



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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

Distributed for



ALADDA
Asociación Latinoamericana de
Distribuidores de Automotores

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

Regional automotive market - Summary

In Jun 2025 in comparison with Jun 2024: increase in **5,5%** in sales.

In June:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**96.6%**) and Argentina (**68.9%**)
- Highest y-o-y decrease: Mexico (**6.9%**) and Costa Rica (**5.5%**)

Light Vehicles Sales:



- Highest y-o-y growth: Venezuela (**121.3%**), Argentina (**68.9%**) and Peru (**35.7%**)
- Highest y-o-y decrease: Costa Rica (**7.1%**), Mexico (**5.9%**) and Uruguay (**2.8%**)

Heavy Vehicles Sales:



- Highest y-o-y growth: Argentina (**70.6%**), Venezuela (**56.7%**) and Paraguay (**47.5%**)
- Highest y-o-y decrease: Mexico (**32.8%**), Uruguay (**15.5%**) and Brazil (**10.6%**)

Countries		Jun 2024	Jun 2025	Jan - Jun 2024	Jan - Jun 2025	% VAR Jun 2025 -2024	% VAR Jan - Jun 2025 -2024
	Brazil	214.304	212.932	1.143.973	1.199.089	-0,6%	4,8%
	Mexico	127.968	119.137	737.792	729.893	-6,9%	-1,1%
	Argentina	30.905	52.212	183.423	320.629	68,9%	74,8%
	Chile	23.556	25.790	149.565	154.141	9,5%	3,1%
	Colombia	14.571	18.000	85.281	105.033	23,5%	23,2%
	Peru	12.240	16.725	84.322	100.073	36,6%	18,7%
	Ecuador	8.545	10.019	57.204	55.342	17,2%	-3,3%
	Costa Rica*	6.858	6.480	39.407	37.692	-5,5%	-4,4%
	Uruguay	5.333	5.146	30.054	32.312	-3,5%	7,5%
	Guatemala	4.604	5.025	27.518	30.011	9,1%	9,1%
	Panama	3.970	4.551	26.174	28.230	14,6%	7,9%
	Paraguay	2.423	3.043	16.126	18.651	25,6%	15,7%
	Venezuela	1.393	2.738	7.091	14.931	96,6%	110,6%

*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

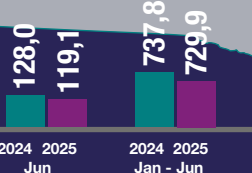
Regional Automotive Market

Total Vehicle Sales

2024 2025

(thousand units)

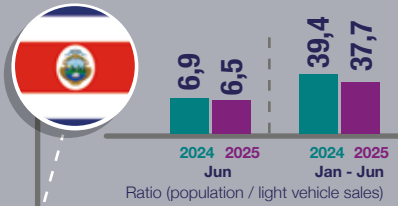
Vehicle sales



Ratio (population / light vehicle sales)



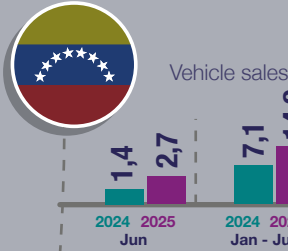
Vehicle sales



Ratio (population / light vehicle sales)



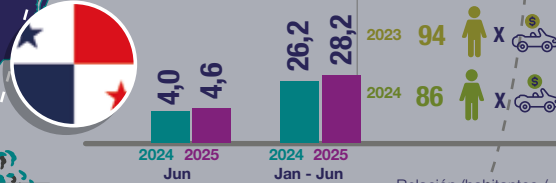
Vehicle sales



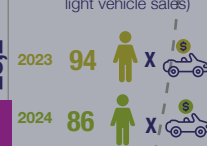
Ratio (population / light vehicle sales)



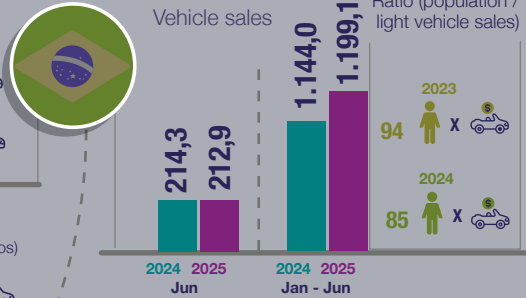
Vehicle sales



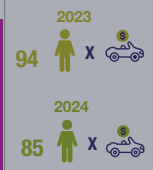
Ratio (population / light vehicle sales)



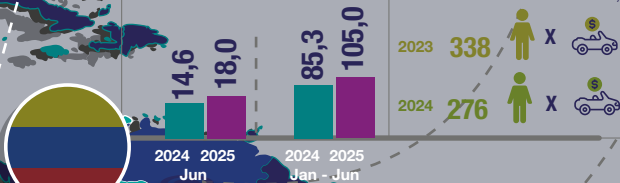
Vehicle sales



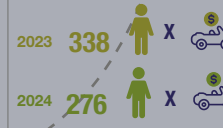
Ratio (population / light vehicle sales)



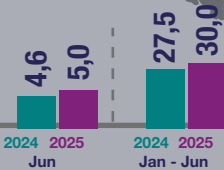
Vehicle sales



Relación (habitantes / ventas de vehículos livianos)



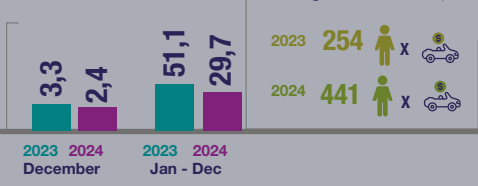
Vehicle sales



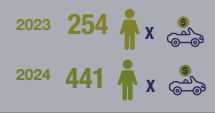
Ratio (population / light vehicle sales)



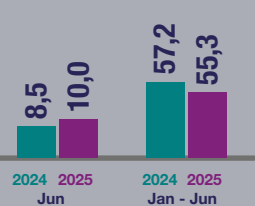
Vehicle sales



Ratio (population / light vehicle sales)



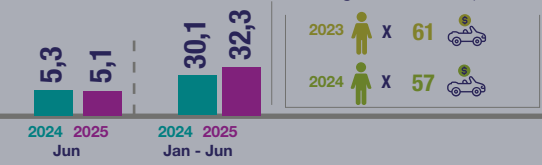
Vehicle sales



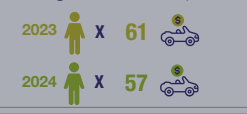
Ratio (population / light vehicle sales)



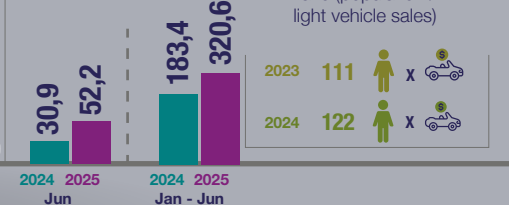
Vehicle sales



Ratio (population / light vehicle sales)



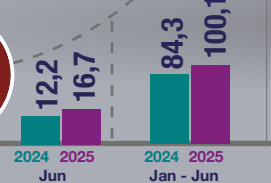
Vehicle sales



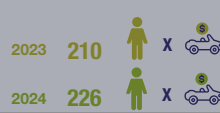
Ratio (population / light vehicle sales)



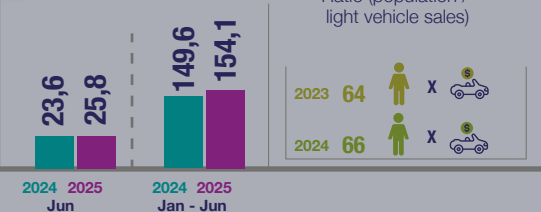
Vehicle sales



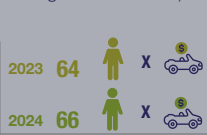
Ratio (population / light vehicle sales)



Vehicle sales



Ratio (population / light vehicle sales)



Regional Automotive Market

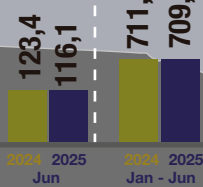
Vehicle sales Light* and heavy**

(thousand units)

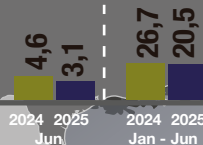
*Light vehicles: automobiles, pickups, SUV, VAN
** Heavy vehicles: trucks and buses

2024 2025

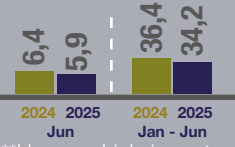
*Light vehicle sales



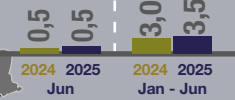
**Heavy vehicle sales



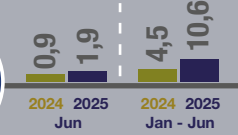
*Light vehicle imports



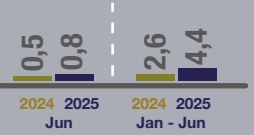
**Heavy vehicle imports



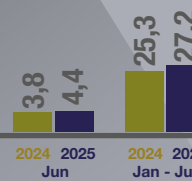
Passenger vehicle sales



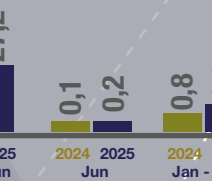
Commercial vehicle sales



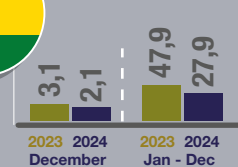
*Light vehicle sales



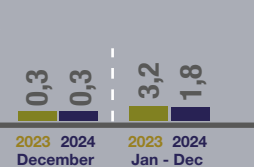
**Heavy vehicle sales



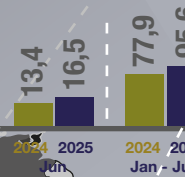
*Light vehicle sales



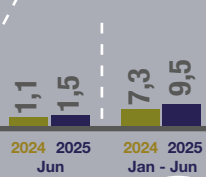
**Heavy vehicle sales



*Light vehicle sales



**Heavy vehicle sales



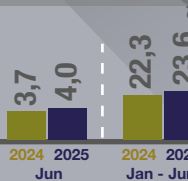
*Light vehicle sales



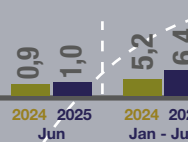
**Heavy vehicle sales



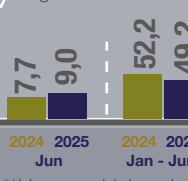
*Light vehicle sales



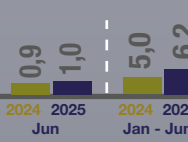
**Heavy vehicle sales



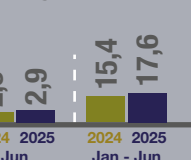
*Light vehicle sales



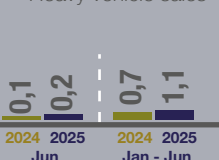
**Heavy vehicle sales



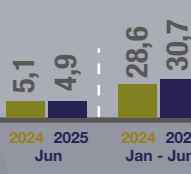
*Light vehicle sales



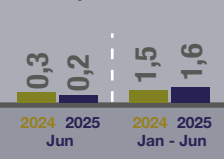
**Heavy vehicle sales



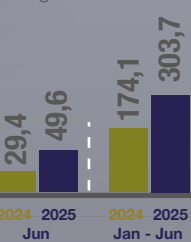
*Light vehicle sales



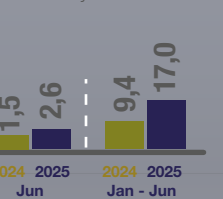
**Heavy vehicle sales



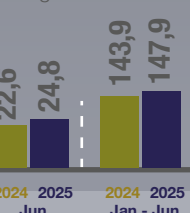
*Light vehicle sales



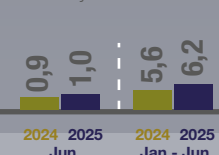
**Heavy vehicle sales



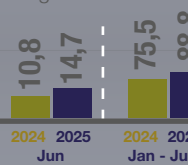
*Light vehicle sales



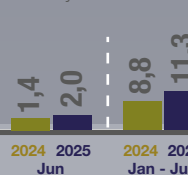
**Heavy vehicle sales



*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

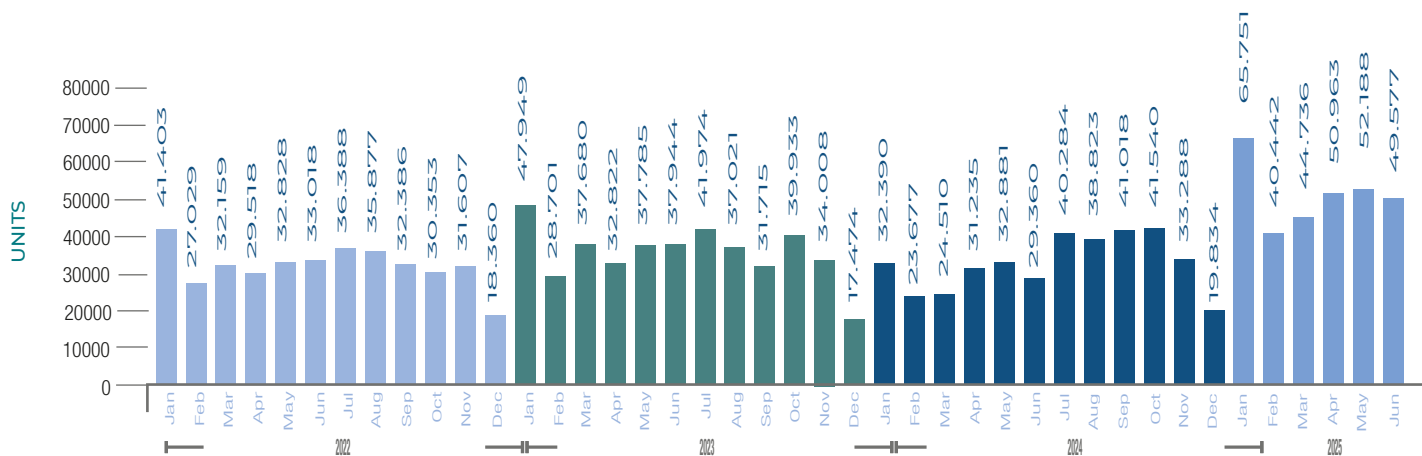
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

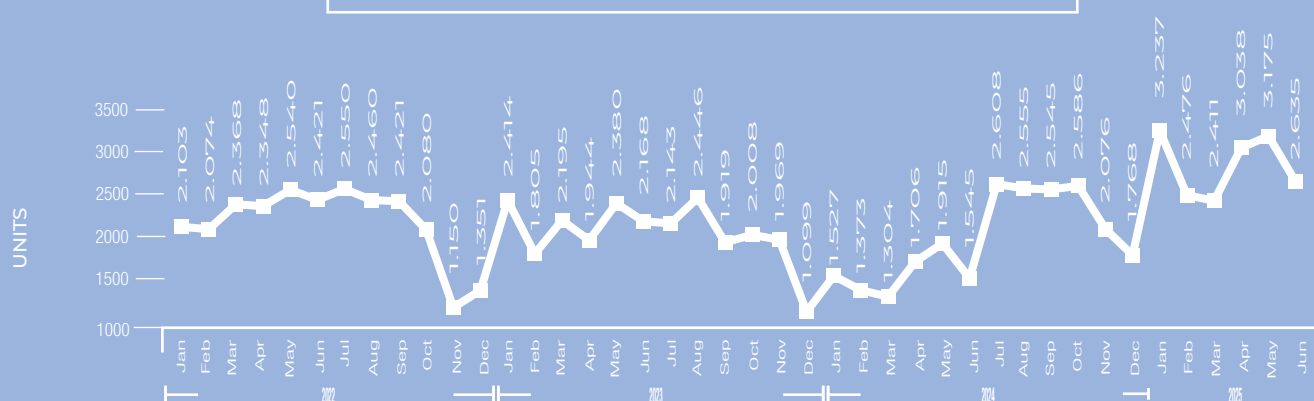
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
VOLKSWAGEN	5.112	16,5%	8.159	15,6%	26.651	14,5%	53.296	16,6%
TOYOTA	6.544	21,2%	8.195	15,7%	37.872	20,6%	52.225	16,3%
FIAT	3.219	10,4%	7.201	13,8%	22.575	12,3%	41.796	13,0%
RENAULT	2.829	9,2%	5.186	9,9%	16.177	8,8%	30.548	9,5%
PEUGEOT	2.343	7,6%	4.292	8,2%	16.425	9,0%	28.287	8,8%
FORD	2.992	9,7%	3.352	6,4%	15.672	8,5%	23.513	7,3%
CHEVROLET	1.798	5,8%	4.374	8,4%	11.246	6,1%	22.335	7,0%
CITROEN	1.190	3,9%	1.993	3,8%	6.682	3,6%	13.442	4,2%
JEEP	862	2,8%	2.099	4,0%	6.107	3,3%	11.634	3,6%
MERCEDES BENZ	857	2,8%	1.101	2,1%	4.930	2,7%	7.467	2,3%
OTHERS	3.159	10,2%	6.260	12,0%	19.086	10,4%	36.086	11,3%
TOTAL	30.905	100%	52.212	100%	183.423	100%	320.629	100%
LIGHT	29.360	95,0%	49.577	95,0%	174.053	94,9%	303.657	94,7%
HEAVY	1.545	5,0%	2.635	5,0%	9.370	5,1%	16.972	5,3%
TOTAL	30.905	100%	52.212	100%	183.423	100%	320.629	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

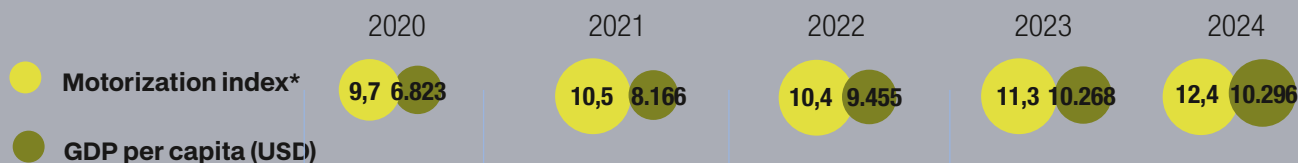


Asociación de Concesionarios de Automotores de la República Argentina (Acara)



BRAZIL

Regional Automotive Market

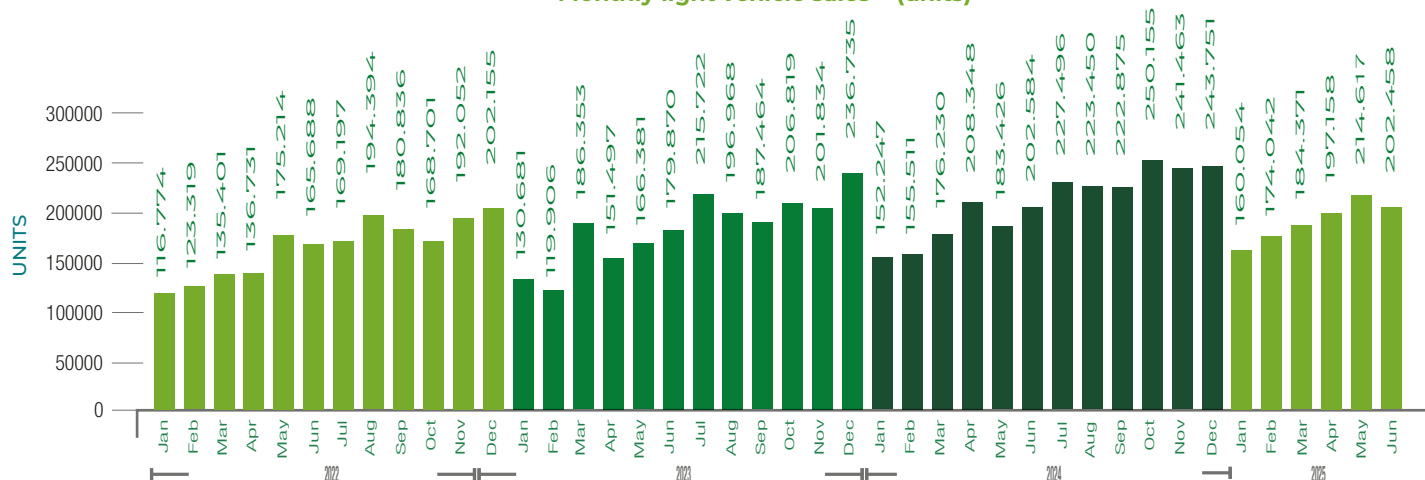


*Motorization index: vehicle sales per thousand people

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

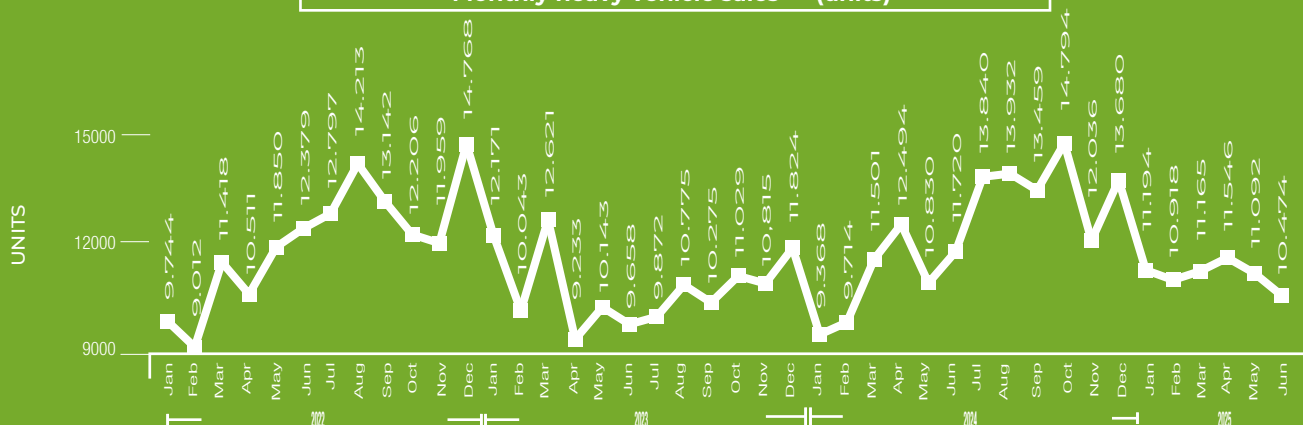
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	38.402	17,9%	41.813	19,6%	220.695	19,3%	241.219	20,1%
VOLKSWAGEN	29.843	13,9%	37.051	17,4%	167.654	14,7%	185.388	15,5%
GENERAL MOTORS	28.671	13,4%	21.934	10,3%	141.277	12,3%	119.907	10,0%
TOYOTA	17.414	8,1%	14.908	7,0%	91.727	8,0%	89.025	7,4%
HYUNDAI	19.450	9,1%	16.200	7,6%	87.942	7,7%	86.335	7,2%
RENAULT	9.909	4,6%	10.395	4,9%	55.774	4,9%	60.690	5,1%
JEEP	10.099	4,7%	9.158	4,3%	53.818	4,7%	55.570	4,6%
HONDA	7.495	3,5%	9.187	4,3%	38.122	3,3%	50.690	4,2%
NISSAN	7.238	3,4%	5.182	2,4%	42.038	3,7%	35.003	2,9%
CHERY	4.965	2,3%	4.742	2,2%	27.969	2,4%	28.257	2,4%
OTHERS	40.818	19,0%	42.362	19,9%	216.957	19,0%	247.005	20,6%
TOTAL	214.304	100%	212.932	100%	1.143.973	100%	1.199.089	100%
LIGHT	202.584	94,5%	202.458	95,1%	1.078.346	94,3%	1.132.700	94,5%
HEAVY	11.720	5,5%	10.474	4,9%	65.627	5,7%	66.389	5,5%
TOTAL	214.304	100%	212.932	100%	1.143.973	100%	1.199.089	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*

14,0 12.993

22,1 16.092

22,5 15.166

16,5 16.815

15,9 16.365

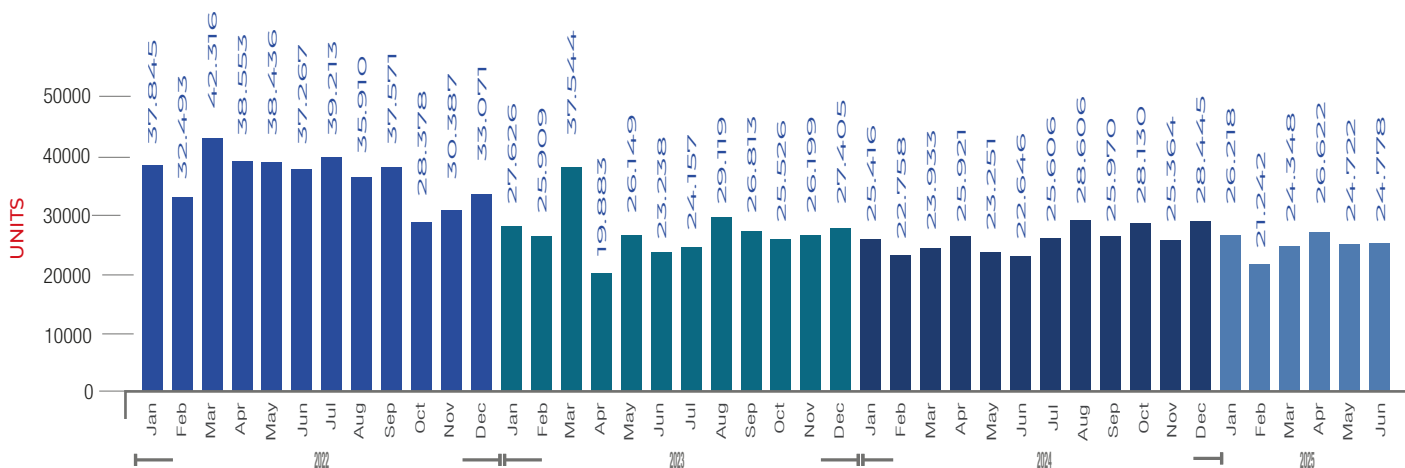
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

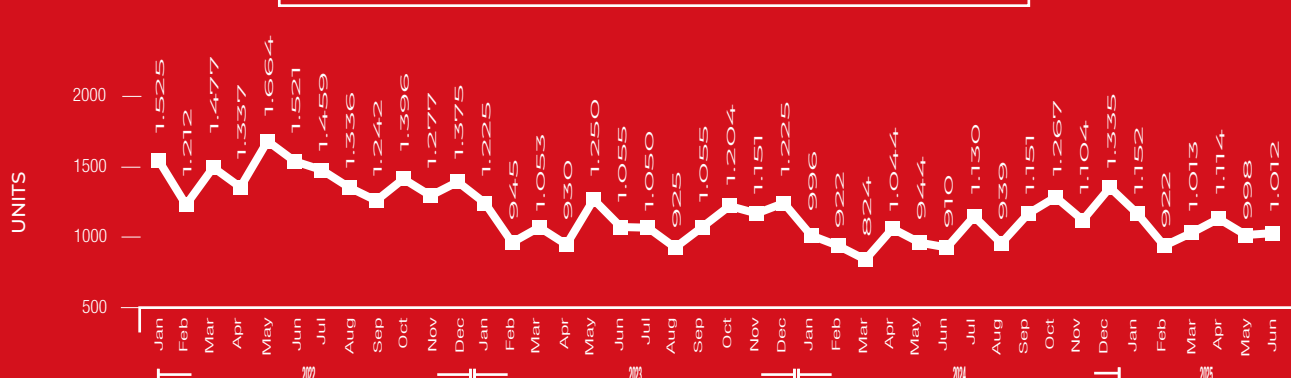
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.720	7,3%	1.950	7,6%	11.323	7,6%	11.686	7,6%
SUZUKI	1.165	4,9%	1.638	6,4%	9.352	6,3%	11.188	7,3%
HYUNDAI	1.673	7,1%	1.613	6,3%	9.507	6,4%	9.712	6,3%
CHEVROLET	1.651	7,0%	1.509	5,9%	10.442	7,0%	9.456	6,1%
KIA	1.465	6,2%	1.307	5,1%	8.618	5,8%	9.042	5,9%
PEUGEOT	1.413	6,0%	1.458	5,7%	8.335	5,6%	8.141	5,3%
FORD	1.048	4,4%	1.066	4,1%	6.502	4,3%	7.428	4,8%
MITSUBISHI	735	3,1%	1.164	4,5%	5.919	4,0%	6.419	4,2%
GREAT WALL	601	2,6%	1.122	4,4%	3.500	2,3%	6.390	4,1%
CHANGAN	767	3,3%	979	3,8%	4.577	3,1%	5.492	3,6%
OTHERS	11.318	48,0%	11.984	46,5%	71.490	47,8%	69.187	44,9%
TOTAL	23.556	100%	25.790	100%	149.565	100%	154.141	100%
LIGHT	22.646	96,1%	24.778	96,1%	143.925	96,2%	147.930	96,0%
HEAVY	910	3,9%	1.012	3,9%	5.640	3,8%	6.211	4,0%
TOTAL	23.556	100%	25.790	100%	149.565	100%	154.141	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** 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

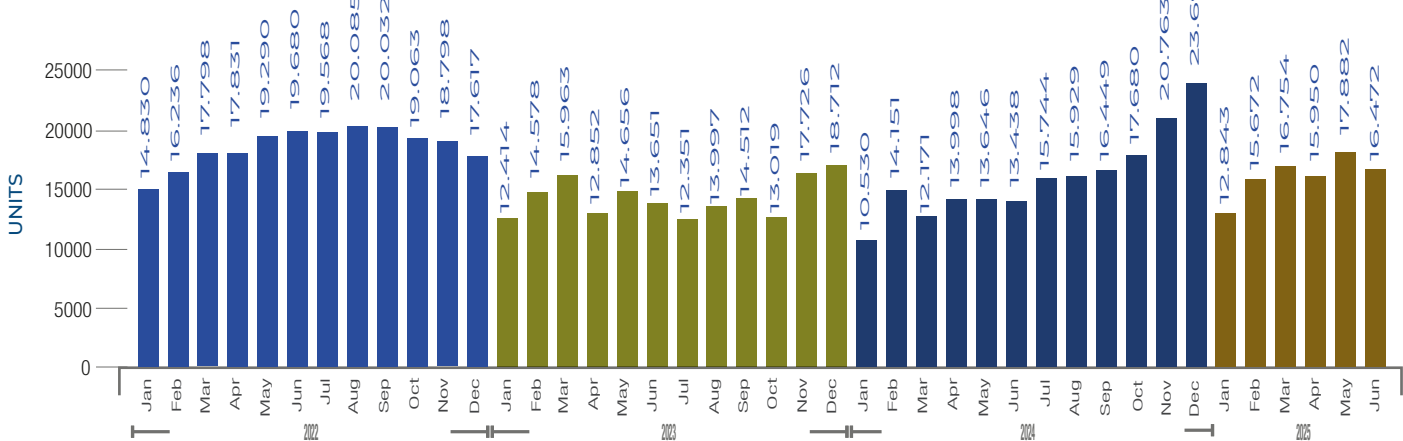
3,8 7.917

*Motorization index: vehicle sales per thousand people

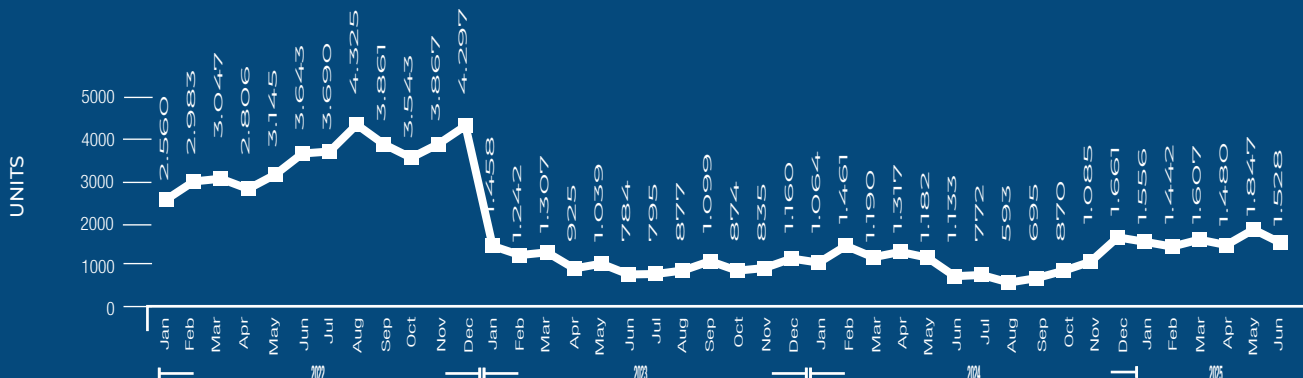
Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance
Heavy: Trucks <10,5 t, trucks >10,5 t, tractor trucks, dump trucks and buses

Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
RENAULT	1.688	11,6%	2.593	14,4%	10.420	12,2%	14.157	13,5%
KIA	1.938	13,3%	2.424	13,5%	9.633	11,3%	13.835	13,2%
TOYOTA	1.923	13,2%	2.319	12,9%	12.904	15,1%	11.742	11,2%
MAZDA	1.358	9,3%	1.060	5,9%	7.608	8,9%	9.363	8,9%
CHEVROLET	1.339	9,2%	1.671	9,3%	9.329	10,9%	8.802	8,4%
NISSAN	791	5,4%	1.075	6,0%	5.149	6,0%	5.919	5,6%
SUZUKI	856	5,9%	663	3,7%	4.777	5,6%	4.990	4,8%
HYUNDAI	385	2,6%	876	4,9%	2.170	2,5%	4.918	4,7%
VOLKSWAGEN	712	4,9%	692	3,8%	3.342	3,9%	4.174	4,0%
BYD	249	1,7%	599	3,3%	880	1,0%	3.994	3,8%
OTHERS	3.332	22,9%	4.028	22,4%	19.069	22,4%	23.139	22,0%
TOTAL	14.571	100%	18.000	100%	85.281	100%	105.033	100%
LIGHT	13.438	92,2%	16.472	91,5%	77.934	91,4%	95.573	91,0%
HEAVY	1.133	7,8%	1.528	8,5%	7.347	8,6%	9.460	9,0%
TOTAL	14.571	100%	18.000	100%	85.281	100%	105.033	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)

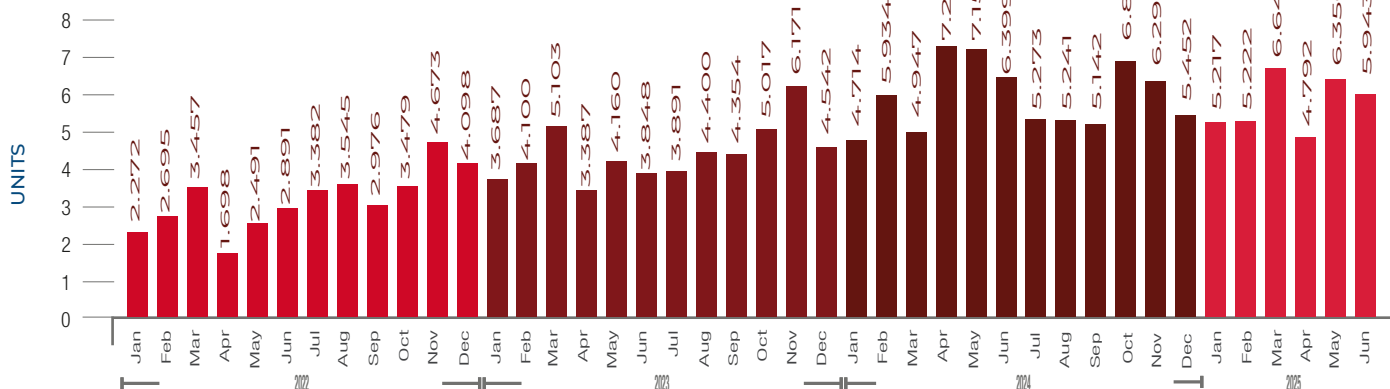
*Motorization index: vehicle sales per thousand people

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

Imports data

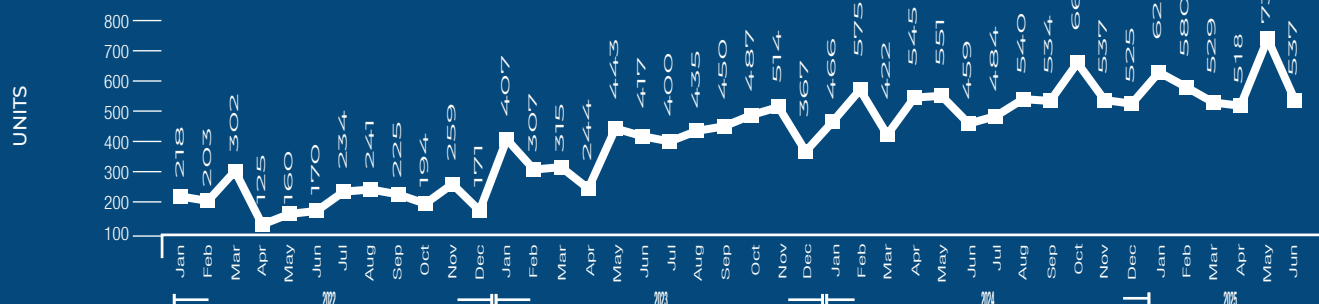
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.534	22,4%	1.316	20,3%	8.515	21,6%	7.593	20,1%
NISSAN	604	8,8%	711	11,0%	3.478	8,8%	3.649	9,7%
SUZUKI	827	12,1%	397	6,1%	3.667	9,3%	2.625	7,0%
GEELY	201	2,9%	289	4,5%	1.946	4,9%	2.164	5,7%
MITSUBISHI	373	5,4%	393	6,1%	1.560	4,0%	1.965	5,2%
HYUNDAI	360	5,2%	266	4,1%	2.264	5,7%	1.945	5,2%
BYD	419	6,1%	634	9,8%	1.398	3,5%	1.864	4,9%
KIA	106	1,5%	289	4,5%	836	2,1%	1.320	3,5%
CHERY	312	4,5%	224	3,5%	2.000	5,1%	1.128	3,0%
CHEVROLET	245	3,6%	103	1,6%	1.561	4,0%	1.114	3,0%
OTHERS	1.877	27,4%	1.858	28,7%	12.182	30,9%	12.325	32,7%
TOTAL	6.858	100%	6.480	100%	39.407	100%	37.692	100%
LIGHT	6.399	93,3%	5.943	91,7%	36.389	92,3%	34.158	90,6%
HEAVY	459	6,7%	537	8,3%	3.018	7,7%	3.534	9,4%
TOTAL	6.858	100%	6.480	100%	39.407	100%	37.692	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

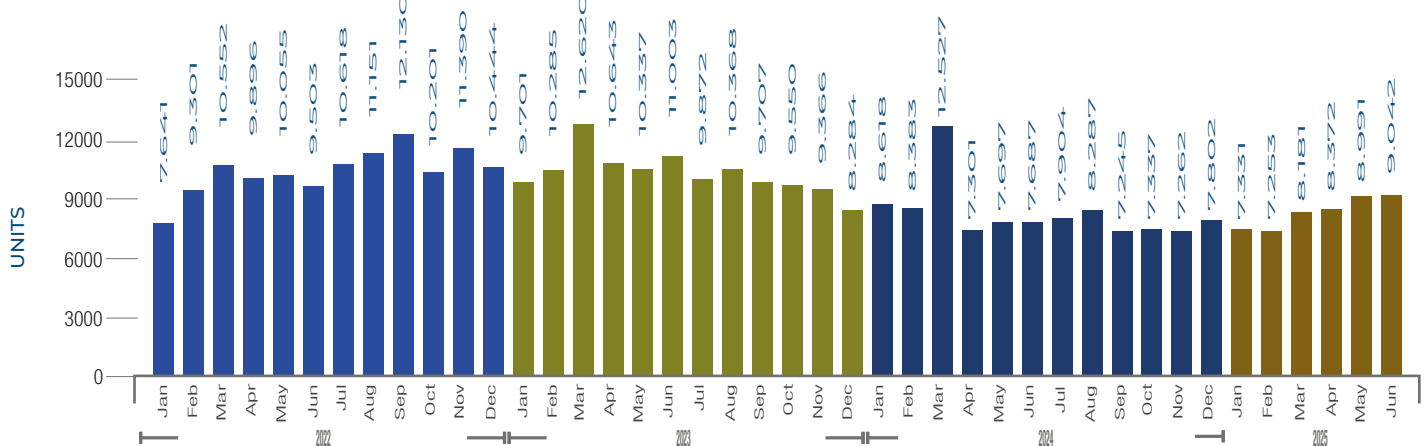
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

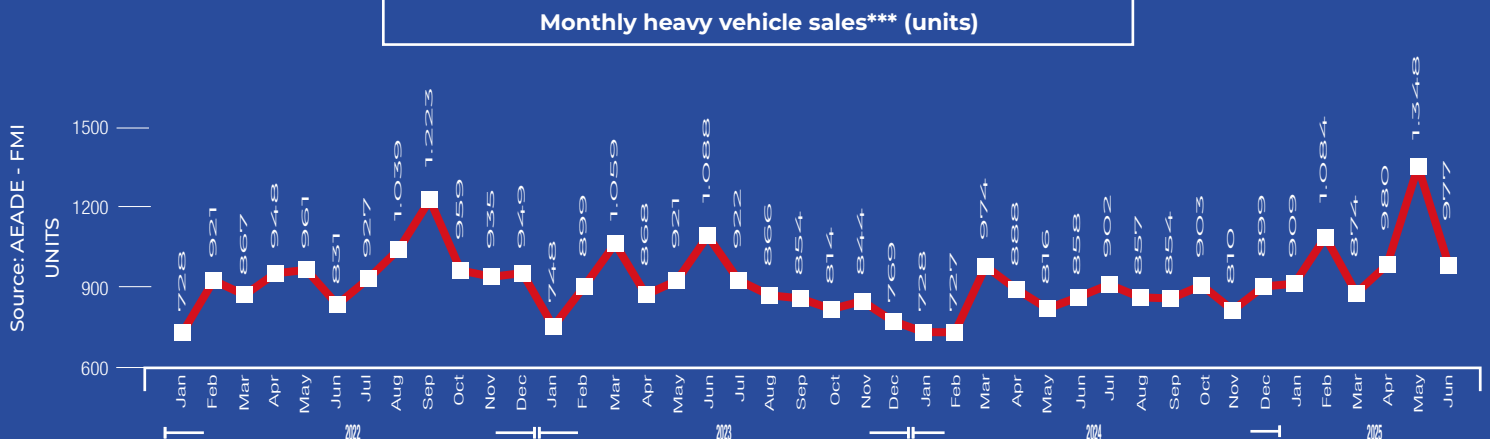
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.300	15,2%	1.711	17,1%	8.839	15,5%	9.118	16,5%
CHEVROLET	1.594	18,7%	1.149	11,5%	10.630	18,6%	8.042	14,5%
HYUNDAI	402	4,7%	582	5,8%	2.886	5,0%	3.361	6,1%
TOYOTA	422	4,9%	609	6,1%	3.495	6,1%	2.831	5,1%
GWM	255	3,0%	484	4,8%	1.574	2,8%	2.818	5,1%
CHERY	365	4,3%	437	4,4%	2.655	4,6%	2.524	4,6%
SUZUKI	307	3,6%	455	4,5%	2.237	3,9%	2.259	4,1%
RENAULT	325	3,8%	359	3,6%	1.943	3,4%	2.054	3,7%
JAC	222	2,6%	345	3,4%	1.552	2,7%	1.611	2,9%
DONGFENG	213	2,5%	296	3,0%	1.104	1,9%	1.425	2,6%
OTHERS	3.140	36,7%	3.592	35,9%	20.289	35,5%	19.299	34,9%
TOTAL	8.545	100%	10.019	100%	57.204	100%	55.342	100%
LIGHT	7.687	90,0%	9.042	90,2%	52.213	91,3%	49.170	88,8%
HEAVY	858	10,0%	977	9,8%	4.991	8,7%	6.172	11,2%
TOTAL	8.545	100%	10.019	100%	57.204	100%	55.342	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

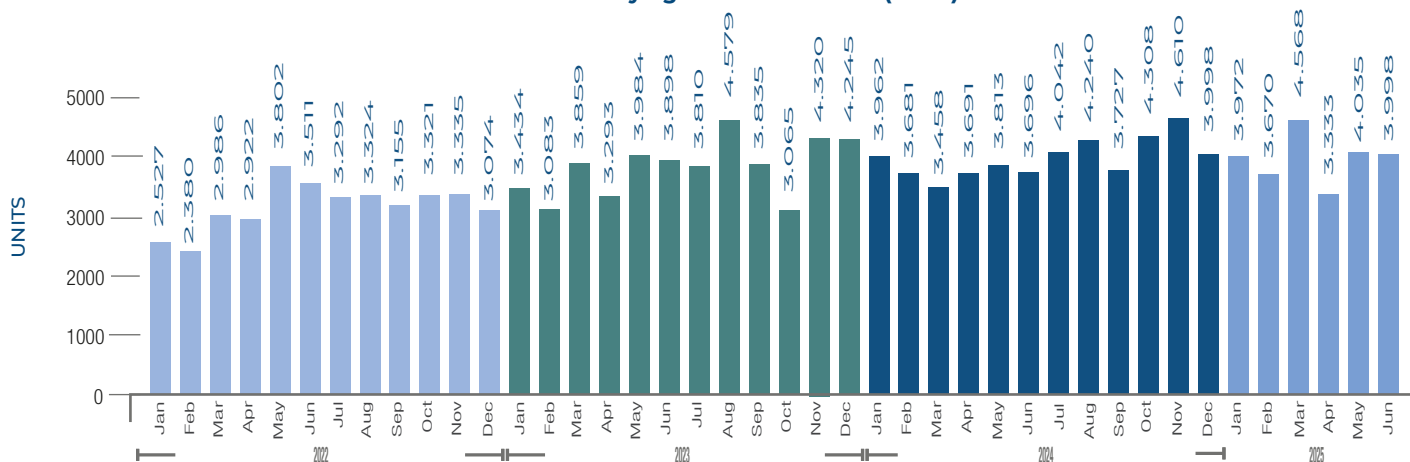
3,3 6.037

● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

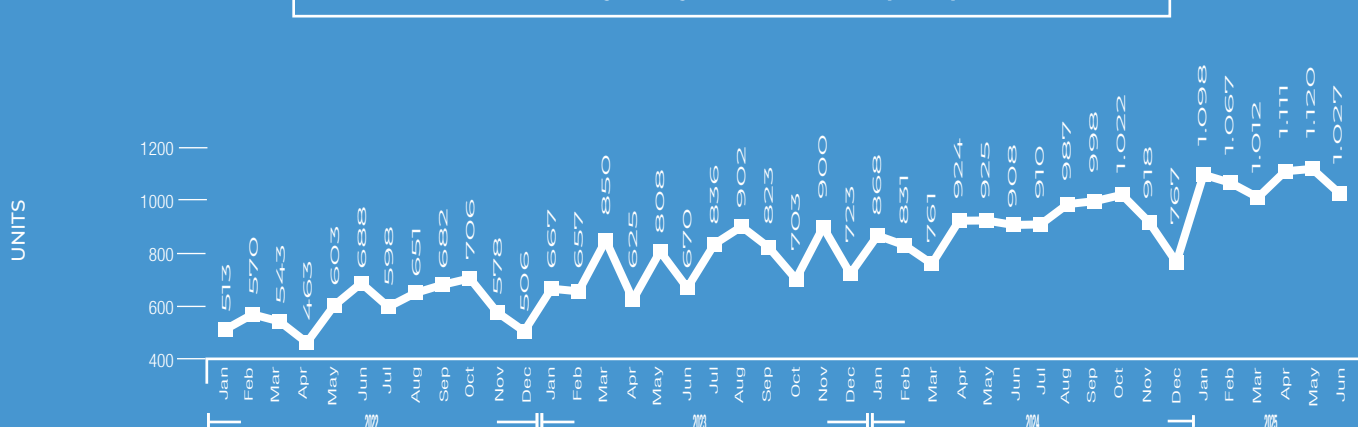
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.441	31,3%	1.469	29,2%	8.119	29,5%	7.971	26,6%
ISUZU	373	8,1%	449	8,9%	2.063	7,5%	2.501	8,3%
KIA	288	6,3%	326	6,5%	1.913	7,0%	1.942	6,5%
MITSUBISHI	293	6,4%	241	4,8%	1.932	7,0%	1.826	6,1%
JAC	240	5,2%	235	4,7%	1.438	5,2%	1.639	5,5%
CHANGAN	160	3,5%	220	4,4%	1.314	4,8%	1.466	4,9%
HINO	250	5,4%	208	4,1%	1.201	4,4%	1.397	4,7%
SUZUKI	157	3,4%	225	4,5%	1.053	3,8%	1.267	4,2%
VOLKSWAGEN	100	2,2%	104	2,1%	943	3,4%	1.158	3,9%
FOTON	102	2,2%	201	4,0%	766	2,8%	1.047	3,5%
OTHERS	1.200	26,1%	1.347	26,8%	6.776	24,6%	7.797	26,0%
TOTAL	4.604	100%	5.025	100%	27.518	100%	30.011	100%
LIGHT	3.696	80,3%	3.998	79,6%	22.301	81,0%	23.576	78,6%
HEAVY	908	19,7%	1.027	20,4%	5.217	19,0%	6.435	21,4%
TOTAL	4.604	100%	5.025	100%	27.518	100%	30.011	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: AIDVA- FMI



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

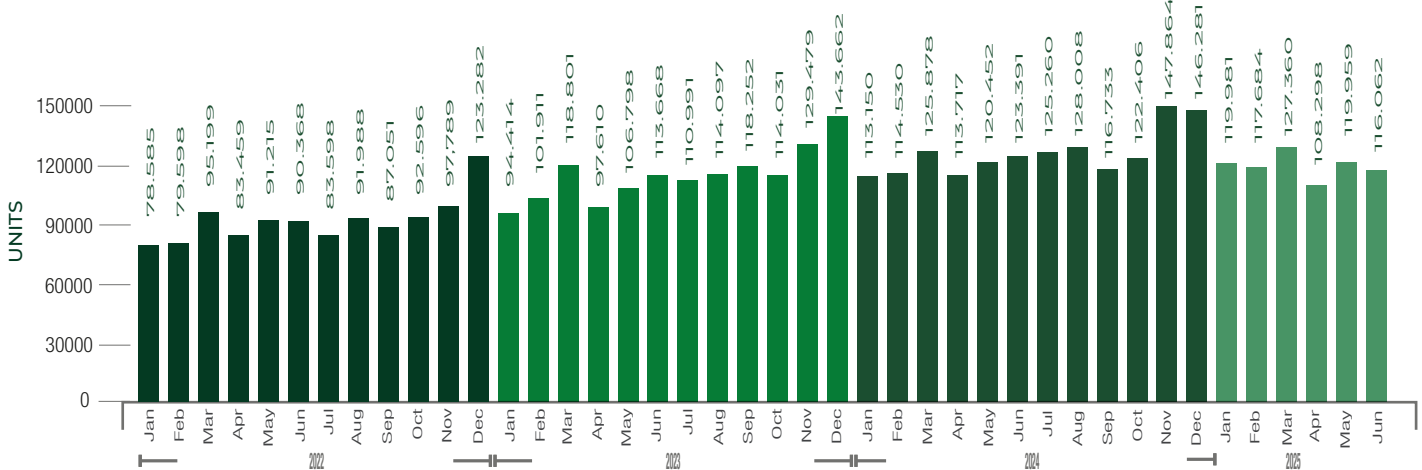
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	21.153	16,5%	21.153	17,8%	121.886	16,5%	128.283	17,6%
GENERAL MOTORS	16.742	13,1%	14.736	12,4%	99.762	13,5%	94.601	13,0%
VOLKSWAGEN	10.672	8,3%	10.471	8,8%	65.040	8,8%	65.595	9,0%
TOYOTA	10.438	8,2%	10.162	8,5%	58.081	7,9%	60.260	8,3%
KIA	8.903	7,0%	9.410	7,9%	50.965	6,9%	52.942	7,3%
MAZDA	9.067	7,1%	7.126	6,0%	44.394	6,0%	49.909	6,8%
FCA	5.343	4,2%	5.239	4,4%	37.052	5,0%	32.383	4,4%
FORD MOTOR	4.505	3,5%	4.497	3,8%	25.462	3,5%	25.488	3,5%
HYUNDAI	4.416	3,5%	4.318	3,6%	24.842	3,4%	25.240	3,5%
MG MOTOR	4.106	3,2%	3.675	3,1%	24.508	3,3%	23.240	3,2%
OTHERS	32.623	25,5%	28.350	23,8%	185.800	25,2%	171.952	23,6%
TOTAL	127.968	100%	119.137	100%	737.792	100%	729.893	100%
LIGHT	123.391	96,4%	116.062	97,4%	711.118	96,4%	709.344	97,2%
HEAVY	4.577	3,6%	3.075	2,6%	26.674	3,6%	20.549	2,8%
TOTAL	127.968	100%	119.137	100%	737.792	100%	729.893	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

2020

2021

2022

2023

2024

● Motorization index*

3,5 4.918

4,3 5.433

4,4 5.598

4,1 5.685

4,3 5.869

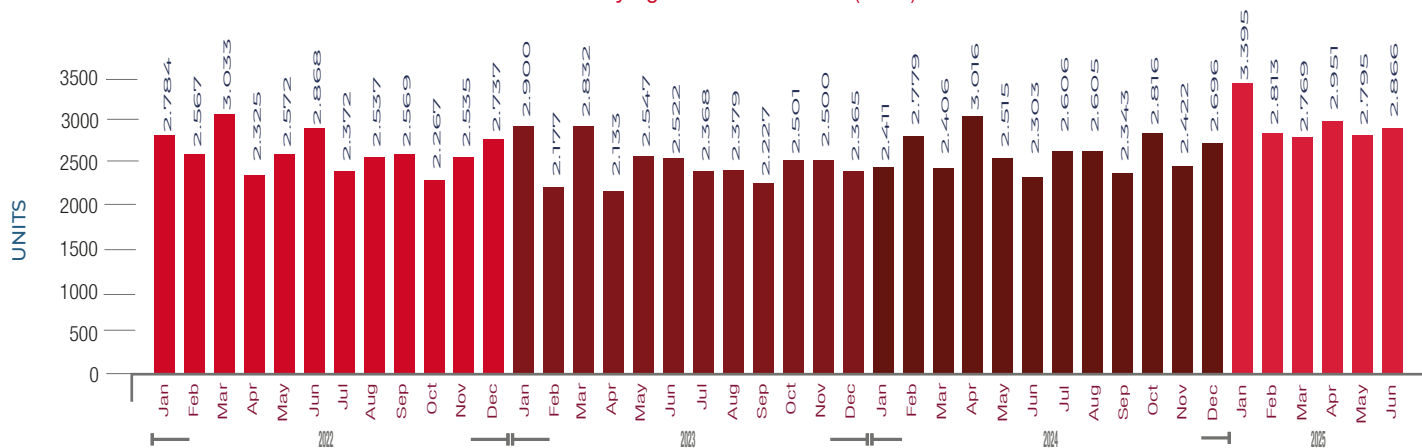
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

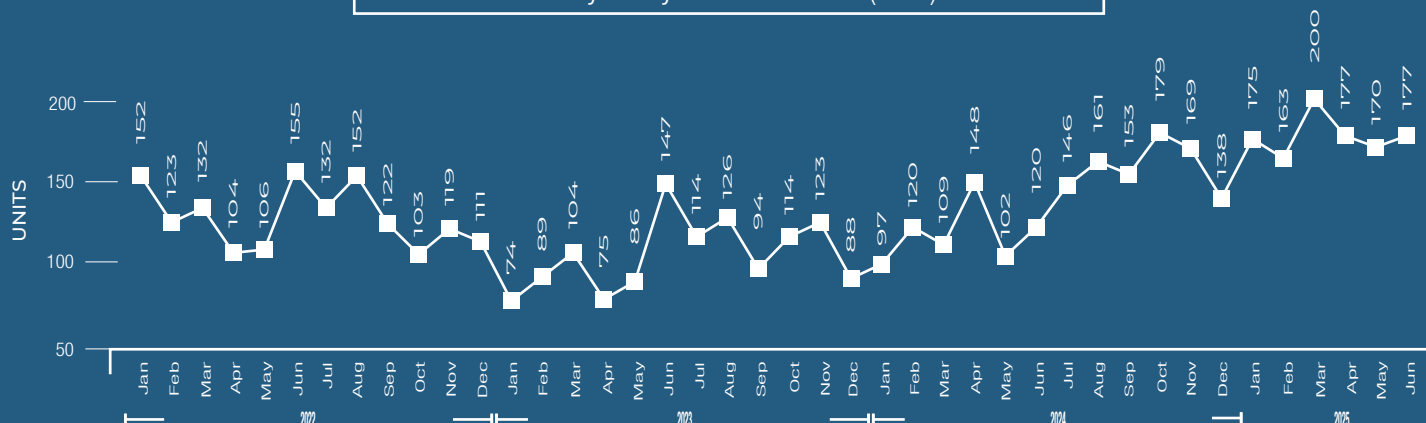
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	395	16,3%	485	15,9%	2.630	16,3%	2.969	15,9%
TOYOTA	323	13,3%	268	8,8%	2.324	14,4%	2.447	13,1%
HYUNDAI	274	11,3%	334	11,0%	1.809	11,2%	2.112	11,3%
CHEVROLET	352	14,5%	380	12,5%	2.060	12,8%	1.980	10,6%
FIAT	44	1,8%	169	5,6%	553	3,4%	1.064	5,7%
VOLKSWAGEN	166	6,9%	154	5,1%	905	5,6%	1.035	5,5%
NISSAN	135	5,6%	140	4,6%	990	6,1%	931	5,0%
SUZUKI	0	0,0%	136	4,5%	28	0,2%	664	3,6%
GEELY	85	3,5%	106	3,5%	493	3,1%	597	3,2%
FORD	58	2,4%	62	2,0%	343	2,1%	341	1,8%
OTHERS	591	24,4%	809	26,6%	3.991	24,7%	4.511	24,2%
TOTAL	2.423	100%	3.043	100%	16.126	100%	18.651	100%
LIGHT	2.303	95,0%	2.866	94,2%	15.430	95,7%	17.589	94,3%
HEAVY	120	5,0%	177	5,8%	696	4,3%	1.062	5,7%
TOTAL	2.423	100%	3.043	100%	16.126	100%	18.651	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)

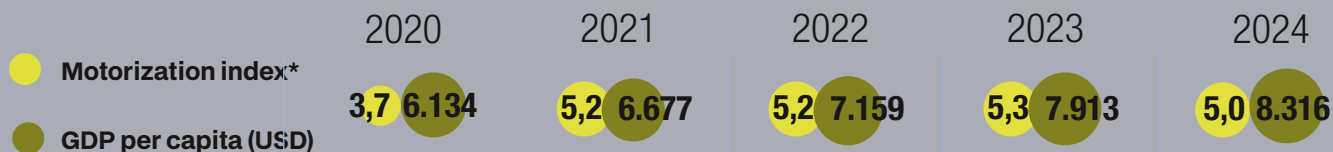


*** Heavy vehicles: trucks and buses

Source: CADAM - FMI



Cámara de Distribuidores Automotores y Maquinarias (Cadam)

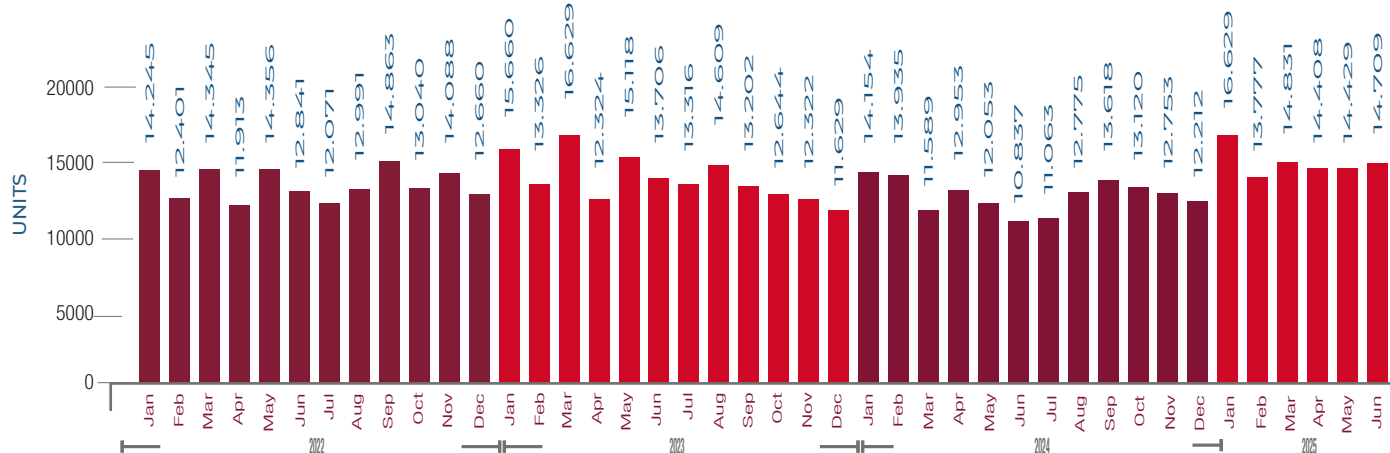


*Motorization index: vehicle sales per thousand people

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

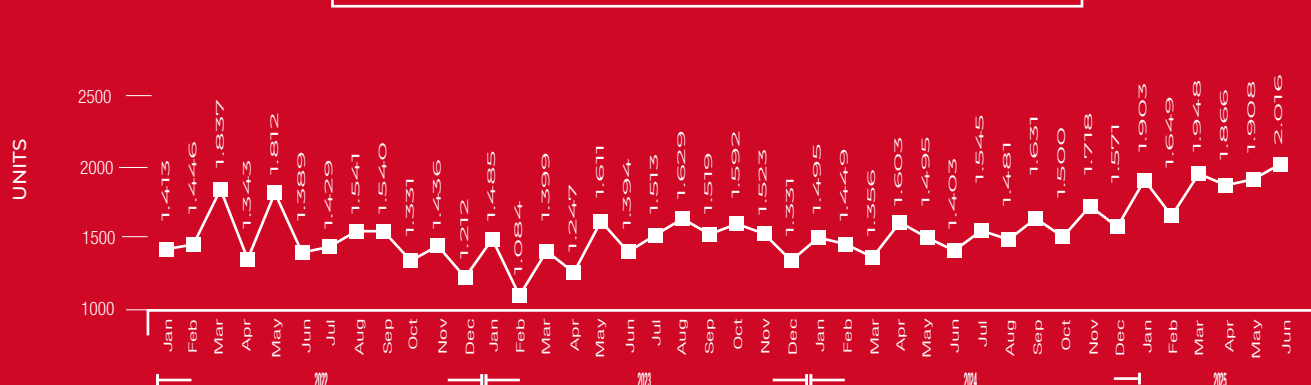
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.255	18,4%	2.960	17,7%	15.692	18,6%	18.144	18,1%
HYUNDAI	1.067	8,7%	1.280	7,7%	7.618	9,0%	8.453	8,4%
KIA	913	7,5%	1.472	8,8%	6.661	7,9%	8.281	8,3%
CHANGAN	543	4,4%	974	5,8%	4.069	4,8%	5.316	5,3%
CHEVROLET	597	4,9%	670	4,0%	4.741	5,6%	4.643	4,6%
JAC	381	3,1%	724	4,3%	2.795	3,3%	3.842	3,8%
DFSK	599	4,9%	584	3,5%	3.492	4,1%	3.639	3,6%
FORD	371	3,0%	491	2,9%	2.159	2,6%	3.355	3,4%
JETOUR	234	1,9%	600	3,6%	1.696	2,0%	3.034	3,0%
GEELY	223	1,8%	538	3,2%	1.551	1,8%	2.573	2,6%
OTHERS	5.057	41,3%	6.432	38,5%	33.848	40,1%	38.793	38,8%
TOTAL	12.240	100%	16.725	100%	84.322	100%	100.073	100%
LIGHT	10.837	88,5%	14.709	87,9%	75.521	89,6%	88.783	88,7%
HEAVY	1.403	11,5%	2.016	12,1%	8.801	10,4%	11.290	11,3%
TOTAL	12.240	100%	16.725	100%	84.322	100%	100.073	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



URUGUAY

Regional Automotive Market

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

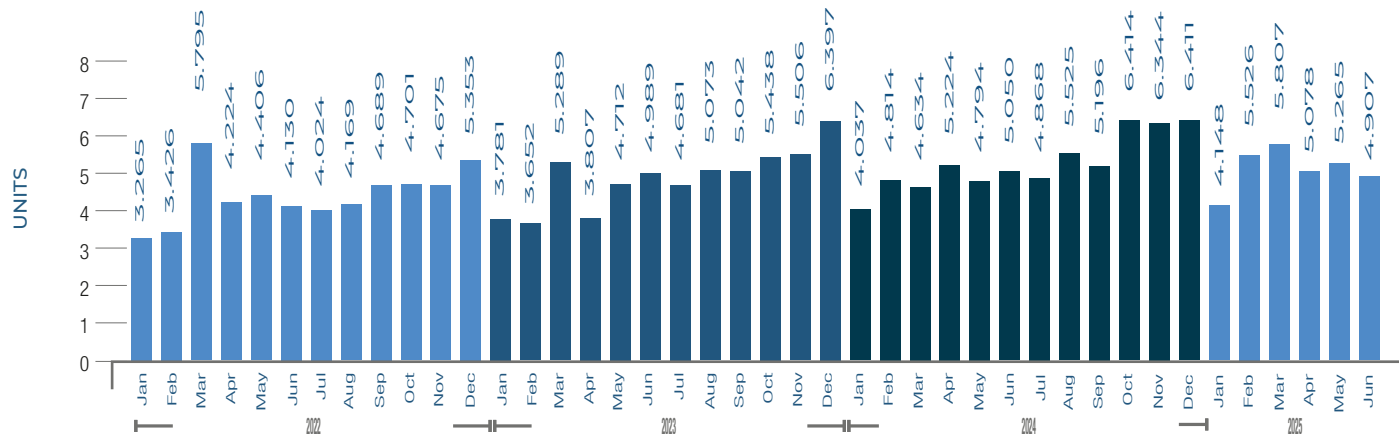
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

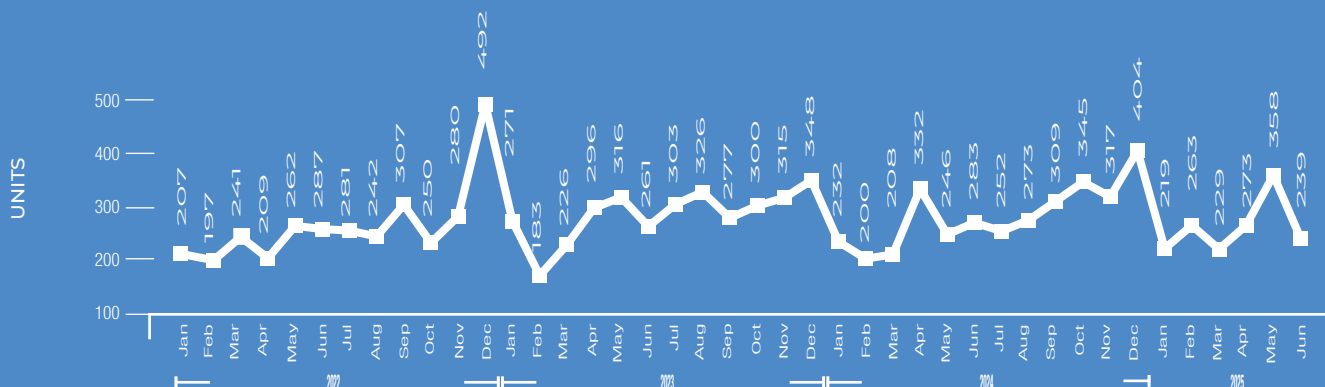
Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	460	8,6%	801	15,6%	3.688	12,3%	4.866	15,1%
CHEVROLET	912	17,1%	473	9,2%	4.876	16,2%	3.074	9,5%
RENAULT	253	4,7%	580	11,3%	2.120	7,1%	2.888	8,9%
VOLKSWAGEN	409	7,7%	443	8,6%	2.359	7,8%	2.794	8,6%
BYD	607	11,4%	451	8,8%	1.583	5,3%	2.781	8,6%
HYUNDAI	426	8,0%	276	5,4%	2.332	7,8%	2.299	7,1%
SUZUKI	343	6,4%	96	1,9%	1.805	6,0%	1.587	4,9%
CITROËN	260	4,9%	194	3,8%	1.529	5,1%	1.131	3,5%
NISSAN	231	4,3%	150	2,9%	1.367	4,5%	986	3,1%
PEUGEOT	219	4,1%	170	3,3%	1.494	5,0%	895	2,8%
OTHERS	1.213	22,7%	1.512	29,4%	6.901	23,0%	9.011	27,9%
TOTAL	5.333	100%	5.146	100%	30.054	100%	32.312	100%
LIGHT	5.050	94,7%	4.907	95,4%	28.553	95,0%	30.731	95,1%
HEAVY	283	5,3%	239	4,6%	1.501	5,0%	1.581	4,9%
TOTAL	5.333	100%	5.146	100%	30.054	100%	32.312	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



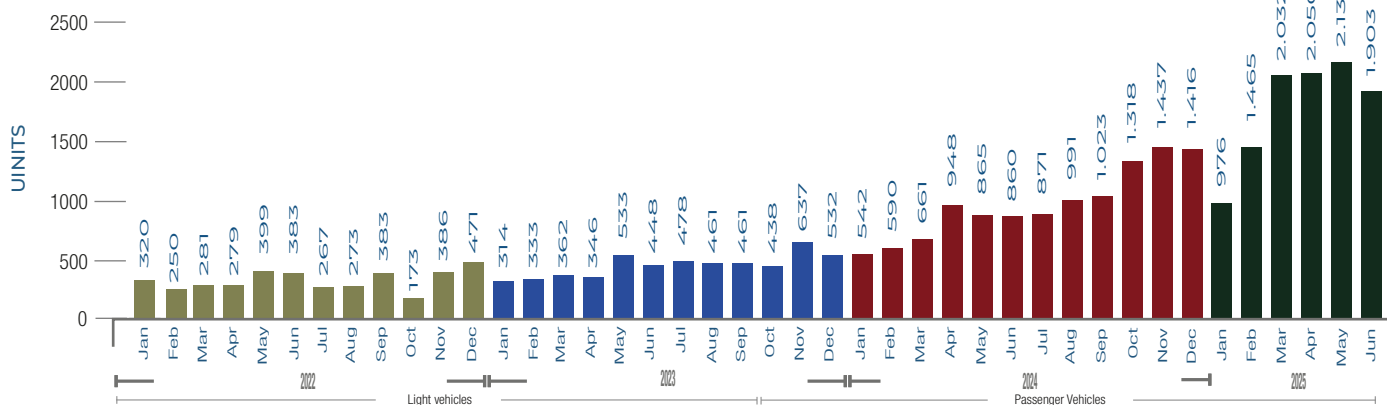
*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (June 2024)		Sales by brand (June 2025)		Accumulated sales by brand (January - June 2024)		Accumulated sales by brand (January - June 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	610	43,8%	966	35,3%	3.289	46,4%	5.791	38,8%
JAC	454	32,6%	1.091	39,8%	1.667	23,5%	5.493	36,8%
CHANGAN	65	4,7%	130	4,7%	563	7,9%	931	6,2%
FIAT	32	2,3%	105	3,8%	271	3,8%	617	4,1%
FORD MOTOR	105	7,5%	103	3,8%	479	6,8%	445	3,0%
FOTON	43	3,1%	76	2,8%	264	3,7%	415	2,8%
KIA	0	0,0%	60	2,2%	0	0,0%	397	2,7%
MMC AUTOMOTRIZ	31	2,2%	104	3,8%	209	2,9%	359	2,4%
FCA	43	3,1%	50	1,8%	206	2,9%	280	1,9%
JMC	0	0,0%	36	1,3%	0	0,0%	105	0,7%
OTHERS	10	0,7%	17	0,6%	143	2,0%	98	0,7%
TOTAL	1.393	100%	2.738	100%	7.091	100%	14.931	100%
PASSENGER	860	61,7%	1.903	69,5%	4.466	63,0%	10.564	70,8%
COMMERCIAL	533	38,3%	835	30,5%	2.625	37,0%	4.367	29,2%
TOTAL	1.393	100%	2.738	100%	7.091	100%	14.931	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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