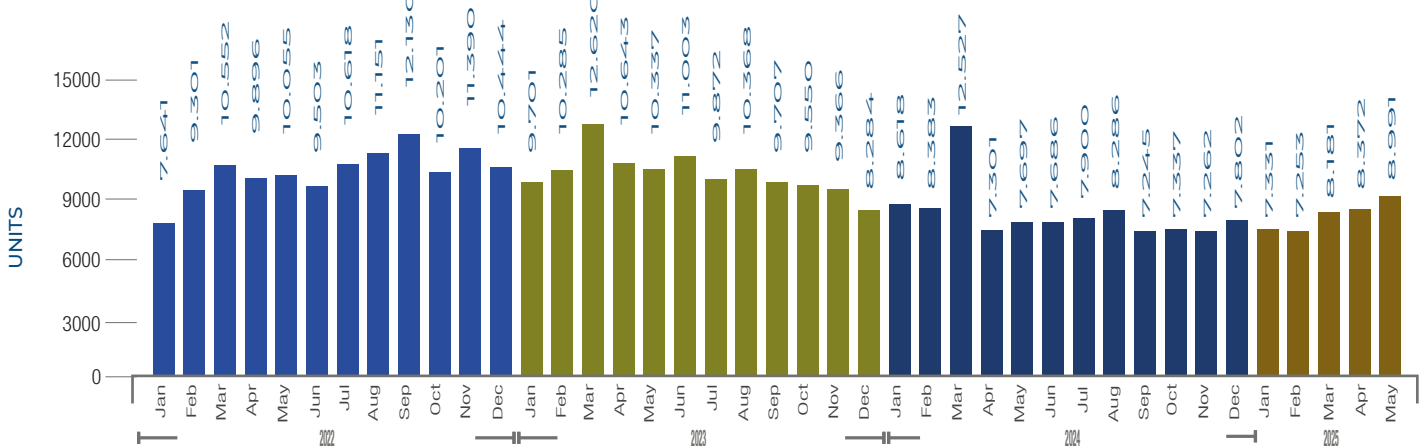
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

Light: Passenger cars, SUV, pickup up and vans
Heavy: Trucks and buses

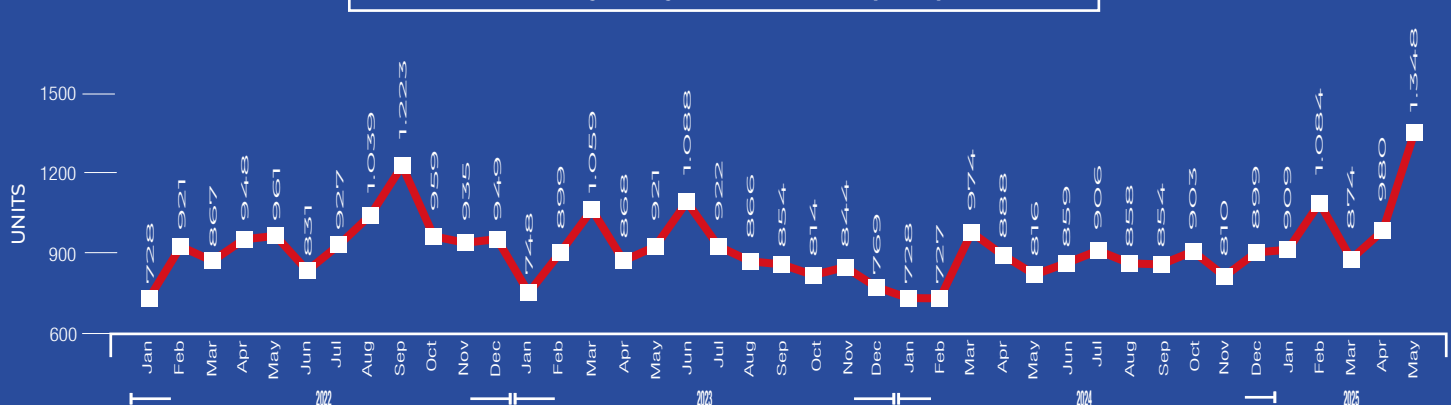
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.547	18,2%	1.592	15,4%	7.539	15,5%	7.407	16,3%
CHEVROLET	1.550	18,2%	1.659	16,0%	9.036	18,6%	6.893	15,2%
HYUNDAI	376	4,4%	597	5,8%	2.484	5,1%	2.779	6,1%
GWM	195	2,3%	501	4,8%	1.319	2,7%	2.334	5,1%
TOYOTA	508	6,0%	409	4,0%	3.073	6,3%	2.222	4,9%
CHERY	423	5,0%	462	4,5%	2.290	4,7%	2.087	4,6%
SUZUKI	306	3,6%	401	3,9%	1.930	4,0%	1.804	4,0%
RENAULT	253	3,0%	363	3,5%	1.618	3,3%	1.695	3,7%
JAC	245	2,9%	305	2,9%	1.330	2,7%	1.266	2,8%
SINOTRUK	198	2,3%	383	3,7%	799	1,6%	1.175	2,6%
OTHERS	2.912	34,2%	3.667	35,5%	17.241	35,4%	15.661	34,6%
TOTAL	8.513	100%	10.339	100%	48.659	100%	45.323	100%
LIGHT	7.697	90,4%	8.991	87,0%	44.526	91,5%	40.128	88,5%
HEAVY	816	9,6%	1.348	13,0%	4.133	8,5%	5.195	11,5%
TOTAL	8.513	100%	10.339	100%	48.659	100%	45.323	100%

Monthly light vehicle sales** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



GUATEMALA

Regional Automotive Market

2022

2023

2024

● Motorization index*

2,6 5.509

3,1 5.933

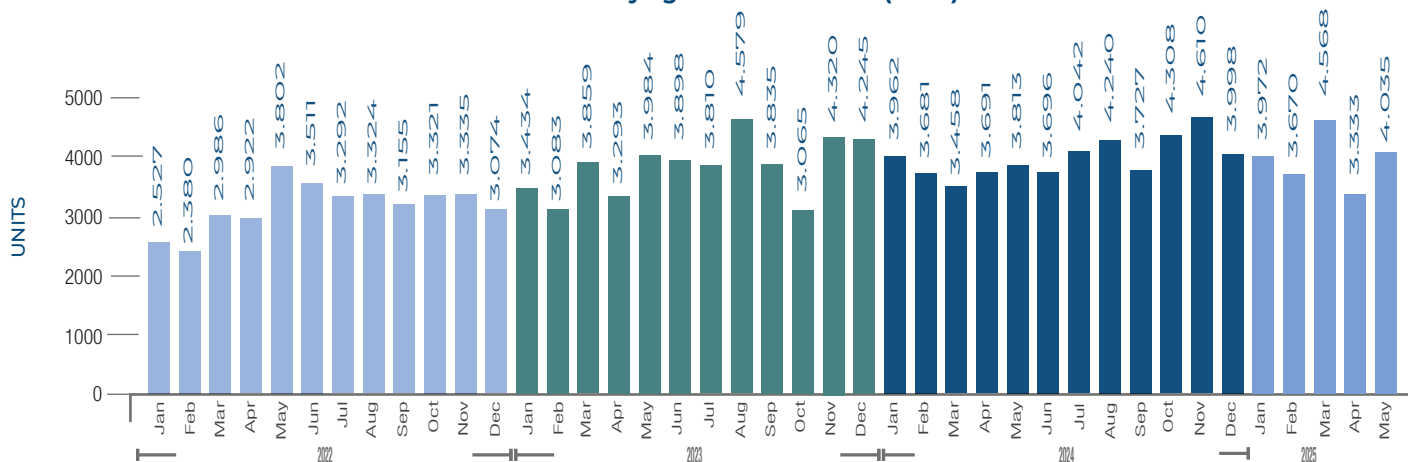
3,3 6.037

● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

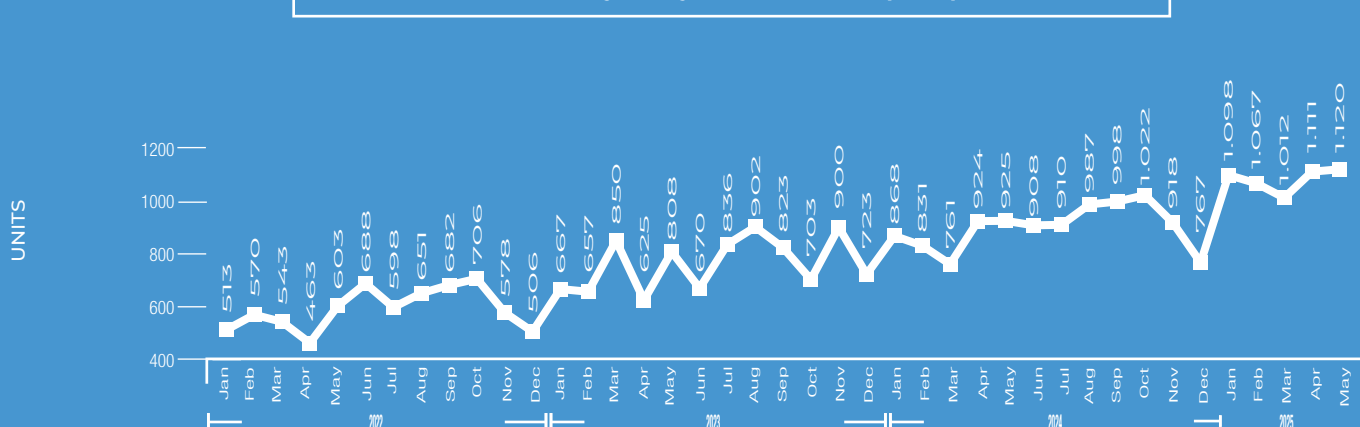
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.277	27,0%	1.325	25,7%	6.678	29,1%	6.502	26,0%
ISUZU	344	7,3%	428	8,3%	1.690	7,4%	2.052	8,2%
KIA	380	8,0%	351	6,8%	1.625	7,1%	1.616	6,5%
MITSUBISHI	379	8,0%	339	6,6%	1.639	7,2%	1.585	6,3%
JAC	256	5,4%	250	4,8%	1.198	5,2%	1.404	5,6%
CHANGAN	249	5,3%	308	6,0%	1.154	5,0%	1.246	5,0%
HINO	202	4,3%	220	4,3%	951	4,2%	1.189	4,8%
VOLKSWAGEN	144	3,0%	207	4,0%	843	3,7%	1.054	4,2%
SUZUKI	197	4,2%	237	4,6%	896	3,9%	1.042	4,2%
NISSAN	142	3,0%	199	3,9%	758	3,3%	887	3,5%
OTHERS	1.168	24,7%	1.291	25,0%	5.482	23,9%	6.409	25,7%
TOTAL	4.738	100%	5.155	100%	22.914	100%	24.986	100%
LIGHT	3.813	80,5%	4.035	78,3%	18.605	81,2%	19.578	78,4%
HEAVY	925	19,5%	1.120	21,7%	4.309	18,8%	5.408	21,6%
TOTAL	4.738	100%	5.155	100%	22.914	100%	24.986	100%

Monthly light vehicle sales** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



MEXICO

Regional Automotive Market

2020

2021

2022

2023

2024

Motorization index*

7,6 8.404

8,1 10.177

8,7 11.266

10,8 13.641

11,8 13.971

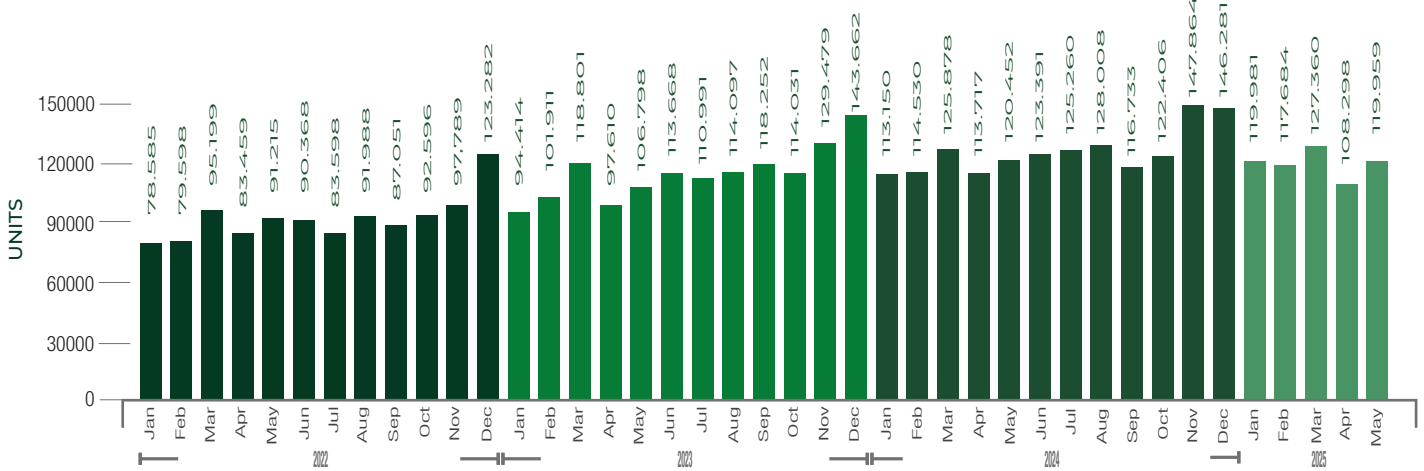
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

Light: Passenger cars, SUV, minivans and pick up
Heavy: Cargo and passenger vehicles

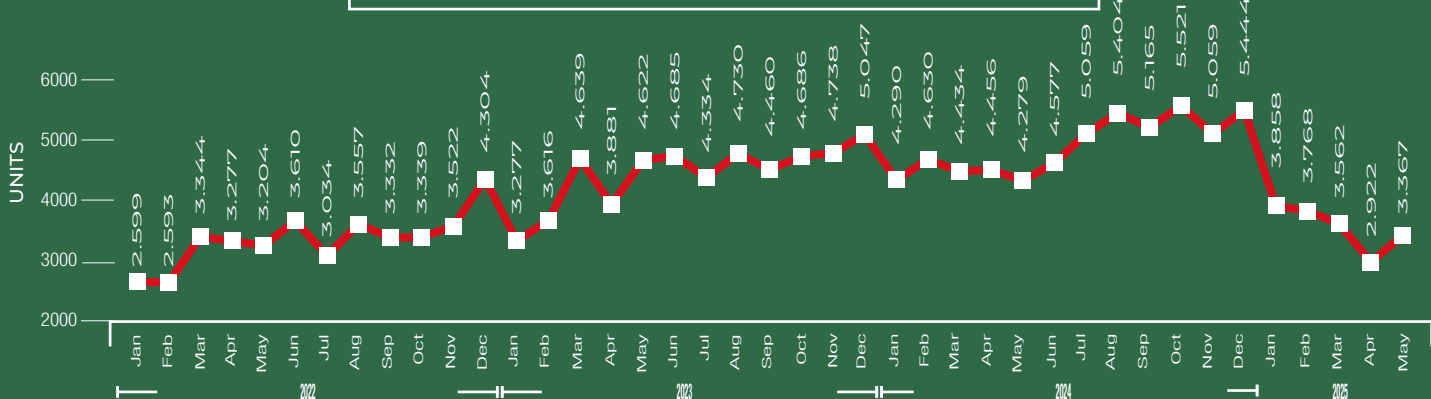
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	20.825	16,7%	22.573	18,3%	100.733	16,5%	107.130	17,5%
GENERAL MOTORS	16.562	13,3%	15.604	12,7%	83.020	13,6%	79.865	13,1%
VOLKSWAGEN	10.827	8,7%	10.354	8,4%	54.112	8,9%	54.986	9,0%
TOYOTA	9.916	7,9%	10.974	8,9%	47.643	7,8%	50.098	8,2%
KIA	8.802	7,1%	8.853	7,2%	42.062	6,9%	43.532	7,1%
MAZDA	7.972	6,4%	8.671	7,0%	35.327	5,8%	42.783	7,0%
FCA	5.931	4,8%	5.586	4,5%	31.709	5,2%	27.144	4,4%
FORD MOTOR	4.582	3,7%	4.596	3,7%	20.957	3,4%	20.991	3,4%
HYUNDAI	4.243	3,4%	4.652	3,8%	20.426	3,3%	20.922	3,4%
MG MOTOR	3.853	3,1%	4.005	3,2%	20.402	3,3%	19.565	3,2%
OTHERS	31.218	25,0%	27.458	22,3%	153.425	25,2%	143.743	23,5%
TOTAL	124.731	100%	123.326	100%	609.816	100%	610.759	100%
LIGHT	120.452	96,6%	119.959	97,3%	587.727	96,4%	593.282	97,1%
HEAVY	4.279	3,4%	3.367	2,7%	22.089	3,6%	17.477	2,9%
TOTAL	124.731	100%	123.326	100%	609.816	100%	610.759	100%

Monthly light vehicle sales** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

2022

2023

2024

Motorization index*

9,6 17.409

11,0 18.726

12,1 19.445

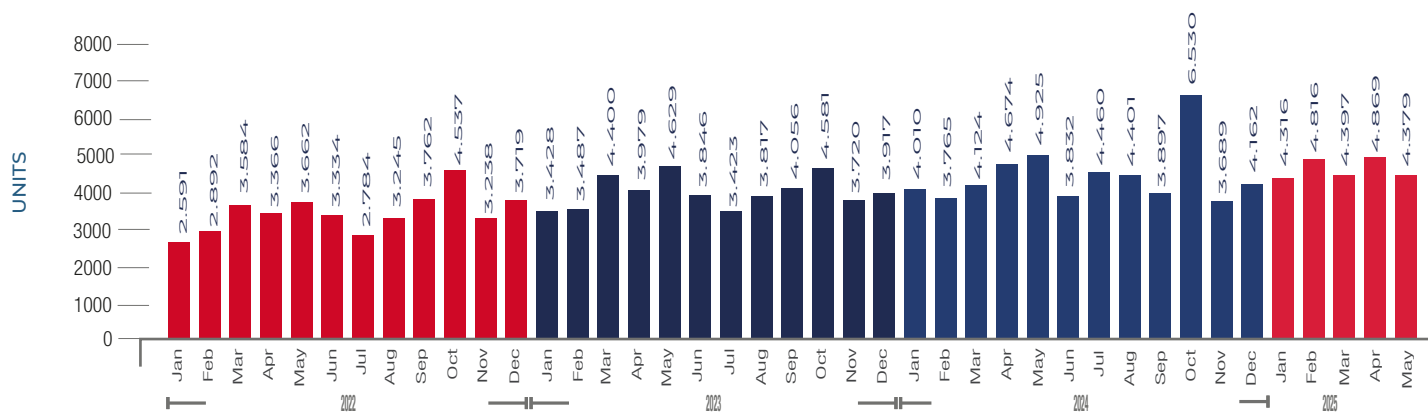
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

Livianos: automóviles, camionetas, furgones, minibuses y SUV
Pesados: camiones y omnibuses

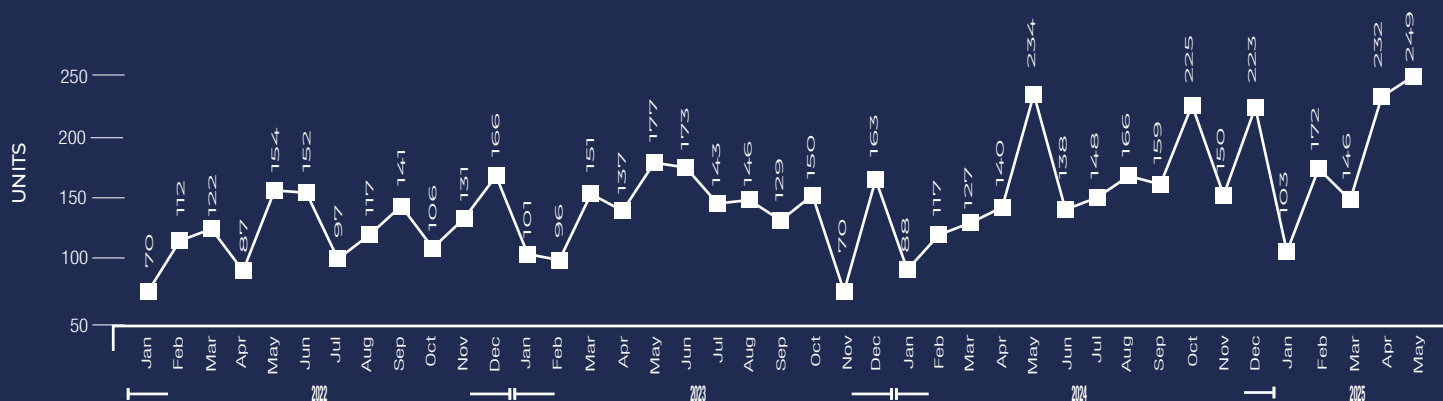
	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.136	22,0%	938	20,3%	4.956	22,3%	5.032	21,3%
KIA	667	12,9%	434	9,4%	3.077	13,9%	2.999	12,7%
HYUNDAI	551	10,7%	599	12,9%	2.829	12,7%	2.916	12,3%
GEELY	190	3,7%	239	5,2%	952	4,3%	1.208	5,1%
SUZUKI	238	4,6%	215	4,6%	1.101	5,0%	1.179	5,0%
NISSAN	217	4,2%	162	3,5%	1.013	4,6%	855	3,6%
MITSUBISHI	288	5,6%	187	4,0%	860	3,9%	820	3,5%
DONGFENG	150	2,9%	177	3,8%	687	3,1%	815	3,4%
JETOUR	115	2,2%	170	3,7%	456	2,1%	789	3,3%
CHANGAN	191	3,7%	109	2,4%	754	3,4%	655	2,8%
OTHERS	1.416	27,4%	1.398	30,2%	5.519	24,9%	6.411	27,1%
TOTAL	5.159	100%	4.628	100%	22.204	100%	23.679	100%
LIGHT	4.925	95,5%	4.379	94,6%	21.498	96,8%	22.777	96,2%
HEAVY	234	4,5%	249	5,4%	706	3,2%	902	3,8%
TOTAL	5.159	100%	4.628	100%	22.204	100%	23.679	100%

Monthly light vehicle sales** (units)



*** Light vehicles: automobiles, pickups, SUV, VAN

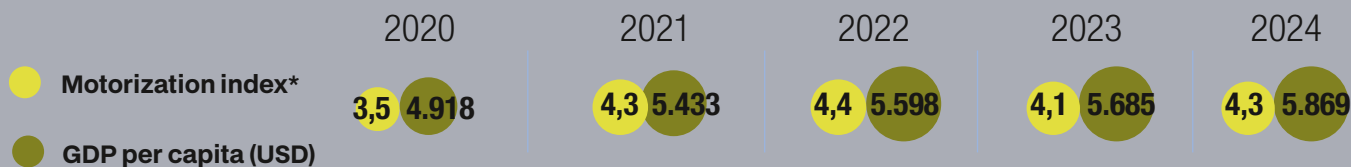
Monthly heavy vehicle sales*** (units)



**** Heavy vehicles: trucks and buses

PARAGUAY

Regional Automotive Market

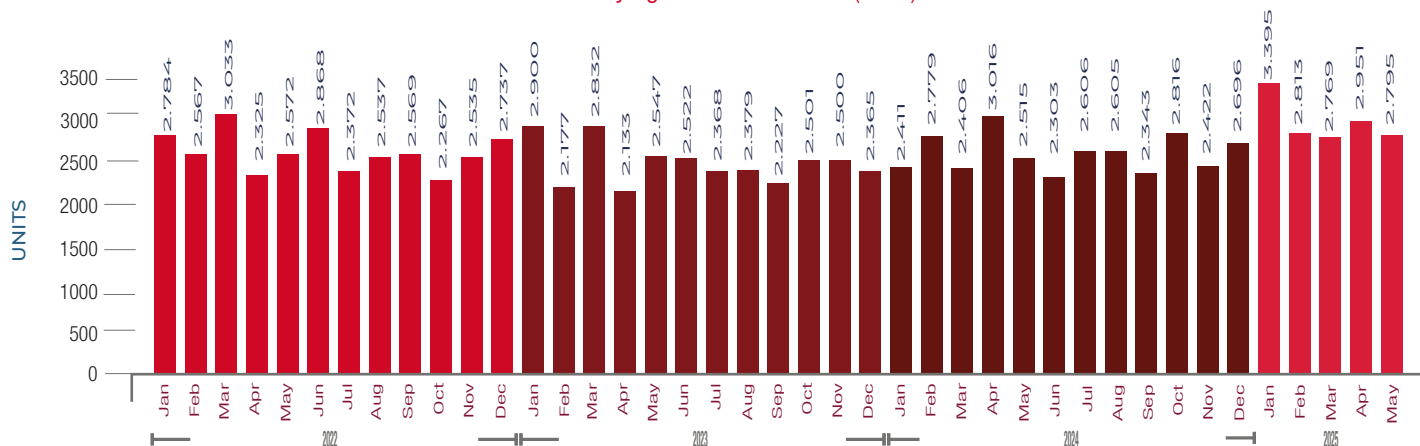


*Motorization index: vehicle sales per thousand people

Light: Passenger cars, pick up, vans, minibus and SUV
Heavy: Trucks and omnibus

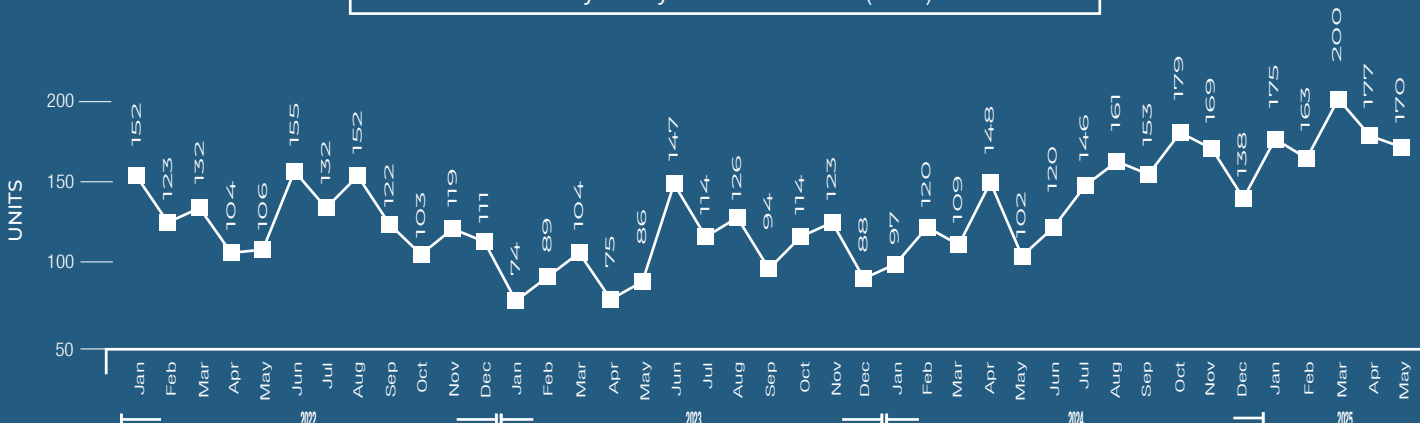
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	450	17,2%	474	16,0%	2.235	16,3%	2.484	15,9%
TOYOTA	400	15,3%	343	11,6%	2.001	14,6%	2.179	14,0%
HYUNDAI	341	13,0%	357	12,0%	1.535	11,2%	1.778	11,4%
CHEVROLET	300	11,5%	356	12,0%	1.708	12,5%	1.600	10,3%
FIAT	52	2,0%	193	6,5%	509	3,7%	895	5,7%
VOLKSWAGEN	145	5,5%	144	4,9%	739	5,4%	881	5,6%
NISSAN	163	6,2%	138	4,7%	855	6,2%	791	5,1%
SUZUKI	7	0,3%	102	3,4%	28	0,2%	528	3,4%
GEELY	94	3,6%	91	3,1%	408	3,0%	491	3,1%
FORD	73	2,8%	72	2,4%	285	2,1%	279	1,8%
OTHERS	592	22,6%	695	23,4%	3.400	24,8%	3.702	23,7%
TOTAL	2.617	100%	2.965	100%	13.703	100%	15.608	100%
LIGHT	2.515	96,1%	2.795	94,3%	13.127	95,8%	14.723	94,3%
HEAVY	102	3,9%	170	5,7%	576	4,2%	885	5,7%
TOTAL	2.617	100%	2.965	100%	13.703	100%	15.608	100%

Monthly light vehicle sales** (units)



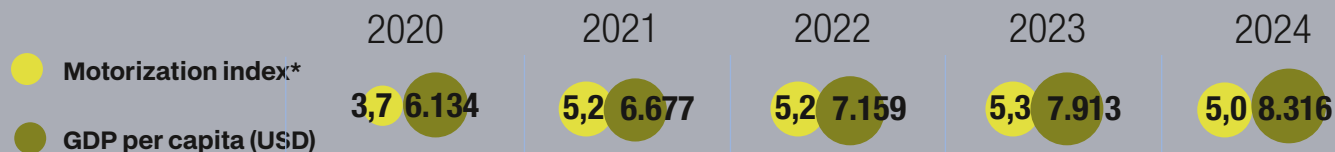
**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: CADAM - FMI

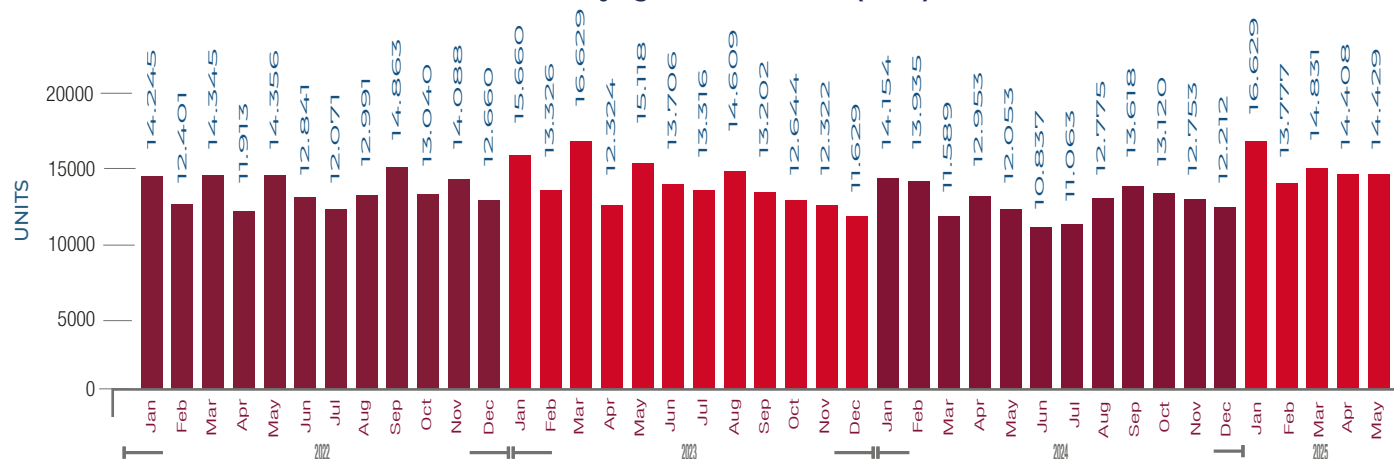


*Motorization index: vehicle sales per thousand people

Light: Passenger cars, pick up, vans, station wagon and off road SUV o
Heavy: Trucks, minibus, omnibus and tractor trucks

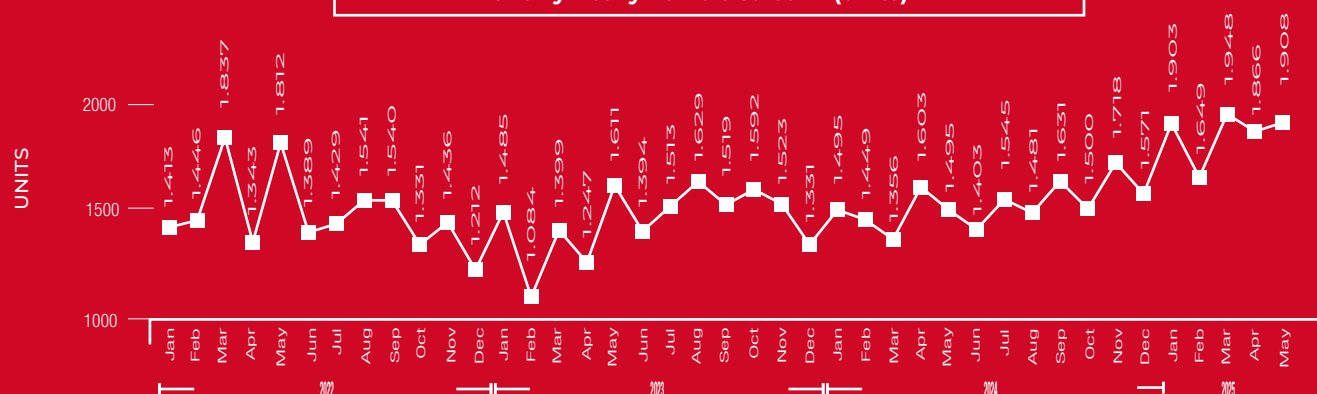
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.588	19,1%	2.965	18,1%	13.437	18,6%	15.184	18,2%
KIA	1.070	7,9%	1.333	8,2%	5.748	8,0%	6.809	8,2%
HYUNDAI	1.267	9,4%	1.444	8,8%	6.551	9,1%	6.806	8,2%
CHANGAN	638	4,7%	941	5,8%	3.526	4,9%	4.342	5,2%
CHEVROLET	714	5,3%	597	3,7%	4.144	5,7%	3.973	4,8%
DFSK	519	3,8%	692	4,2%	2.893	4,0%	3.055	3,7%
FORD	302	2,2%	551	3,4%	1.788	2,5%	2.864	3,4%
JAC	445	3,3%	606	3,7%	2.414	3,3%	3.118	3,7%
JETOUR	237	1,7%	584	3,6%	1.462	2,0%	2.434	2,9%
GEELY	300	2,2%	469	2,9%	1.328	1,8%	2.035	2,4%
OTHERS	5.468	40,4%	6.155	37,7%	28.791	39,9%	32.728	39,3%
TOTAL	13.548	100%	16.337	100%	72.082	100%	83.348	100%
LIGHT	12.053	89,0%	14.429	88,3%	64.684	89,7%	74.074	88,9%
HEAVY	1.495	11,0%	1.908	11,7%	7.398	10,3%	9.274	11,1%
TOTAL	13.548	100%	16.337	100%	72.082	100%	83.348	100%

Monthly light vehicle sales** (units)



** Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



2020

2021

2022

2023

2024

● Motorization index*

10,3

16.023

14,8

17.334

15,8

20.022

17,3

21.657

18,6

23.053

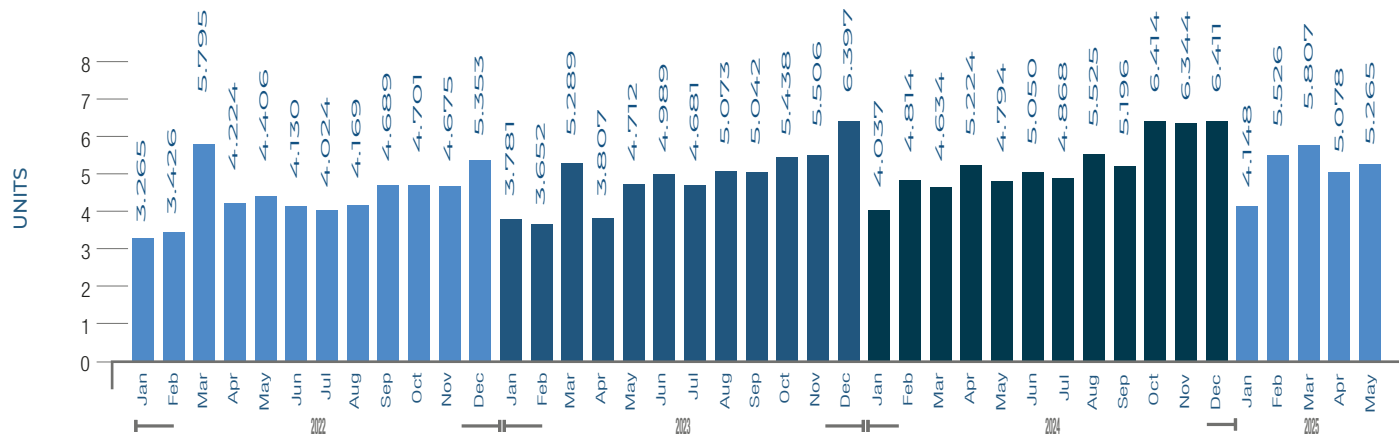
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

Light: Passenger cars, SUV, minibus and light utility cars
Heavy: Trucks and Omnibus

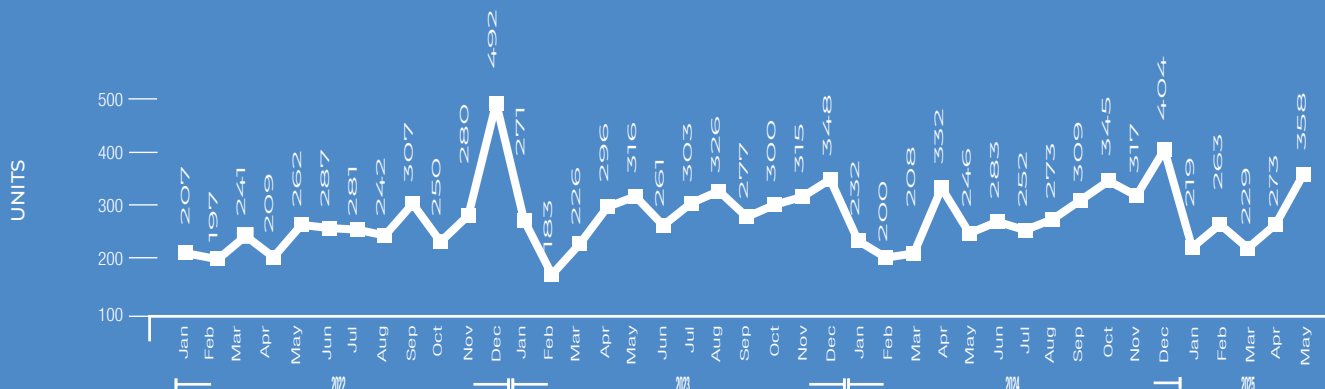
Brand	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	645	12,8%	600	10,7%	3.228	13,1%	4.065	15,0%
CHEVROLET	802	15,9%	434	7,7%	3.964	16,0%	2.601	9,6%
VOLKSWAGEN	409	8,1%	505	9,0%	1.950	7,9%	2.408	8,9%
BYD	195	3,9%	526	9,4%	974	3,9%	2.330	8,6%
RENAULT	420	8,3%	537	9,6%	1.867	7,6%	2.308	8,5%
HYUNDAI	413	8,2%	459	8,2%	1.906	7,7%	2.023	7,4%
SUZUKI	108	2,1%	188	3,3%	1.462	5,9%	1.491	5,5%
CITROËN	305	6,1%	243	4,3%	1.269	5,1%	937	3,4%
NISSAN	218	4,3%	120	2,1%	1.136	4,6%	836	3,1%
CHERY	77	1,5%	170	3,0%	412	1,7%	746	2,7%
OTHERS	1.448	28,7%	1.841	32,7%	6.553	26,5%	7.421	27,3%
TOTAL	5.040	100%	5.623	100%	24.721	100%	27.166	100%
LIGHT	4.794	95,1%	5.265	93,6%	23.503	95,1%	25.824	95,1%
HEAVY	246	4,9%	358	6,4%	1.218	4,9%	1.342	4,9%
TOTAL	5.040	100%	5.623	100%	24.721	100%	27.166	100%

Monthly light vehicle sales** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

VENEZUELA

Regional Automotive Market

2020

2021

2022

2023

2024



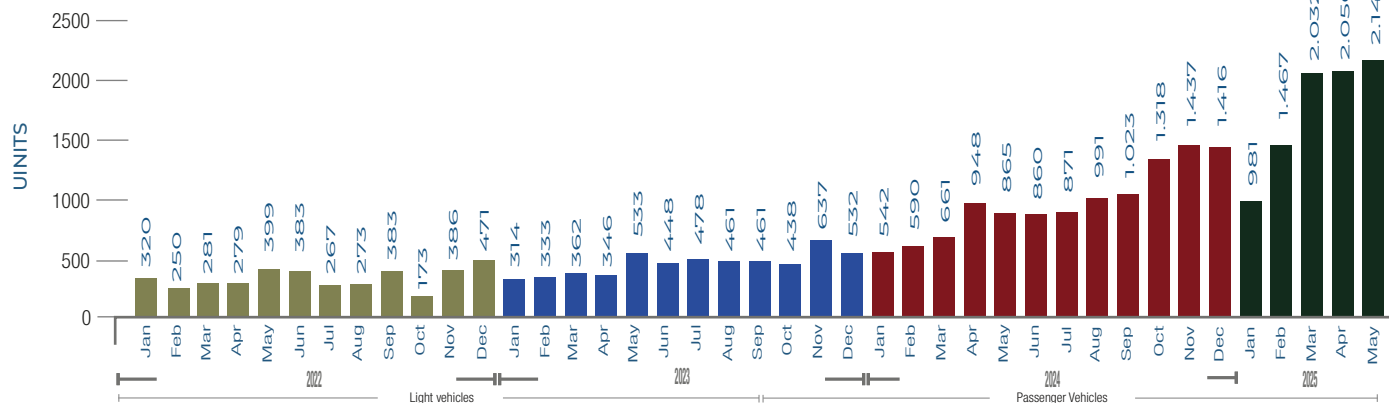
*Motorization index: vehicle sales per thousand people

Passenger: SUV and passenger cars
Commercial: Minibus, trucks, pick up, tractor trucks and vans

	Sales by brand (May 2024)		Sales by brand (May 2025)		Accumulated sales by brand (January - May 2024)		Accumulated sales by brand (January - May 2025)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	552	40,2%	1.280	44,2%	2.679	47,0%	4.825	39,5%
JAC	372	27,1%	941	32,5%	1.213	21,3%	4.402	36,0%
CHANGAN	127	9,2%	182	6,3%	498	8,7%	801	6,6%
FIAT	63	4,6%	106	3,7%	239	4,2%	512	4,2%
FORD MOTOR	86	6,3%	80	2,8%	374	6,6%	343	2,8%
FOTON	58	4,2%	78	2,7%	221	3,9%	339	2,8%
KIA	0	0,0%	75	2,6%	0	0,0%	337	2,8%
MMC AUTOMOTRIZ	53	3,9%	62	2,1%	178	3,1%	253	2,1%
FCA	33	2,4%	51	1,8%	163	2,9%	230	1,9%
JMC	0	0,0%	18	0,6%	0	0,0%	69	0,6%
OTHERS	29	2,1%	24	0,8%	133	2,3%	114	0,9%
TOTAL	1.373	100%	2.897	100%	5.698	100%	12.225	100%
PASSENGER	865	63,0%	2.144	74,0%	3.606	63,3%	8.674	71,0%
COMMERCIAL	508	37,0%	753	26,0%	2.092	36,7%	3.551	29,0%
TOTAL	1.373	100%	2.897	100%	5.698	100%	12.225	100%

Note: In 2023 a methodological change was made to the information presented by Cavenéz. The information is divided into passenger and commercial segments.

Monthly passenger vehicle sales** (units)



**Light vehicles: automobiles, pickups, SUV, VAN

Monthly commercial vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



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