



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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**Regional Market
by the end of July 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 July 2025 in comparison with July 2024: increase in **7,6%** in sales.

In July:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**115.8%**) and Colombia (**44.7%**)
- Highest y-o-y decrease: Costa Rica (**2.6%**) and Mexico (**1.9%**)

Light Vehicles Sales:



- Highest y-o-y growth: Venezuela (**156.3%**), Argentina (**45.7%**) and Colombia (**43.3%**)
- Highest y-o-y decrease: Costa Rica (**3.1%**) and Mexico (**0.6%**)

Heavy Vehicles Sales:



- Highest y-o-y growth: Colombia (**63.4%**), Venezuela (**53.7%**) and Ecuador (**52.8%**)
- Highest y-o-y decrease: Mexico (**33.2%**), Chile (**8.7%**) and Brasil (**6.2%**)

Countries	Jul 2024	Jul 2025	Jan - Jul 2024	Jan - Jul 2025	% VAR Jul 2025 -2024	% VAR Jan - Jul 2025 -2024
Brazil	241.336	243.238	1.385.309	1.442.327	0,8%	4,1%
Mexico	130.319	127.859	868.111	857.752	-1,9%	-1,2%
Argentina	43.149	62.123	226.572	382.752	44,0%	68,9%
Chile	26.736	28.086	176.301	182.227	5,0%	3,4%
Colombia	16.516	23.903	101.797	128.936	44,7%	26,7%
Peru	12.608	16.956	96.930	117.029	34,5%	20,7%
Ecuador	8.806	11.607	66.010	66.949	31,8%	1,4%
Costa Rica*	5.761	5.610	45.168	43.302	-2,6%	-4,1%
Uruguay	5.120	6.153	35.174	38.533	20,2%	9,5%
Guatemala	4.952	5.791	32.470	35.802	16,9%	10,3%
Panama	4.608	5.013	30.782	33.243	8,8%	8,0%
Paraguay	2.752	3.183	18.878	21.834	15,7%	15,7%
Venezuela	1.439	3.105	8.530	18.070	115,8%	111,8%

*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

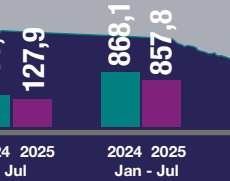
Total Vehicle Sales

(thousand units)

2024 2025

Vehicle sales

Vehicle sales



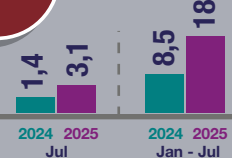
Ratio (population / light vehicle sales)



Ratio (population / light vehicle sales)



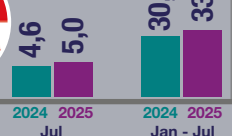
Vehicle sales



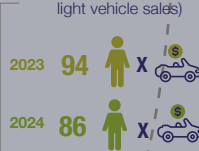
Ratio (population / light vehicle sales)



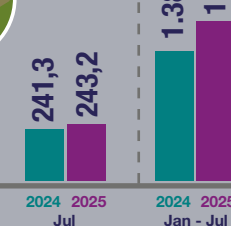
Vehicle sales



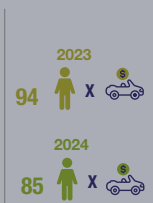
Ratio (population / light vehicle sales)



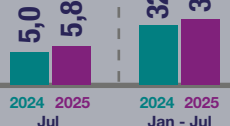
Vehicle sales



Ratio (population / light vehicle sales)



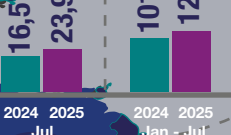
Vehicle sales



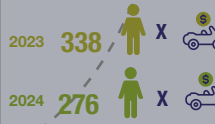
Ratio (population / light vehicle sales)



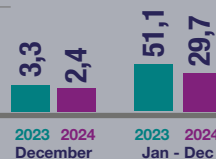
Vehicle sales



Relación (habitantes / ventas de vehículos livianos)



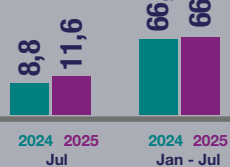
Vehicle sales



Ratio (population / light vehicle sales)



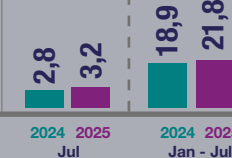
Vehicle sales



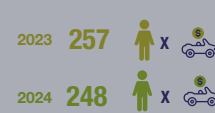
Ratio (population / light vehicle sales)



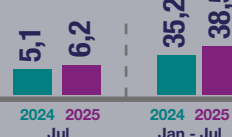
Vehicle sales



Ratio (population / light vehicle sales)



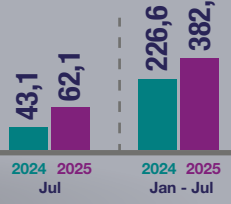
Vehicle sales



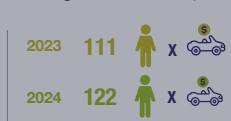
Ratio (population / light vehicle sales)



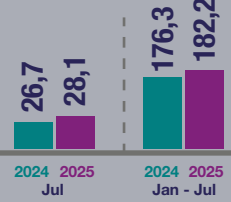
Vehicle sales



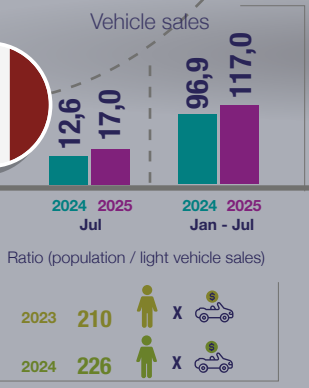
Ratio (population / light vehicle sales)



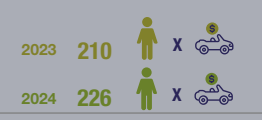
Vehicle sales



Ratio (population / light vehicle sales)



Ratio (population / light vehicle sales)



Regional Automotive Market

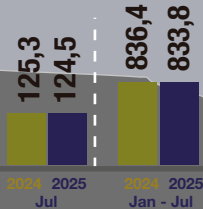
Vehicle sales Light* and heavy**

(thousand units)

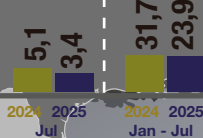
*Light vehicles: automobiles, pickups, SUV, VAN
** Heavy vehicles: trucks and buses

2024 2025

*Light vehicle sales



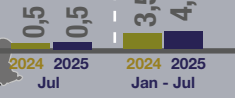
**Heavy vehicle sales



*Light vehicle imports



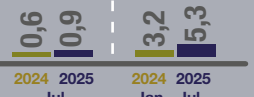
**Heavy vehicle imports



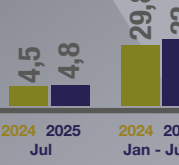
Passenger vehicle sales



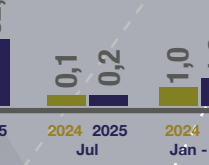
Commercial vehicle sales



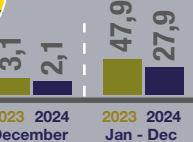
*Light vehicle sales



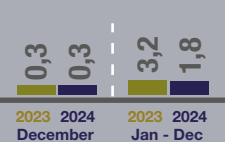
**Heavy vehicle sales



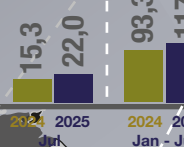
*Light vehicle sales



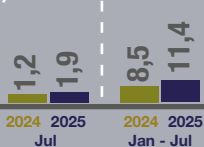
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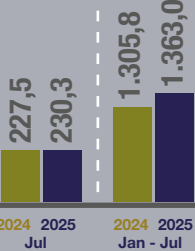
*Light vehicle sales



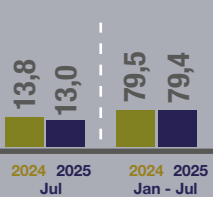
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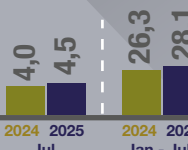
*Light vehicle sales



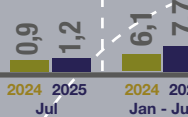
**Heavy vehicle sales



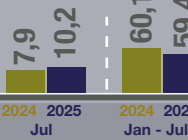
*Light vehicle sales



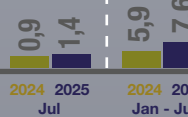
**Heavy vehicle sales



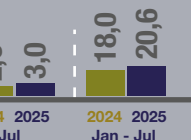
*Light vehicle sales



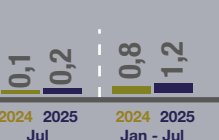
**Heavy vehicle sales



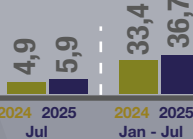
*Light vehicle sales



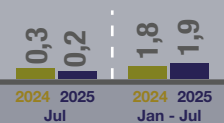
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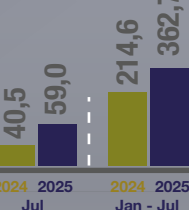
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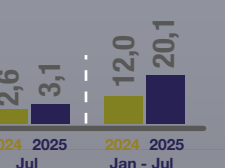
**Heavy vehicle sales



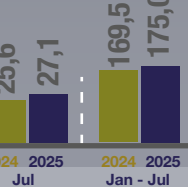
*Light vehicle sales



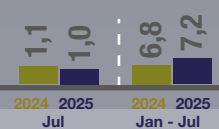
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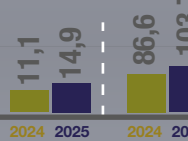
*Light vehicle sales



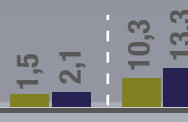
**Heavy vehicle sales



*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

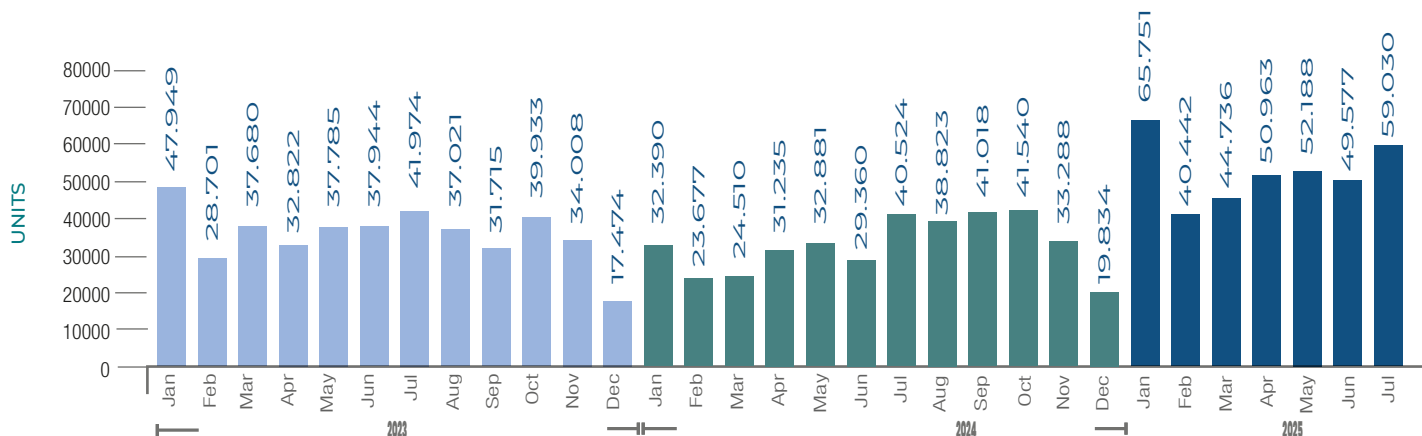
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

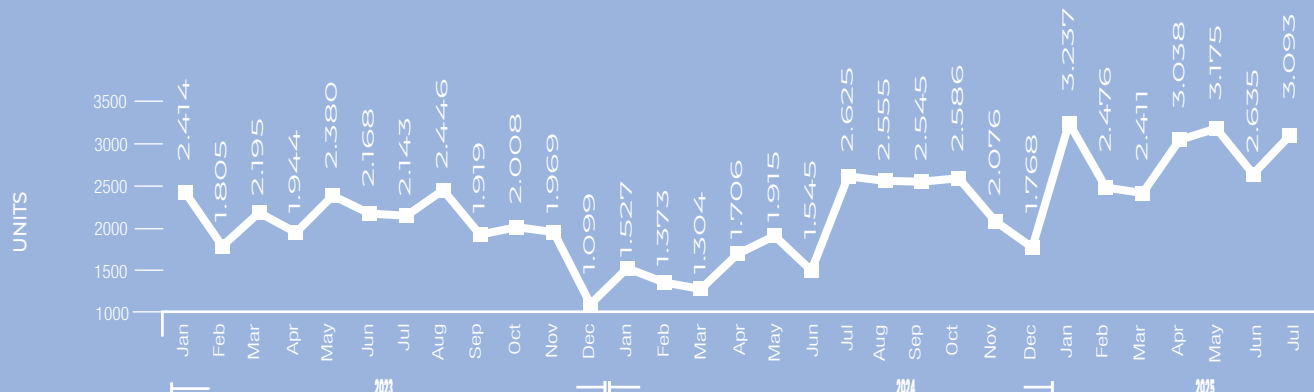
Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
VOLKSWAGEN	7.196	16,7%	9.058	14,6%	33.847	14,9%	62.354	16,3%
TOYOTA	9.611	22,3%	10.033	16,2%	47.483	21,0%	62.258	16,3%
FIAT	3.900	9,0%	8.286	13,3%	26.475	11,7%	50.082	13,1%
RENAULT	3.467	8,0%	6.176	9,9%	19.644	8,7%	36.724	9,6%
PEUGEOT	3.570	8,3%	4.686	7,5%	19.995	8,8%	32.973	8,6%
FORD	4.278	9,9%	4.827	7,8%	19.950	8,8%	28.340	7,4%
CHEVROLET	2.388	5,5%	5.253	8,5%	13.633	6,0%	27.588	7,2%
CITROEN	1.626	3,8%	2.468	4,0%	8.308	3,7%	15.910	4,2%
JEEP	1.205	2,8%	2.474	4,0%	7.312	3,2%	14.108	3,7%
NISSAN	1.164	2,7%	1.591	2,6%	7.566	3,3%	9.058	2,4%
OTHERS	4.744	11,0%	7.271	11,7%	22.359	9,9%	43.357	11,3%
TOTAL	43.149	100%	62.123	100%	226.572	100%	382.752	100%
LIGHT	40.524	93,9%	59.030	95,0%	214.577	94,7%	362.687	94,8%
HEAVY	2.625	6,1%	3.093	5,0%	11.995	5,3%	20.065	5,2%
TOTAL	43.149	100%	62.123	100%	226.572	100%	382.752	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

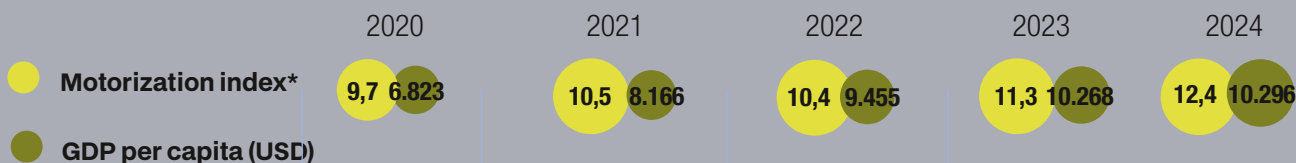


Asociación de Concesionarios de Automotores de la República Argentina (Acara)



BRAZIL

Regional Automotive Market

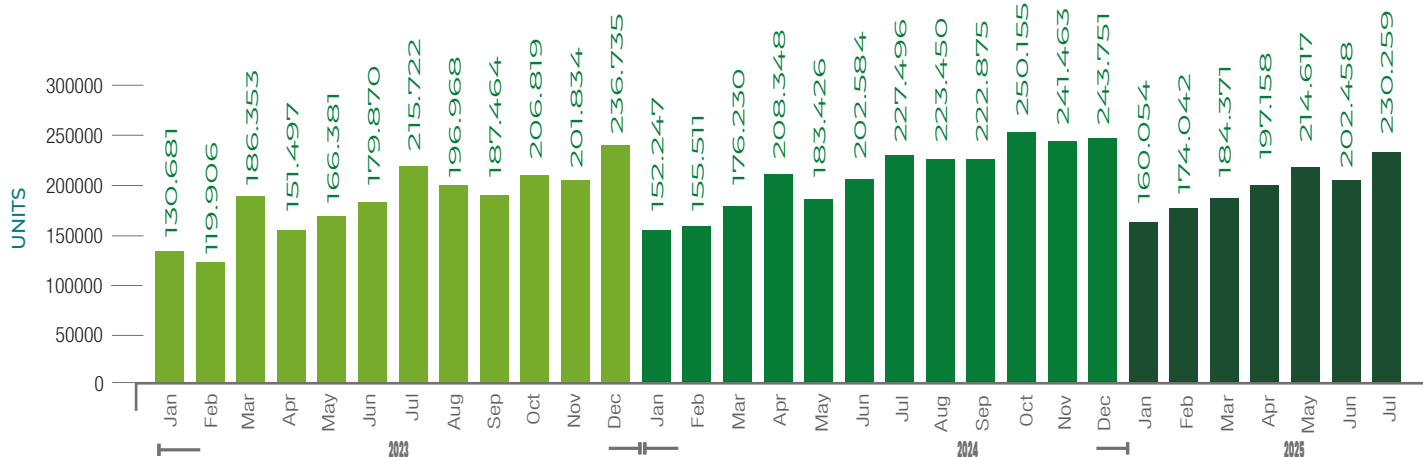


*Motorization index: vehicle sales per thousand people

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

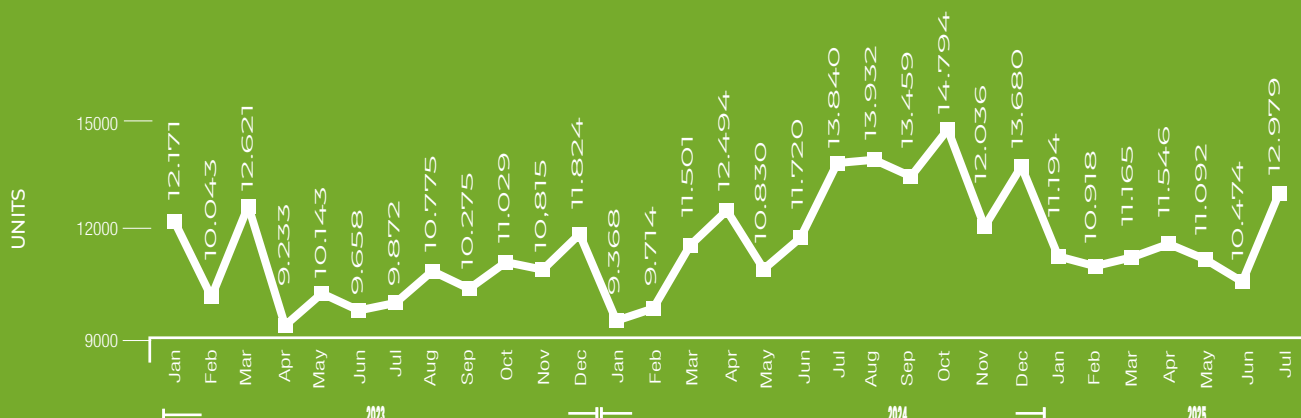
Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	50.467	20,9%	50.581	20,8%	271.162	19,6%	291.800	20,2%
VOLKSWAGEN	36.910	15,3%	45.298	18,6%	204.564	14,8%	248.939	17,3%
GENERAL MOTORS	26.069	10,8%	24.454	10,1%	167.346	12,1%	144.361	10,0%
TOYOTA	19.879	8,2%	17.291	7,1%	111.606	8,1%	106.316	7,4%
HYUNDAI	17.795	7,4%	16.573	6,8%	105.737	7,6%	102.908	7,1%
RENAULT	10.602	4,4%	9.857	4,1%	66.376	4,8%	70.552	4,9%
JEEP	12.208	5,1%	9.960	4,1%	66.026	4,8%	65.530	4,5%
HONDA	8.430	3,5%	7.433	3,1%	46.552	3,4%	58.123	4,0%
NISSAN	8.668	3,6%	7.938	3,3%	50.706	3,7%	42.941	3,0%
CHERY	5.347	2,2%	6.722	2,8%	33.316	2,4%	34.979	2,4%
OTHERS	44.961	18,6%	47.131	19,4%	261.918	18,9%	275.878	19,1%
TOTAL	241.336	100%	243.238	100%	1.385.309	100%	1.442.327	100%
LIGHT	227.496	94,3%	230.259	94,7%	1.305.842	94,3%	1.362.959	94,5%
HEAVY	13.840	5,7%	12.979	5,3%	79.467	5,7%	79.368	5,5%
TOTAL	241.336	100%	243.238	100%	1.385.309	100%	1.442.327	100%

Monthly light vehicle sales** (units)



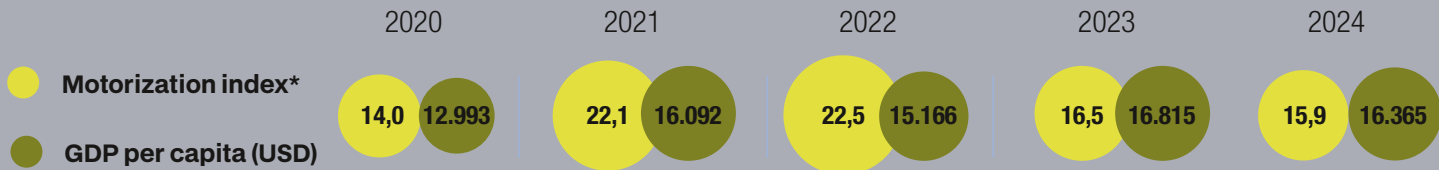
**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



Source: ANFAVEA - IMF

*** Heavy vehicles: trucks and buses

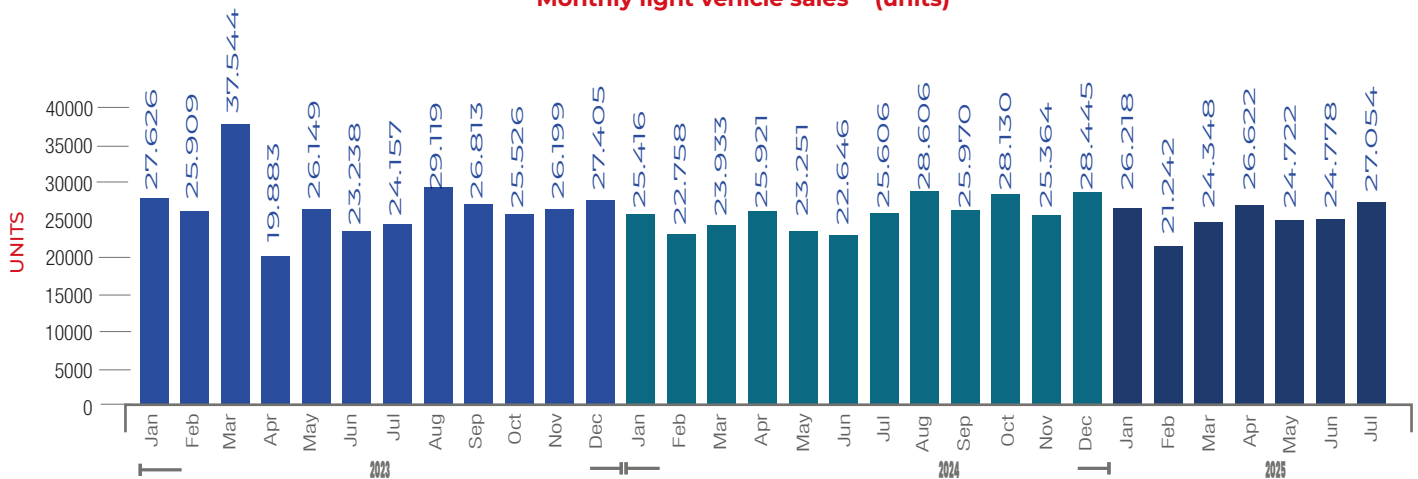


*Motorization index: vehicle sales per thousand people

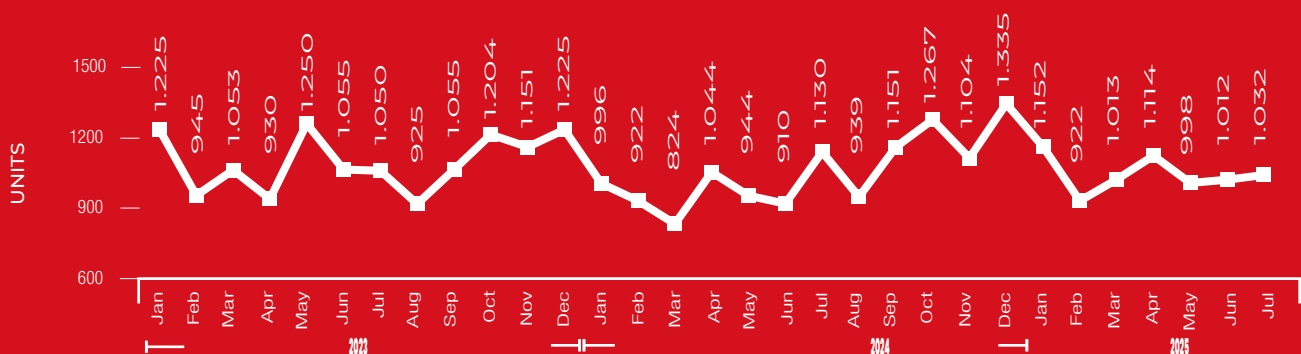
Light: Passenger cars, pick up, commercial cars and SUV
Heavy: Trucks and buses

Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.993	7,5%	2.146	7,6%	13.316	7,6%	13.832	7,6%
SUZUKI	1.748	6,5%	1.826	6,5%	11.100	6,3%	13.014	7,1%
HYUNDAI	1.694	6,3%	1.824	6,5%	11.201	6,4%	11.555	6,3%
CHEVROLET	1.927	7,2%	1.781	6,3%	12.369	7,0%	11.365	6,2%
KIA	1.672	6,3%	1.636	5,8%	10.290	5,8%	10.678	5,9%
PEUGEOT	1.276	4,8%	1.260	4,5%	9.611	5,5%	9.401	5,2%
FORD	1.403	5,2%	1.326	4,7%	7.905	4,5%	8.754	4,8%
GREAT WALL	622	2,3%	1.406	5,0%	4.122	2,3%	7.796	4,3%
MITSUBISHI	849	3,2%	994	3,5%	6.768	3,8%	7.482	4,1%
CHANGAN	977	3,7%	1.170	4,2%	5.554	3,2%	6.662	3,7%
OTHERS	12.575	47,0%	12.717	45,3%	84.065	47,7%	81.688	44,8%
TOTAL	26.736	100%	28.086	100%	176.301	100%	182.227	100%
LIGHT	25.606	95,8%	27.054	96,3%	169.531	96,2%	174.984	96,0%
HEAVY	1.130	4,2%	1.032	3,7%	6.770	3,8%	7.243	4,0%
TOTAL	26.736	100%	28.086	100%	176.301	100%	182.227	100%

Monthly light vehicle sales** (units)



Monthly heavy vehicle sales*** (units)



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

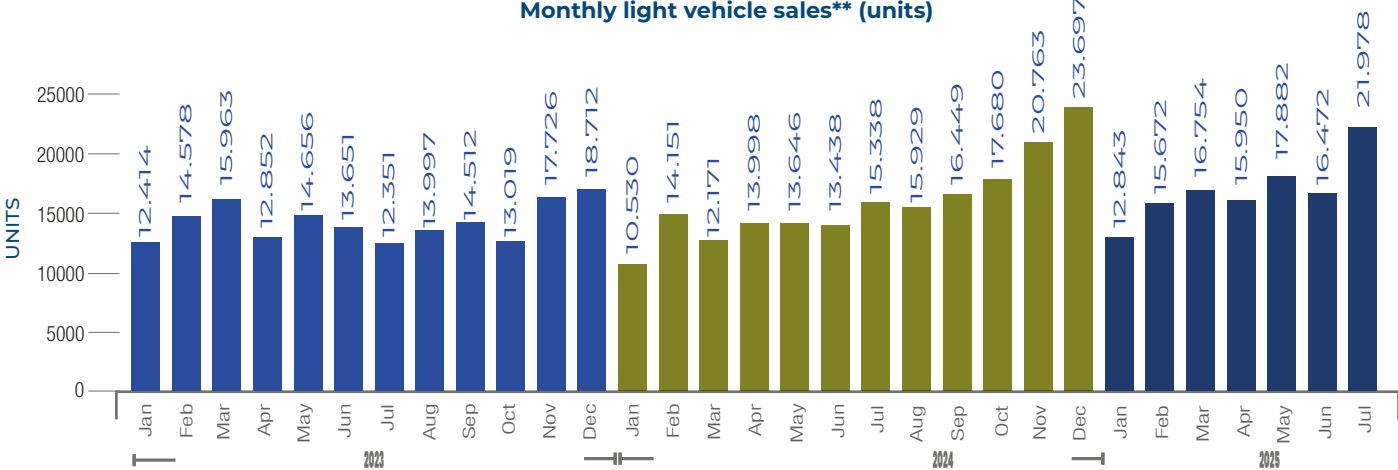
3,8 7.917

*Motorization index: vehicle sales per thousand people

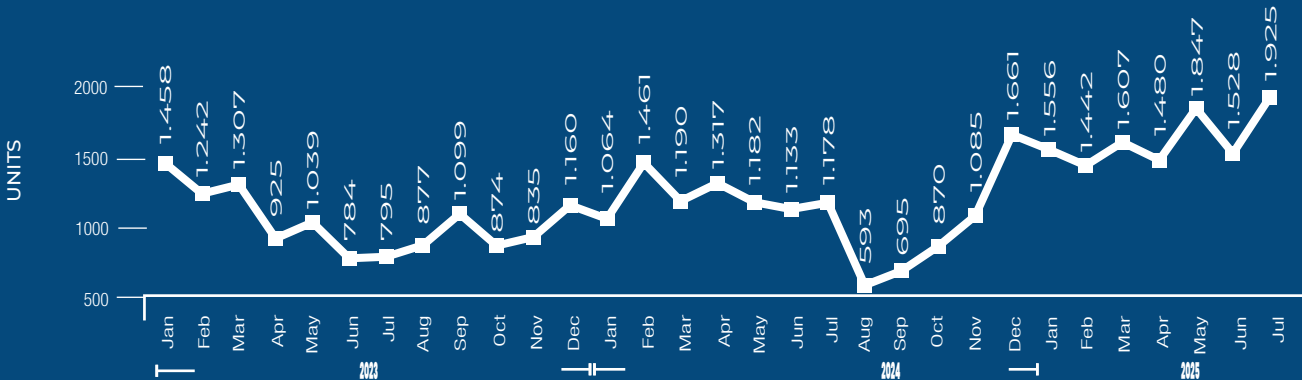
Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance
Heavy: Trucks <10,5 t, trucks >10,5 t, tractor trucks, dump trucks and buses

Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	2.184	13,2%	3.418	14,3%	11.817	11,6%	17.253	13,4%
RENAULT	2.100	12,7%	2.988	12,5%	12.520	12,3%	17.145	13,3%
TOYOTA	2.313	14,0%	2.778	11,6%	15.217	14,9%	14.520	11,3%
MAZDA	1.390	8,4%	2.023	8,5%	8.998	8,8%	11.386	8,8%
CHEVROLET	1.617	9,8%	1.962	8,2%	10.946	10,8%	10.764	8,3%
NISSAN	935	5,7%	1.185	5,0%	6.084	6,0%	7.104	5,5%
SUZUKI	1.001	6,1%	1.639	6,9%	5.778	5,7%	6.629	5,1%
HYUNDAI	550	3,3%	1.041	4,4%	2.720	2,7%	5.959	4,6%
VOLKSWAGEN	696	4,2%	912	3,8%	4.038	4,0%	5.086	3,9%
BYD	400	2,4%	807	3,4%	1.280	1,3%	4.801	3,7%
OTHERS	3.330	20,2%	5.150	21,5%	22.399	22,0%	28.289	21,9%
TOTAL	16.516	100%	23.903	100%	101.797	100%	128.936	100%
LIGHT	15.338	92,9%	21.978	91,9%	93.272	91,6%	117.551	91,2%
HEAVY	1.178	7,1%	1.925	8,1%	8.525	8,4%	11.385	8,8%
TOTAL	16.516	100%	23.903	100%	101.797	100%	128.936	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)

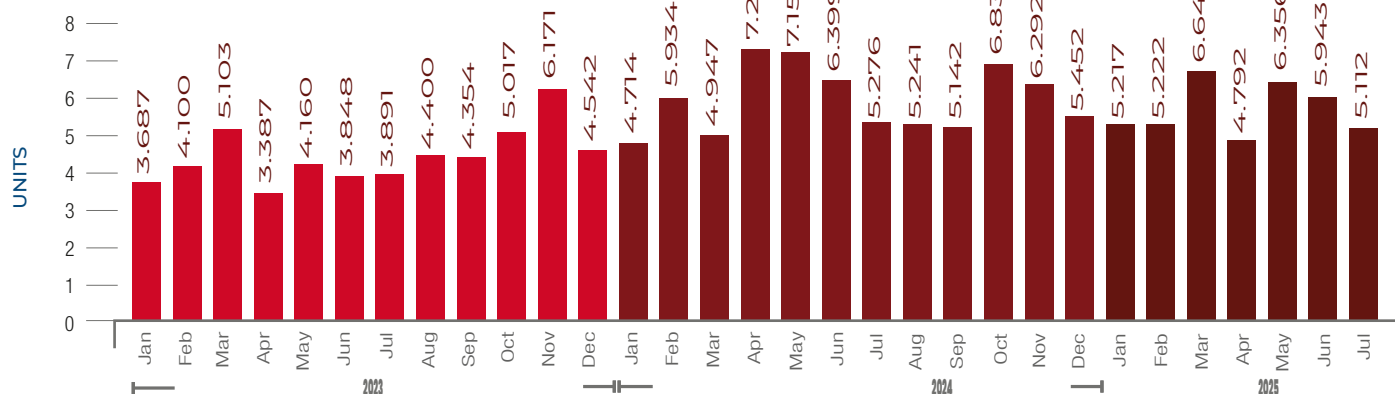
*Motorization index: vehicle sales per thousand people

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

Imports data

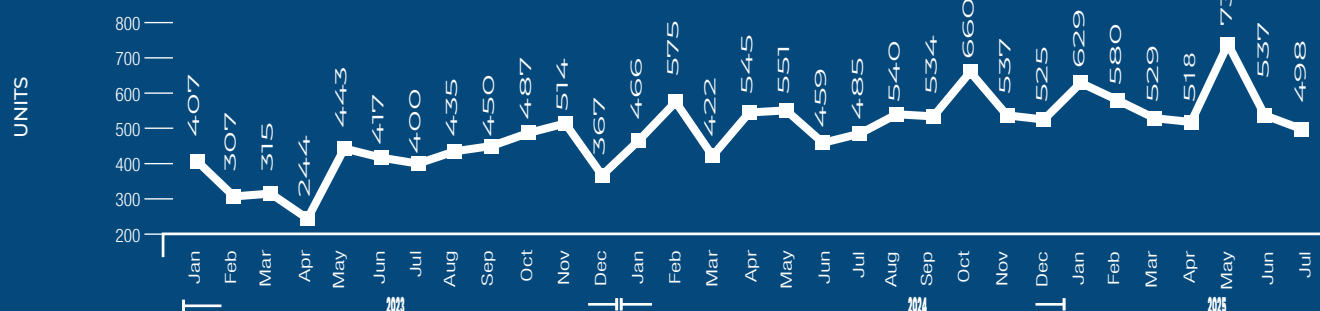
Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	856	14,9%	802	14,3%	9.371	20,7%	8.395	19,4%
NISSAN	516	9,0%	516	9,2%	3.994	8,8%	4.165	9,6%
SUZUKI	743	12,9%	503	9,0%	4.410	9,8%	3.128	7,2%
GEELY	293	5,1%	390	7,0%	2.239	5,0%	2.554	5,9%
BYD	108	1,9%	643	11,5%	1.506	3,3%	2.507	5,8%
MITSUBISHI	193	3,4%	296	5,3%	1.753	3,9%	2.261	5,2%
HYUNDAI	356	6,2%	239	4,3%	2.620	5,8%	2.184	5,0%
KIA	211	3,7%	163	2,9%	1.047	2,3%	1.483	3,4%
CHERY	360	6,2%	258	4,6%	2.360	5,2%	1.386	3,2%
CHEVROLET	202	3,5%	154	2,7%	1.763	3,9%	1.268	2,9%
OTHERS	1.923	33,4%	1.646	29,3%	14.105	31,2%	13.971	32,3%
TOTAL	5.761	100%	5.610	100%	45.168	100%	43.302	100%
LIGHT	5.276	91,6%	5.112	91,1%	41.665	92,2%	39.270	90,7%
HEAVY	485	8,4%	498	8,9%	3.503	7,8%	4.032	9,3%
TOTAL	5.761	100%	5.610	100%	45.168	100%	43.302	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

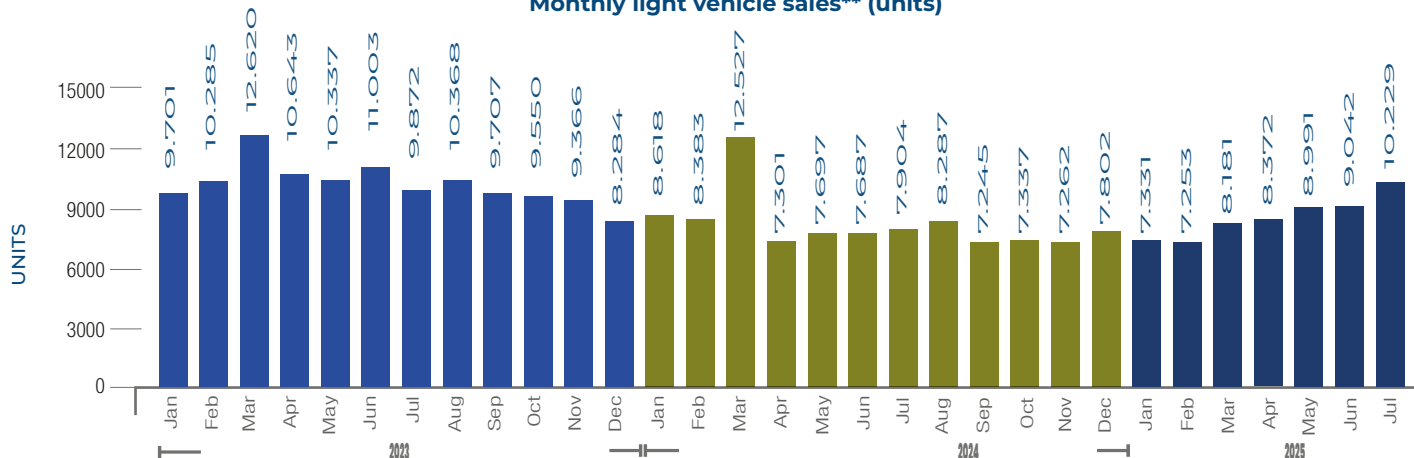
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

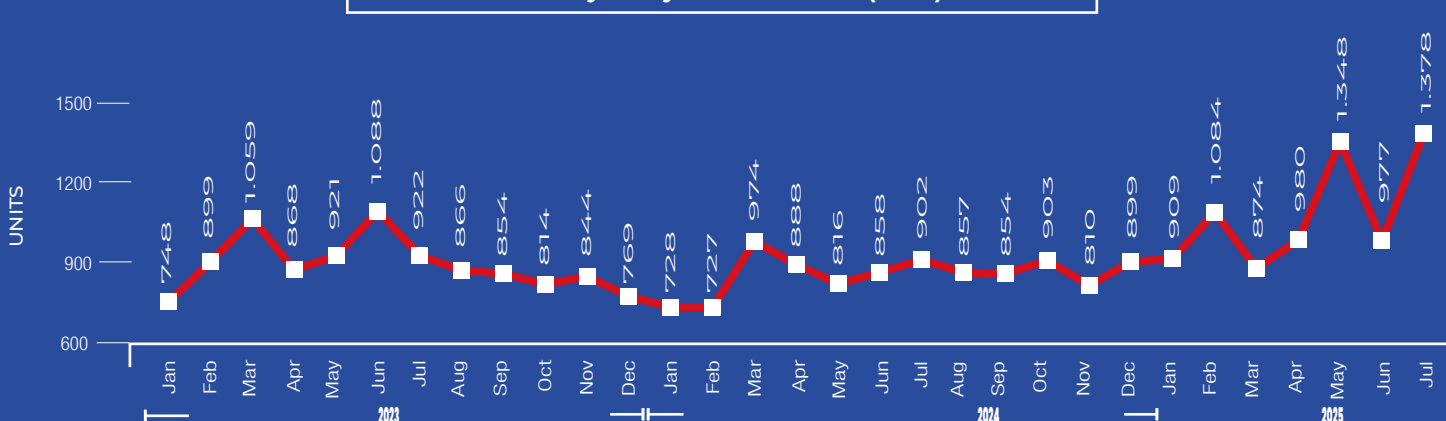
Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.278	14,5%	1.775	15,3%	10.117	15,3%	10.893	16,3%
CHEVROLET	1.582	18,0%	1.320	11,4%	12.212	18,5%	9.362	14,0%
HYUNDAI	428	4,9%	717	6,2%	3.314	5,0%	4.078	6,1%
TOYOTA	670	7,6%	637	5,5%	4.165	6,3%	3.468	5,2%
GWM	300	3,4%	609	5,2%	1.874	2,8%	3.427	5,1%
CHERY	288	3,3%	522	4,5%	2.943	4,5%	3.046	4,5%
SUZUKI	308	3,5%	424	3,7%	2.545	3,9%	2.683	4,0%
RENAULT	310	3,5%	481	4,1%	2.253	3,4%	2.535	3,8%
JAC	237	2,7%	362	3,1%	1.789	2,7%	1.973	2,9%
SINOTRUK	147	1,7%	363	3,1%	1.095	1,7%	1.729	2,6%
OTHERS	3.258	37,0%	4.397	37,9%	23.703	35,9%	23.755	35,5%
TOTAL	8.806	100%	11.607	100%	66.010	100%	66.949	100%
LIGHT	7.904	89,8%	10.229	88,1%	60.117	91,1%	59.399	88,7%
HEAVY	902	10,2%	1.378	11,9%	5.893	8,9%	7.550	11,3%
TOTAL	8.806	100%	11.607	100%	66.010	100%	66.949	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: AEADE - FMI



GUATEMALA

Regional Automotive Market

2022

2023

2024

● Motorization index*

2,6 5.509

3,1 5.933

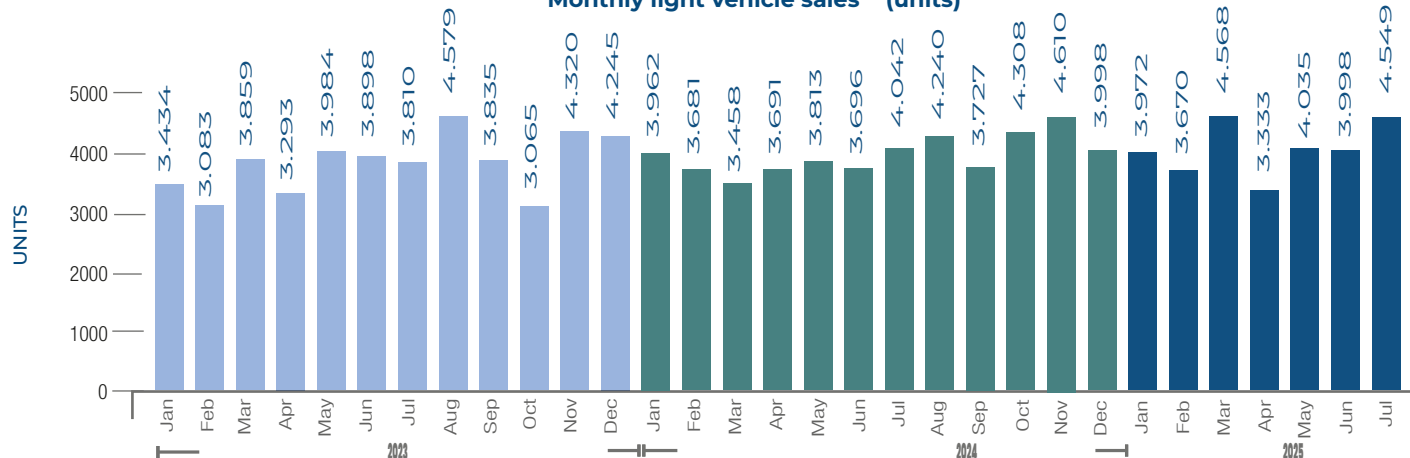
3,3 6.037

● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

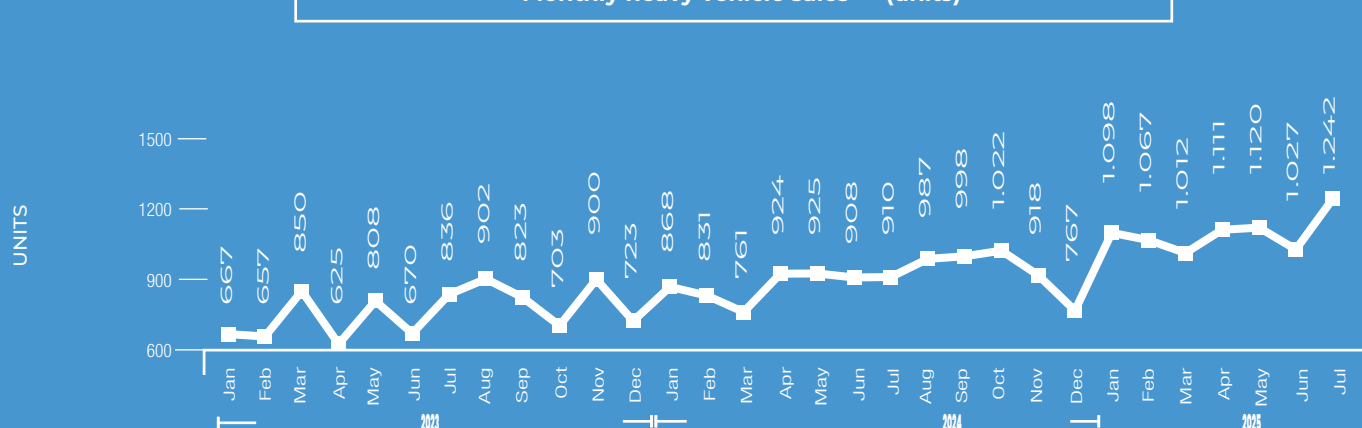
	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.351	27,3%	1.504	26,0%	9.470	29,2%	9.475	26,5%
ISUZU	394	8,0%	581	10,0%	2.457	7,6%	3.082	8,6%
KIA	353	7,1%	391	6,8%	2.266	7,0%	2.333	6,5%
MITSUBISHI	290	5,9%	323	5,6%	2.222	6,8%	2.149	6,0%
JAC	283	5,7%	319	5,5%	1.721	5,3%	1.958	5,5%
CHANGAN	273	5,5%	287	5,0%	1.587	4,9%	1.753	4,9%
HINO	231	4,7%	239	4,1%	1.432	4,4%	1.636	4,6%
SUZUKI	245	4,9%	352	6,1%	1.298	4,0%	1.619	4,5%
VOLKSWAGEN	124	2,5%	207	3,6%	1.067	3,3%	1.365	3,8%
FOTON	118	2,4%	225	3,9%	884	2,7%	1.272	3,6%
OTHERS	1.290	26,1%	1.363	23,5%	8.066	24,8%	9.160	25,6%
TOTAL	4.952	100%	5.791	100%	32.470	100%	35.802	100%
LIGHT	4.042	81,6%	4.549	78,6%	26.343	81,1%	28.125	78,6%
HEAVY	910	18,4%	1.242	21,4%	6.127	18,9%	7.677	21,4%
TOTAL	4.952	100%	5.791	100%	32.470	100%	35.802	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

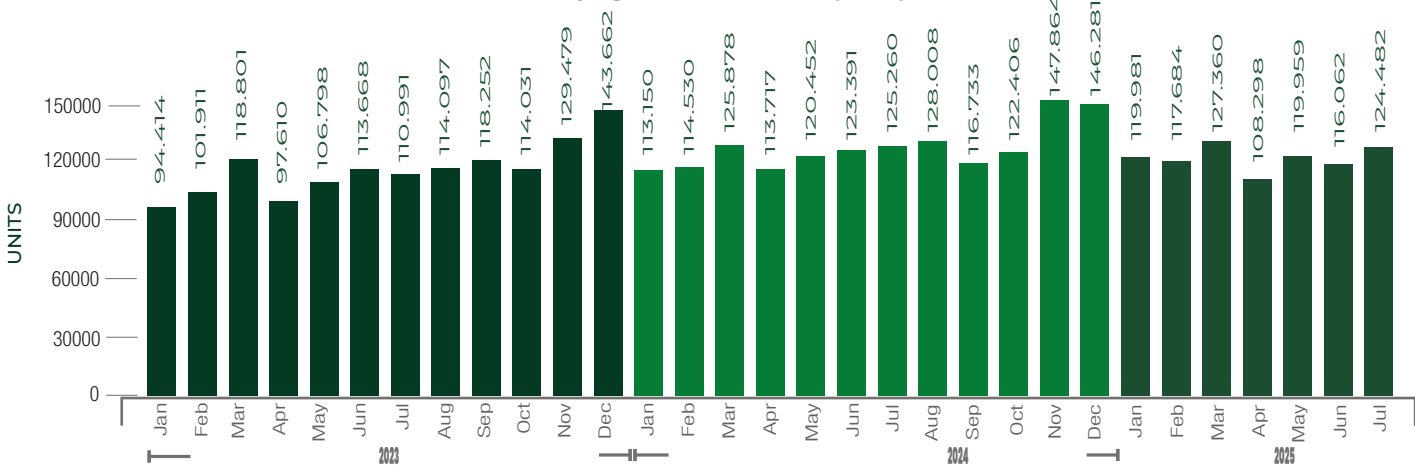
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

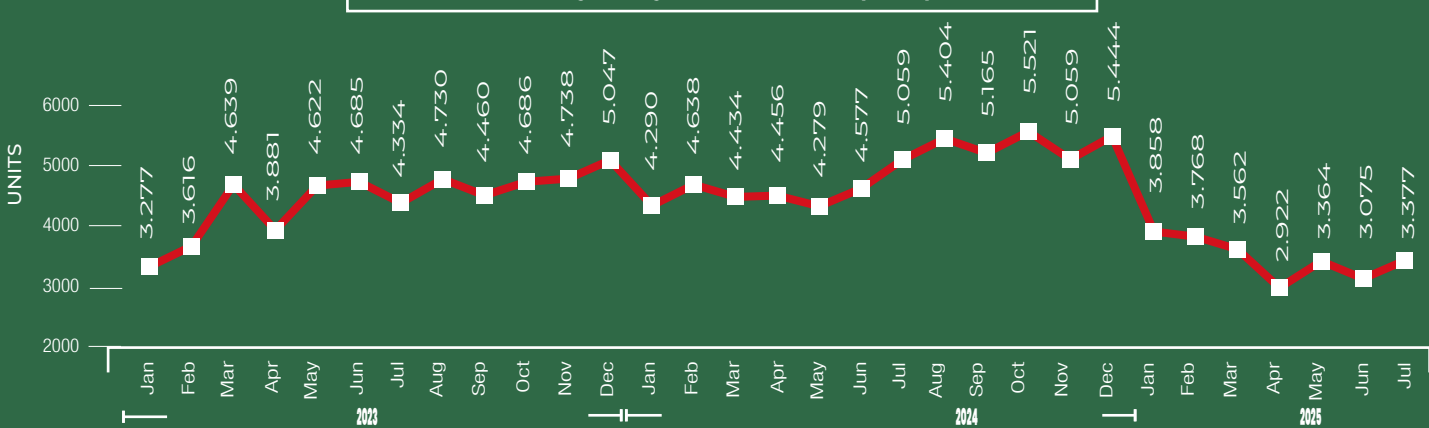
Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	20.836	16,0%	23.614	18,5%	142.722	16,4%	151.897	17,7%
GENERAL MOTORS	17.076	13,1%	15.919	12,5%	116.838	13,5%	110.520	12,9%
VOLKSWAGEN	11.679	9,0%	11.090	8,7%	76.719	8,8%	76.685	8,9%
TOYOTA	11.066	8,5%	10.471	8,2%	69.147	8,0%	70.731	8,2%
KIA	8.863	6,8%	9.302	7,3%	59.828	6,9%	62.244	7,3%
MAZDA	8.374	6,4%	9.803	7,7%	52.768	6,1%	59.712	7,0%
FCA	4.481	3,4%	5.170	4,0%	41.533	4,8%	37.553	4,4%
FORD MOTOR	4.941	3,8%	4.628	3,6%	30.403	3,5%	30.116	3,5%
HYUNDAI	4.544	3,5%	4.712	3,7%	29.386	3,4%	29.952	3,5%
MG MOTOR	4.644	3,6%	4.357	3,4%	29.152	3,4%	27.597	3,2%
OTHERS	33.815	25,9%	28.793	22,5%	219.615	25,3%	200.745	23,4%
TOTAL	130.319	100%	127.859	100%	868.111	100%	857.752	100%
LIGHT	125.260	96,1%	124.482	97,4%	836.378	96,3%	833.826	97,2%
HEAVY	5.059	3,9%	3.377	2,6%	31.733	3,7%	23.926	2,8%
TOTAL	130.319	100%	127.859	100%	868.111	100%	857.752	100%

Monthly light vehicle sales** (units)



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

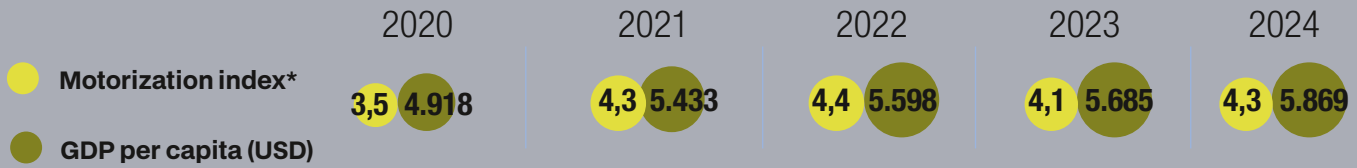
Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

PARAGUAY

Regional Automotive Market

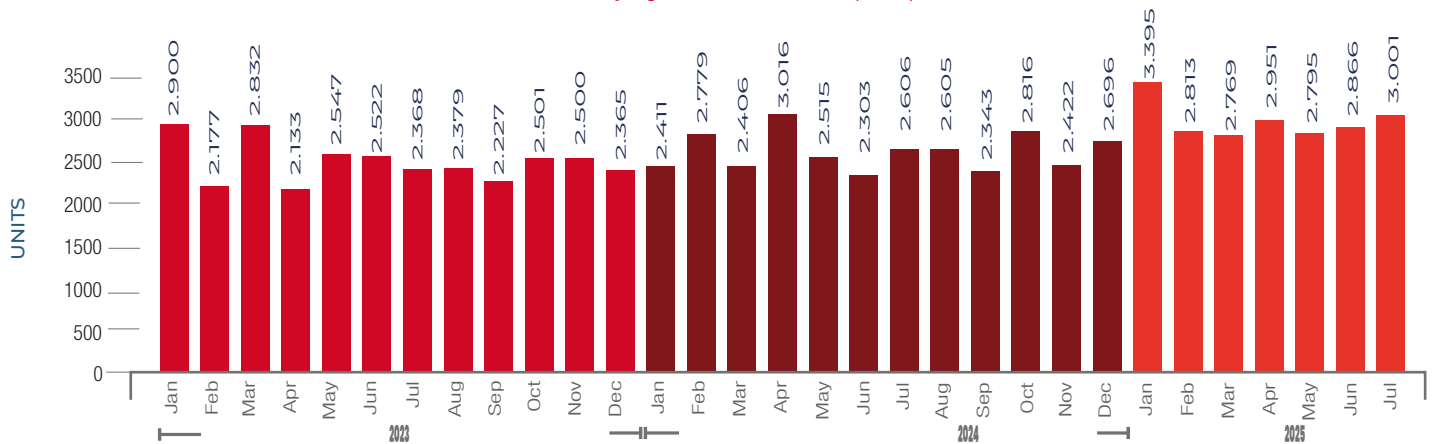


*Motorization index: vehicle sales per thousand people

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

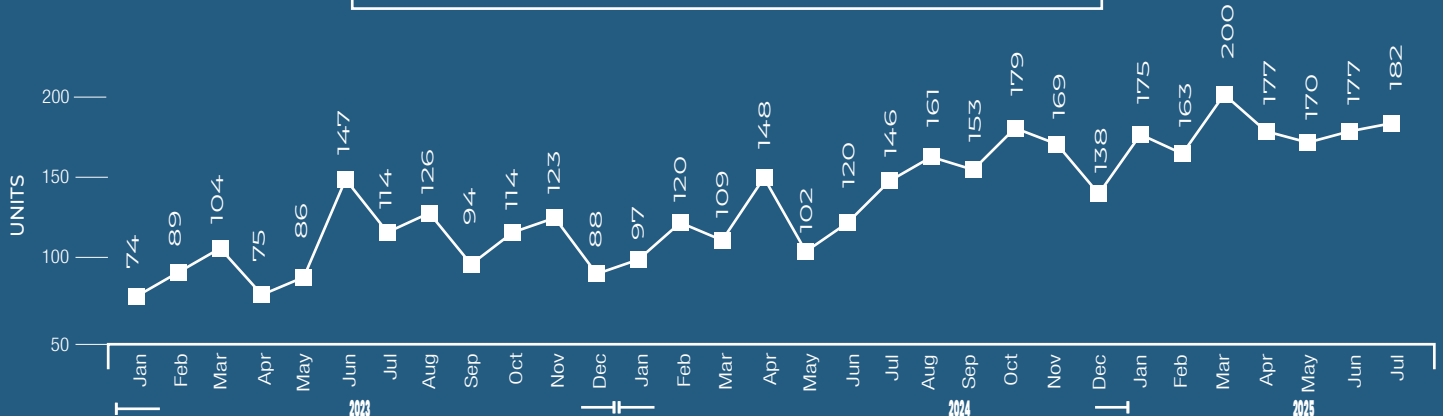
Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	425	15,4%	485	15,2%	3.055	16,2%	3.454	15,8%
TOYOTA	416	15,1%	378	11,9%	2.740	14,5%	2.825	12,9%
HYUNDAI	313	11,4%	335	10,5%	2.122	11,2%	2.447	11,2%
CHEVROLET	302	11,0%	356	11,2%	2.362	12,5%	2.336	10,7%
FIAT	136	4,9%	205	6,4%	689	3,6%	1.269	5,8%
VOLKSWAGEN	183	6,6%	172	5,4%	1.088	5,8%	1.207	5,5%
NISSAN	156	5,7%	133	4,2%	1.146	6,1%	1.064	4,9%
SUZUKI	0	0,0%	118	3,7%	28	0,1%	782	3,6%
GEELY	75	2,7%	110	3,5%	568	3,0%	707	3,2%
ISUZU	50	1,8%	62	1,9%	265	1,4%	403	1,8%
OTHERS	696	25,3%	829	26,0%	4.815	25,5%	5.340	24,5%
TOTAL	2.752	100%	3.183	100%	18.878	100%	21.834	100%
LIGHT	2.606	94,7%	3.001	94,3%	18.036	95,5%	20.590	94,3%
HEAVY	146	5,3%	182	5,7%	842	4,5%	1.244	5,7%
TOTAL	2.752	100%	3.183	100%	18.878	100%	21.834	100%

Monthly light vehicle sales** (units)



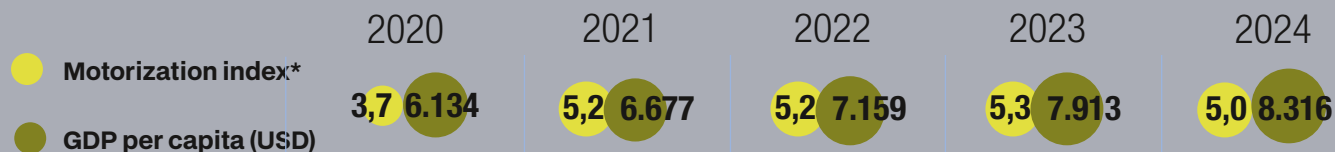
**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: CADAM - FMI

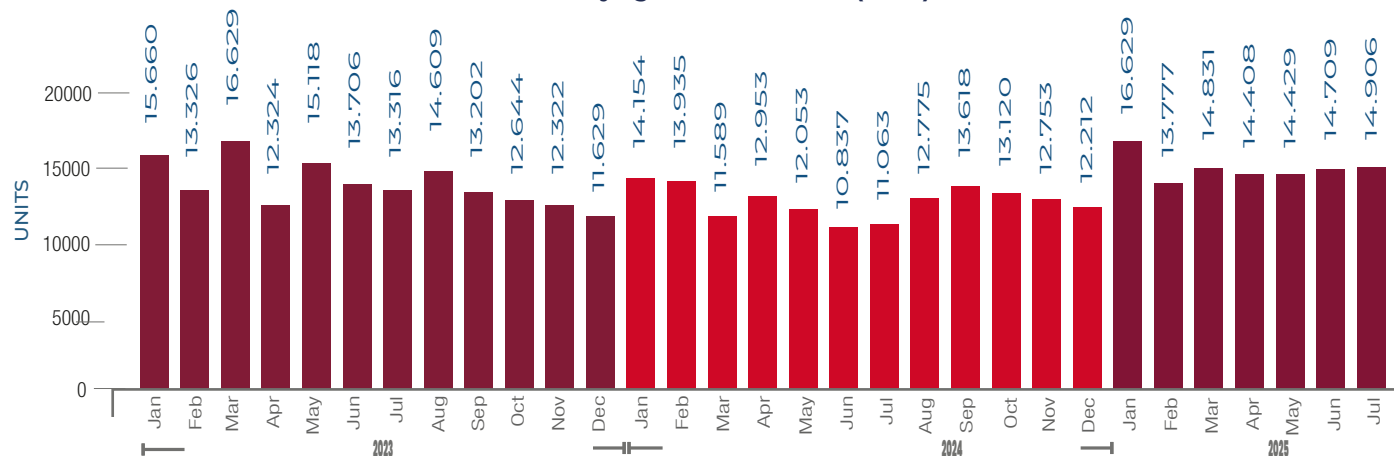


*Motorization index: vehicle sales per thousand people

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

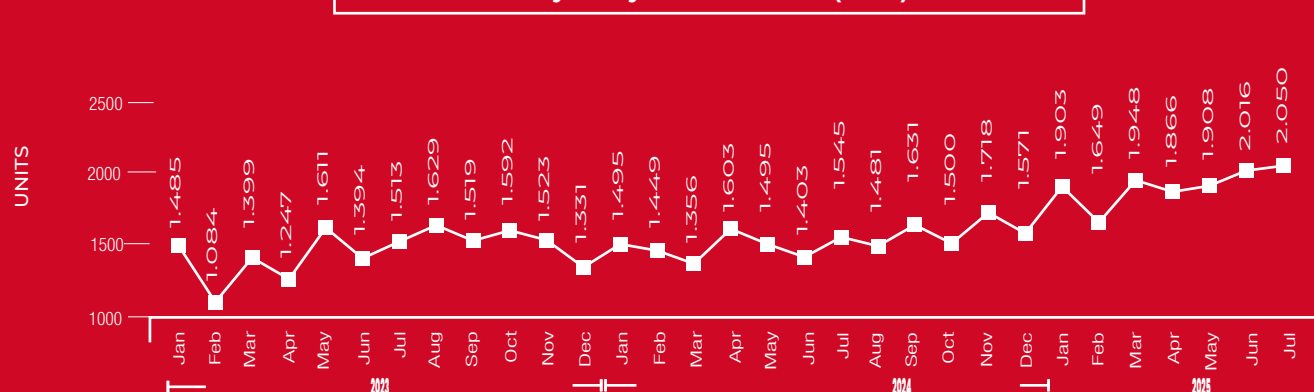
Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.570	20,4%	3.287	19,4%	18.262	18,8%	21.431	18,3%
HYUNDAI	1.051	8,3%	1.256	7,4%	8.669	8,9%	9.709	8,3%
KIA	995	7,9%	1.418	8,4%	7.656	7,9%	9.699	8,3%
CHANGAN	575	4,6%	959	5,7%	4.644	4,8%	6.275	5,4%
CHEVROLET	526	4,2%	673	4,0%	5.267	5,4%	5.316	4,5%
JAC	378	3,0%	631	3,7%	3.173	3,3%	4.473	3,8%
DFSK	504	4,0%	522	3,1%	3.996	4,1%	4.161	3,6%
FORD	366	2,9%	548	3,2%	2.525	2,6%	3.903	3,3%
JETOUR	244	1,9%	563	3,3%	1.940	2,0%	3.597	3,1%
GEELY	209	1,7%	442	2,6%	1.760	1,8%	3.015	2,6%
OTHERS	5.190	41,2%	6.657	39,3%	39.038	40,3%	45.450	38,8%
TOTAL	12.608	100%	16.956	100%	96.930	100%	117.029	100%
LIGHT	11.063	87,7%	14.906	87,9%	86.584	89,3%	103.689	88,6%
HEAVY	1.545	12,3%	2.050	12,1%	10.346	10,7%	13.340	11,4%
TOTAL	12.608	100%	16.956	100%	96.930	100%	117.029	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*

● GDP per capita (USD)

10,3

16.023

14,8

17.334

15,8

20.022

17,3

21.657

18,6

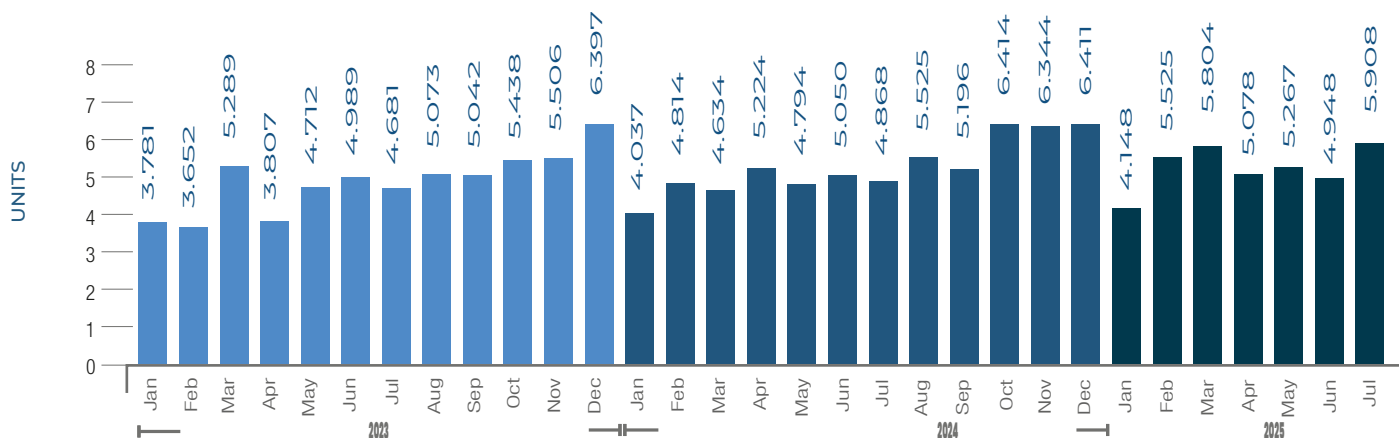
23.053

*Motorization index: vehicle sales per thousand people

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

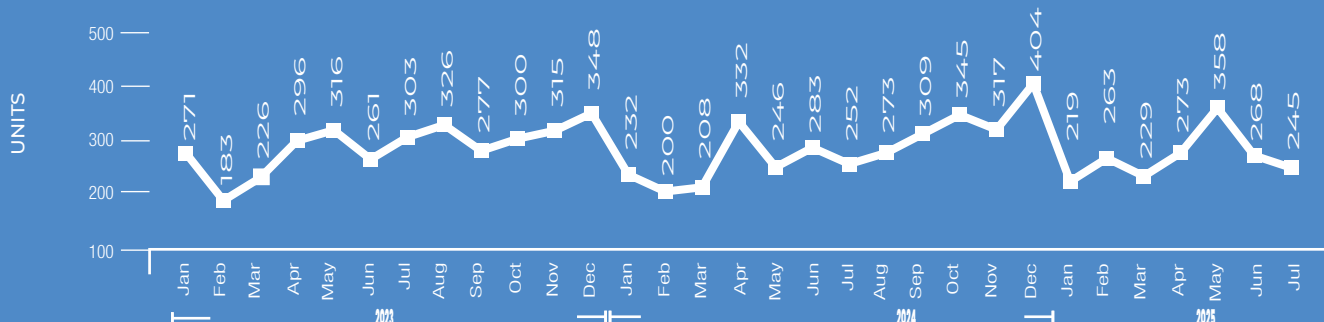
Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	660	12,9%	710	11,5%	2.763	7,9%	5.576	14,5%
CHEVROLET	11	0,2%	470	7,6%	5.587	15,9%	3.544	9,2%
BYD	200	3,9%	743	12,1%	1.783	5,1%	3.524	9,1%
VOLKSWAGEN	404	7,9%	541	8,8%	2.763	7,9%	3.401	8,8%
RENAULT	400	7,8%	420	6,8%	2.520	7,2%	3.308	8,6%
HYUNDAI	403	7,9%	360	5,9%	2.735	7,8%	2.659	6,9%
SUZUKI	409	8,0%	679	11,0%	2.214	6,3%	2.266	5,9%
CITROËN	213	4,2%	225	3,7%	1.742	5,0%	1.356	3,5%
CHERY	80	1,6%	227	3,7%	540	1,5%	1.114	2,9%
NISSAN	172	3,4%	94	1,5%	1.539	4,4%	1.080	2,8%
OTHERS	2.168	42,3%	1.684	27,4%	10.988	31,2%	10.705	27,8%
TOTAL	5.120	100%	6.153	100%	35.174	100%	38.533	100%
LIGHT	4.868	95,1%	5.908	96,0%	33.421	95,0%	36.678	95,2%
HEAVY	252	4,9%	245	4,0%	1.753	5,0%	1.855	4,8%
TOTAL	5.120	100%	6.153	100%	35.174	100%	38.533	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: ASCOMA - FMI



Asociación de Concesionarios de Marcas de Automotores (Ascoma)

VENEZUELA

Regional Automotive Market

2020

2021

2022

2023

2024



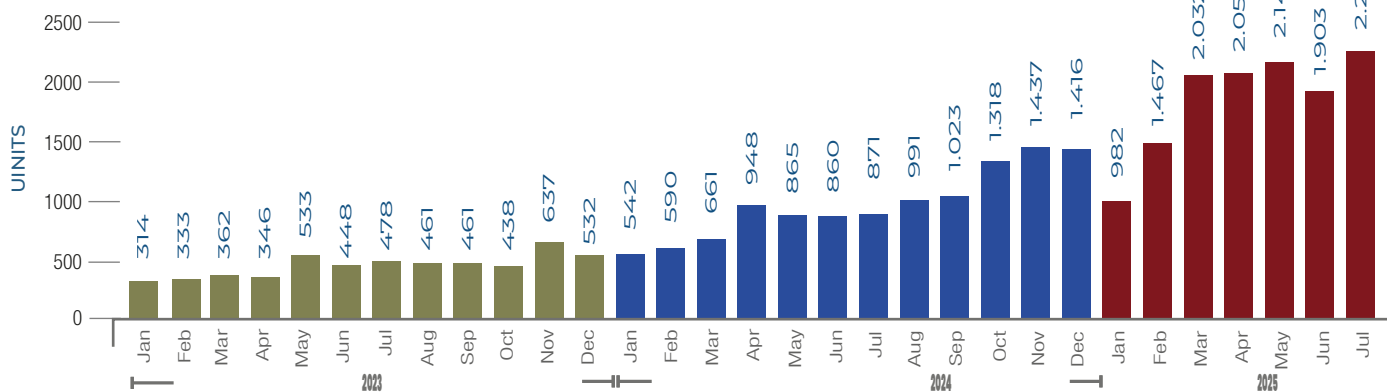
*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (July 2024)		Sales by brand (July 2025)		Accumulated sales by brand (January - July 2024)		Accumulated sales by brand (January - July 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	573	39,8%	1.249	40,2%	3.862	45,3%	7.040	39,0%
JAC	475	33,0%	969	31,2%	2.142	25,1%	6.462	35,8%
CHANGAN	122	8,5%	270	8,7%	685	8,0%	1.201	6,6%
FIAT	39	2,7%	100	3,2%	310	3,6%	717	4,0%
FORD MOTOR	68	4,7%	139	4,5%	547	6,4%	584	3,2%
FOTON	65	4,5%	105	3,4%	329	3,9%	520	2,9%
MMC AUTOMOTRIZ	36	2,5%	154	5,0%	245	2,9%	513	2,8%
KIA	0	0,0%	16	0,5%	0	0,0%	413	2,3%
FCA	22	1,5%	56	1,8%	228	2,7%	336	1,9%
JMC	0	0,0%	14	0,5%	0	0,0%	119	0,7%
OTHERS	39	2,7%	33	1,1%	182	2,1%	165	0,9%
TOTAL	1.439	100%	3.105	100%	8.530	100%	18.070	100%
PASSENGER	871	60,5%	2.232	71,9%	5.337	62,6%	12.810	70,9%
COMMERCIAL	568	39,5%	873	28,1%	3.193	37,4%	5.260	29,1%
TOTAL	1.439	100%	3.105	100%	8.530	100%	18.070	100%

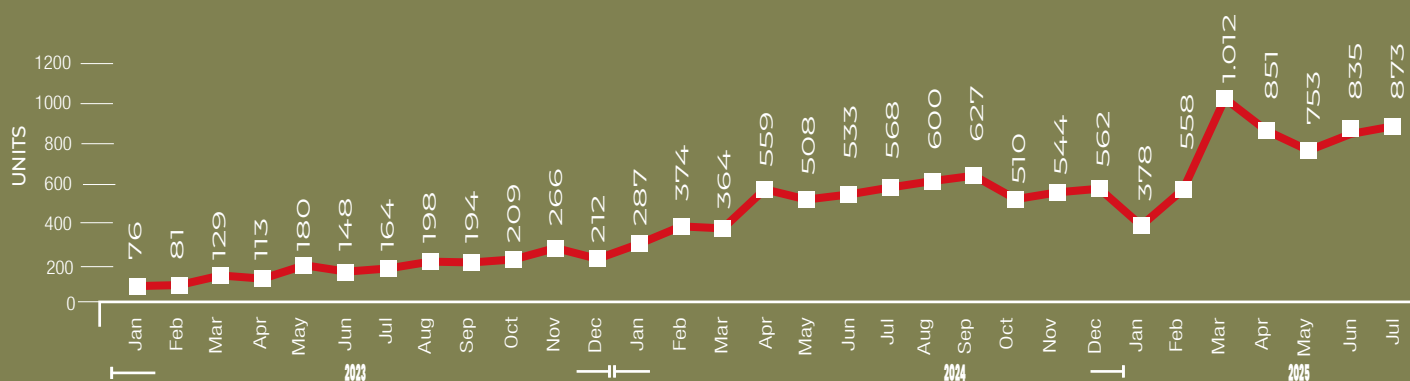
Note: In 2023 a methodological change was made to the information presented by Cavenéz. The information is divided into passenger and commercial segments.

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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