



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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Regional Market
by the end of September 2025

Distributed for



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

Regional automotive market - Summary

In Sep 2025 in comparison with Sep 2024: increase in **8,6%** in sales.

In September:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**130.1%**) and Colombia (**45.2%**)
- Highest y-o-y decrease: Costa Rica (**12.1%**) and Mexico (**1.1%**)

Light Vehicles Sales:



- Highest y-o-y growth: Venezuela (**173.9%**), Colombia (**39.4%**) and Ecuador (**36.7%**)
- Highest y-o-y decrease: Costa Rica (**14.1%**)

Heavy Vehicles Sales:



- Highest y-o-y growth: Colombia (**119.7%**), Ecuador (**63.1%**) and Venezuela (**58.5%**)
- Highest y-o-y decrease: Mexico (**34.6%**), Uruguay (**16.2%**) and Brazil (**12.7%**)

Countries	September 2024	September 2025	Jan - Sep 2024	Jan - Sep 2025	% VAR Sep 2025 -2024	% VAR Jan - Sep 2025 -2024
Brazil	236.334	243.230	1.859.025	1.910.937	2,9%	2,8%
Mexico	121.921	120.539	1.123.444	1.105.831	-1,1%	-1,6%
Argentina	43.679	55.827	311.757	493.243	27,8%	58,2%
Chile	27.121	33.521	232.967	244.222	23,6%	4,8%
Colombia	17.144	24.894	135.463	175.157	45,2%	29,3%
Peru	15.249	17.963	126.435	153.206	17,8%	21,2%
Ecuador	8.099	11.299	83.253	88.605	39,5%	6,4%
Costa Rica*	5.677	4.992	56.558	52.969	-12,1%	-6,3%
Uruguay	5.505	7.054	46.477	51.577	28,1%	11,0%
Guatemala	4.725	5.251	42.422	46.211	11,1%	8,9%
Panama	4.056	4.651	39.405	42.762	14,7%	8,5%
Paraguay	2.496	3.225	24.140	28.259	29,2%	17,1%
Venezuela	1.650	3.796	11.771	25.099	130,1%	113,2%

*Imports

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

ALADDA
Asociación Latinoamericana
Distribuidores de Automóviles

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

(thousand units)

País	September 2024	September 2025	Jan - Sep 2024	Jan - Sep 2025	Ratio (population / light vehicle sales)
	236,3	243,2	1.859,0	1.910,9	2023: 94 2024: 85 
	121,9	120,5	1.123,4	1.105,8	2023: 96 2024: 88 
	43,7	55,8	311,8	493,2	2023: 111 2024: 122 
	27,1	33,5	233,0	244,2	2023: 64 2024: 66 
	17,1	24,9	135,5	175,2	2023: 338 2024: 276 
	15,2	18,0	126,4	153,2	2023: 210 2024: 226 
	8,1	11,3	83,3	88,6	2023: 150 2024: 183 
	5,7	5,0	56,6	53,0	2023: 100 2024: 75 
	5,5	7,1	46,5	51,6	2023: 61 2024: 57 
	4,7	5,3	42,4	46,2	2023: 388 2024: 378 
	4,1	4,7	39,4	42,8	2023: 94 2024: 86 
	2,5	3,2	24,1	28,3	2023: 257 2024: 248 
	1,7	3,8	11,8	25,1	2023: 4.967 2024: 2.296 

*Light vehicles: automobiles, pickups, SUV, VAN (thousand units)
** Heavy vehicles: trucks and buses

País	*Light vehicle sales				**Heavy vehicle sales			
	Sep 2024	Sep 2025	Jan - sep 2024	Jan - sep 2025	Sep 2024	Sep 2025	Jan - sep 2024	Jan - sep 2025
	222,9	231,5	1.752,2	1.809,2	13,5	11,8	106,9	101,8
	116,8	117,2	1.081,2	1.075,2	5,1	3,4	42,3	30,6
	41,1	53,0	294,7	467,2	2,6	2,8	17,1	26,0
	26,0	32,3	224,1	234,9	1,2	1,3	8,9	9,3
	15,9	22,2	124,6	159,2	1,2	2,7	10,8	16,0
	13,6	15,5	113,0	135,4	1,6	2,4	13,5	17,8
	7,2	9,9	75,6	78,7	0,9	1,4	7,6	9,9
	5,2	4,4	52,0	47,7	0,5	0,6	4,6	5,3
	5,2	6,8	44,1	49,2	0,3	0,3	2,3	2,4
	3,7	4,0	34,3	36,2	1,0	1,2	8,1	10,1
	3,9	4,5	38,1	41,2	0,2	0,2	1,3	1,6
	2,3	3,1	23,0	26,7	0,2	0,2	1,2	1,6
	1,0	2,8	7,4	18,0	0,6	1,0	4,4	7,1



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

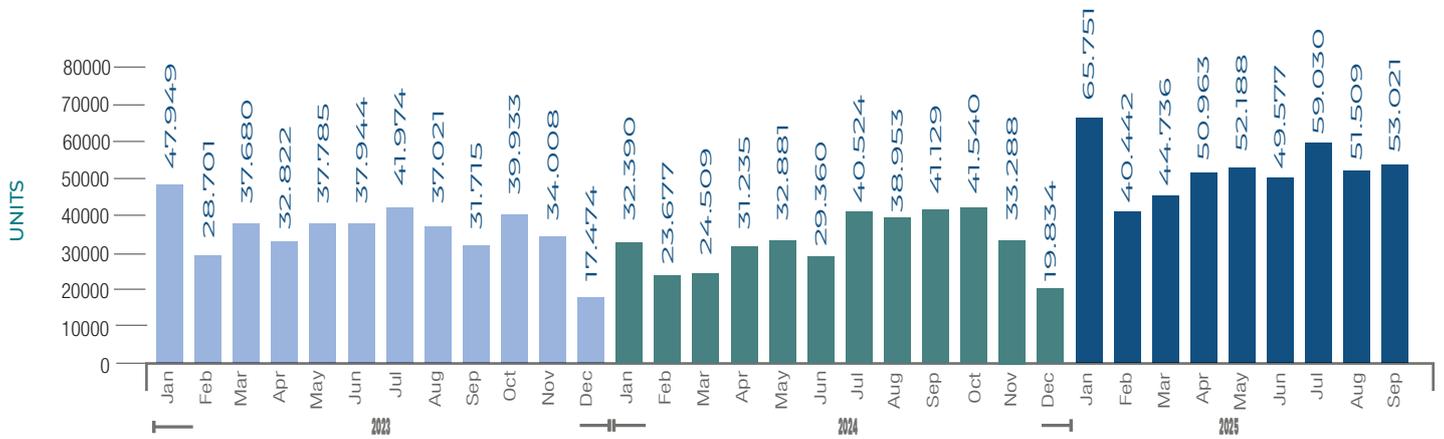
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	7.976	18,3%	8.955	16,0%	64.022	20,5%	80.922	16,4%
VOLKSWAGEN	7.993	18,3%	8.044	14,4%	49.049	15,7%	79.161	16,0%
FIAT	5.174	11,8%	6.177	11,1%	36.041	11,6%	62.230	12,6%
RENAULT	3.424	7,8%	5.296	9,5%	26.465	8,5%	46.906	9,5%
PEUGEOT	4.709	10,8%	3.957	7,1%	28.268	9,1%	40.746	8,3%
FORD	3.653	8,4%	5.288	9,5%	27.211	8,7%	38.228	7,8%
CHEVROLET	2.050	4,7%	4.692	8,4%	17.958	5,8%	36.560	7,4%
CITROEN	1.425	3,3%	2.057	3,7%	10.995	3,5%	19.516	4,0%
JEEP	1.329	3,0%	2.203	3,9%	9.930	3,2%	18.147	3,7%
NISSAN	1.210	2,8%	1.693	3,0%	9.995	3,2%	12.531	2,5%
OTHERS	4.736	10,8%	7.465	13,4%	31.823	10,2%	58.296	11,8%
TOTAL	43.679	100%	55.827	100%	311.757	100%	493.243	100%
LIGHT	41.129	94,2%	53.021	95,0%	294.658	94,5%	467.217	94,7%
HEAVY	2.550	5,8%	2.806	5,0%	17.099	5,5%	26.026	5,3%
TOTAL	43.679	100%	55.827	100%	311.757	100%	493.243	100%

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

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: ACARA - FMI





BRAZIL

Regional Automotive Market

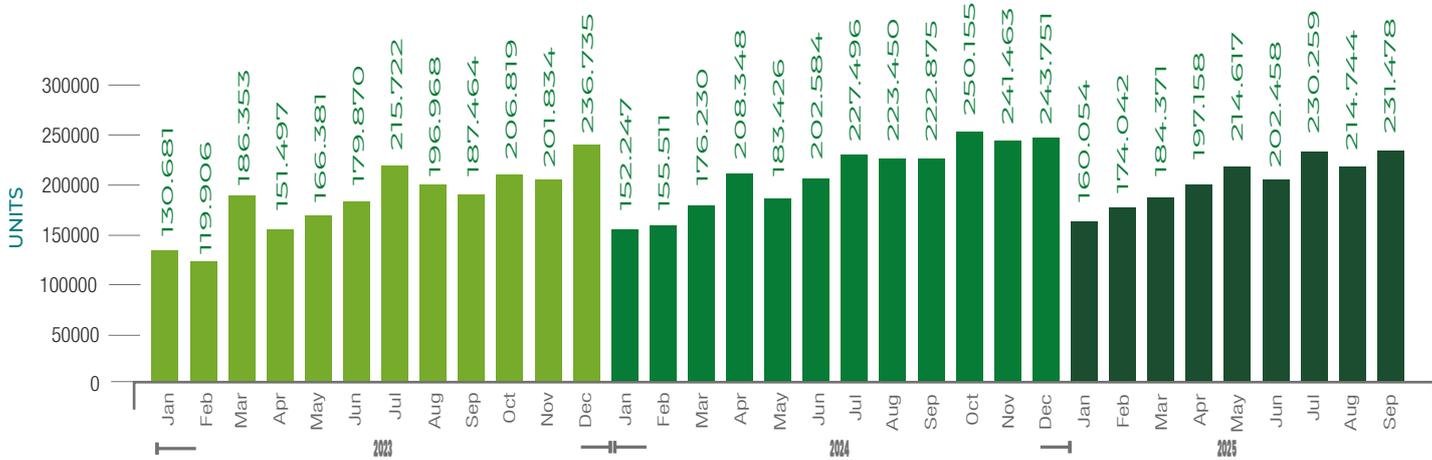


*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	49.634	21,0%	47.242	19,4%	370.221	19,9%	384.406	20,1%
VOLKSWAGEN	35.212	14,9%	43.223	17,8%	276.715	14,9%	334.504	17,5%
GENERAL MOTORS	27.675	11,7%	25.716	10,6%	223.043	12,0%	192.049	10,0%
HYUNDAI	14.714	6,2%	19.004	7,8%	137.539	7,4%	138.842	7,3%
TOYOTA	19.820	8,4%	16.115	6,6%	150.301	8,1%	138.063	7,2%
RENAULT	15.173	6,4%	11.562	4,8%	92.459	5,0%	92.899	4,9%
JEEP	10.663	4,5%	11.539	4,7%	87.898	4,7%	86.114	4,5%
HONDA	8.692	3,7%	7.982	3,3%	63.721	3,4%	73.578	3,9%
NISSAN	8.120	3,4%	7.721	3,2%	66.395	3,6%	56.702	3,0%
CHERY	5.551	2,3%	7.366	3,0%	44.204	2,4%	49.096	2,6%
OTHERS	41.080	17,4%	45.760	18,8%	346.529	18,6%	364.684	19,1%
TOTAL	236.334	100%	243.230	100%	1.859.025	100%	1.910.937	100%
LIGHT	222.875	94,3%	231.478	95,2%	1.752.167	94,3%	1.809.181	94,7%
HEAVY	13.459	5,7%	11.752	4,8%	106.858	5,7%	101.756	5,3%
TOTAL	236.334	100%	243.230	100%	1.859.025	100%	1.910.937	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



CHILE

Regional Automotive Market

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

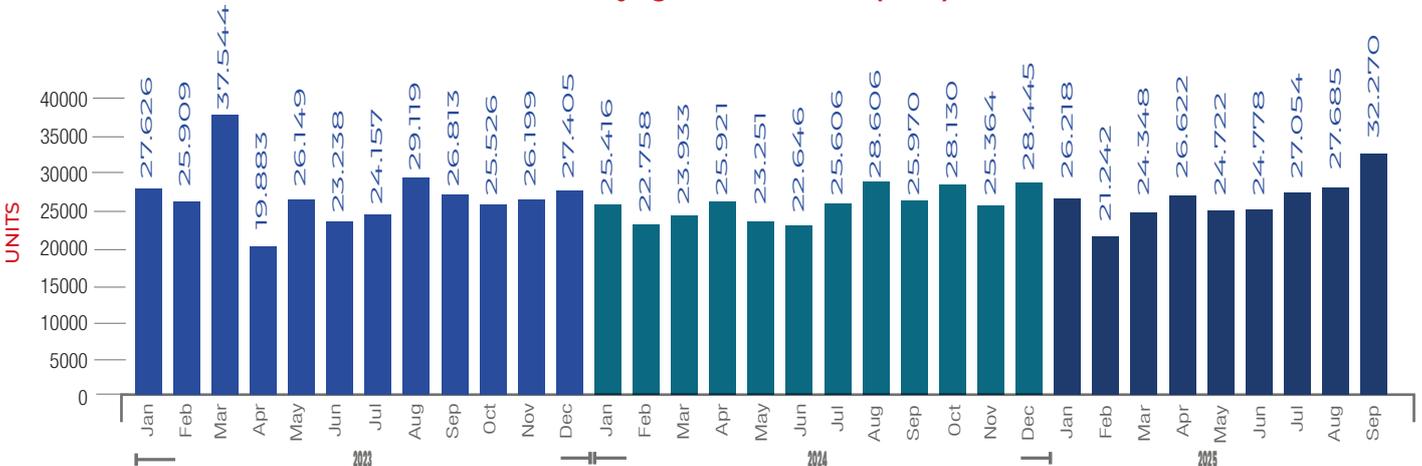
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.307	8,5%	2.536	7,6%	17.349	7,4%	18.786	7,7%
SUZUKI	1.614	6,0%	2.407	7,2%	14.523	6,2%	17.459	7,1%
HYUNDAI	1.889	7,0%	2.032	6,1%	15.387	6,6%	15.837	6,5%
CHEVROLET	1.712	6,3%	1.548	4,6%	16.428	7,1%	14.622	6,0%
KIA	1.630	6,0%	1.959	5,8%	13.944	6,0%	14.349	5,9%
PEUGEOT	1.372	5,1%	1.594	4,8%	12.478	5,4%	12.068	4,9%
FORD	1.416	5,2%	1.353	4,0%	10.785	4,6%	11.461	4,7%
GREAT WALL	834	3,1%	848	2,5%	5.697	2,4%	9.709	4,0%
MITSUBISHI	1.073	4,0%	1.193	3,6%	8.694	3,7%	9.564	3,9%
CHANGAN	749	2,8%	1.294	3,9%	7.271	3,1%	9.096	3,7%
OTHERS	12.525	46,2%	16.757	50,0%	110.411	47,4%	111.271	45,6%
TOTAL	27.121	100%	33.521	100%	232.967	100%	244.222	100%
LIGHT	25.970	95,8%	32.270	96,3%	224.107	96,2%	234.939	96,2%
HEAVY	1.151	4,2%	1.251	3,7%	8.860	3,8%	9.283	3,8%
TOTAL	27.121	100%	33.521	100%	232.967	100%	244.222	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



Cámara de Comercio Automotriz de Chile (CAVEM)

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

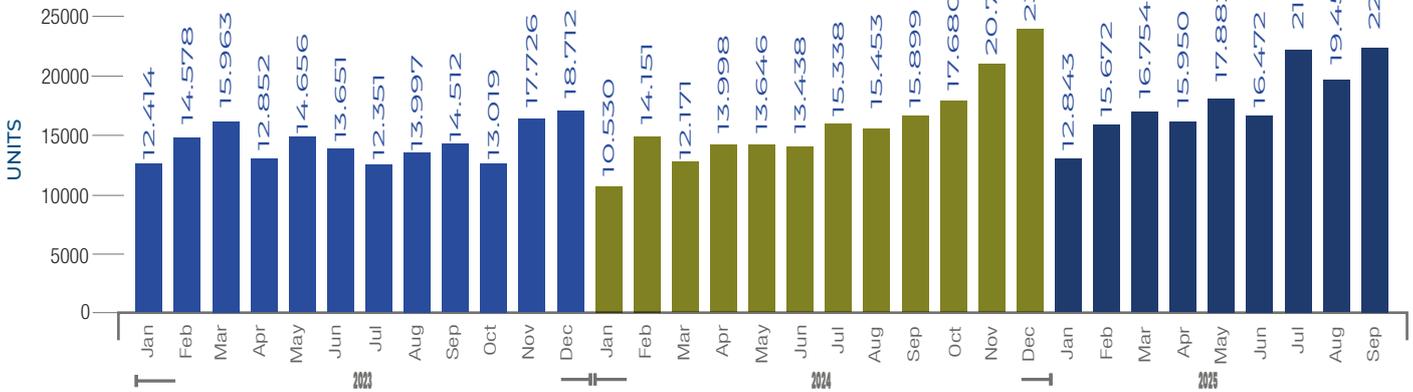
3,8 7.917

*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 (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	2.021	11,8%	3.580	14,4%	15.962	11,8%	23.205	13,2%
RENAULT	2.142	12,5%	2.991	12,0%	16.743	12,4%	22.558	12,9%
TOYOTA	2.560	14,9%	1.864	7,5%	19.649	14,5%	18.897	10,8%
MAZDA	1.680	9,8%	1.935	7,8%	12.290	9,1%	15.440	8,8%
CHEVROLET	1.378	8,0%	2.243	9,0%	13.906	10,3%	14.843	8,5%
NISSAN	1.113	6,5%	1.299	5,2%	8.233	6,1%	9.463	5,4%
SUZUKI	988	5,8%	1.640	6,6%	7.690	5,7%	9.286	5,3%
HYUNDAI	666	3,9%	1.196	4,8%	4.040	3,0%	8.144	4,6%
VOLKSWAGEN	670	3,9%	1.092	4,4%	5.425	4,0%	7.110	4,1%
BYD	341	2,0%	1.111	4,5%	2.012	1,5%	6.906	3,9%
OTHERS	3.585	20,9%	5.943	23,9%	29.513	21,8%	39.305	22,4%
TOTAL	17.144	100%	24.894	100%	135.463	100%	175.157	100%
LIGHT	15.899	92,7%	22.159	89,0%	124.624	92,0%	159.166	90,9%
HEAVY	1.245	7,3%	2.735	11,0%	10.839	8,0%	15.991	9,1%
TOTAL	17.144	100%	24.894	100%	135.463	100%	175.157	100%

Monthly light vehicle sales** (units)



Monthly heavy vehicle sales*** (units)



Source: ANDEMOS - FMI

**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)

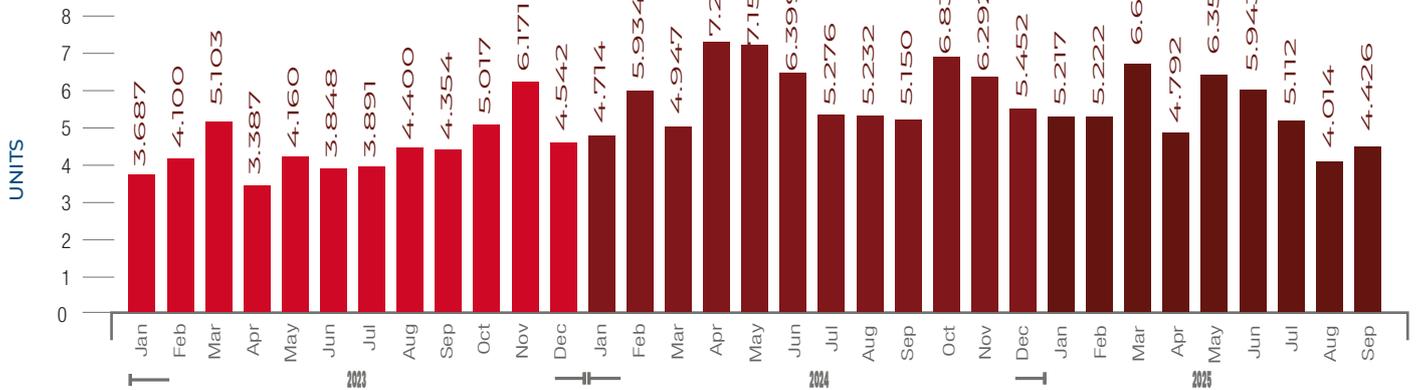
*Motorization index: vehicle sales per thousand people

The motorization index was calculated based on the number of vehicles imported in 2024

Imports data

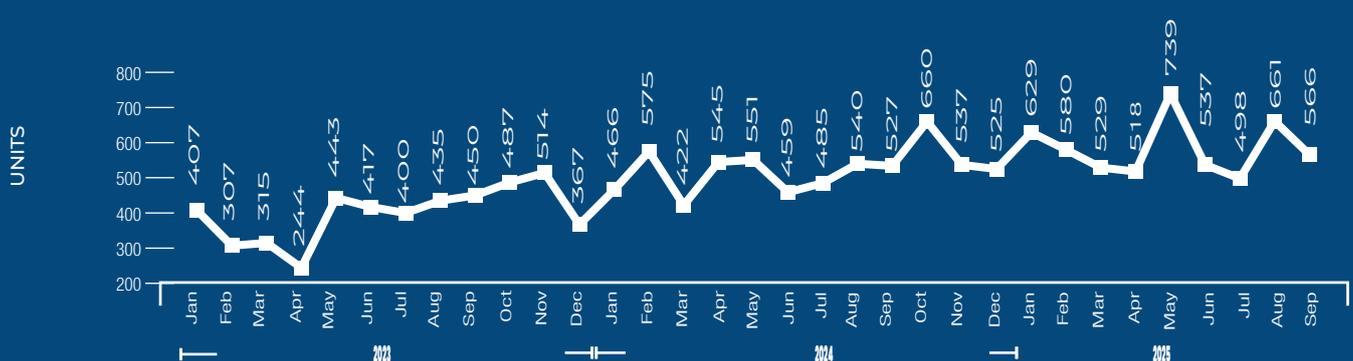
Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	667	11,7%	675	13,5%	11.085	19,6%	9.815	18,5%
NISSAN	699	12,3%	411	8,2%	5.243	9,3%	5.097	9,6%
SUZUKI	373	6,6%	413	8,3%	5.121	9,1%	3.897	7,4%
GEELY	426	7,5%	331	6,6%	3.058	5,4%	3.241	6,1%
BYD	435	7,7%	393	7,9%	2.076	3,7%	2.936	5,5%
MITSUBISHI	230	4,1%	356	7,1%	2.233	3,9%	2.853	5,4%
HYUNDAI	400	7,0%	225	4,5%	3.387	6,0%	2.687	5,1%
CHERY	248	4,4%	206	4,1%	2.843	5,0%	1.795	3,4%
KIA	160	2,8%	121	2,4%	1.345	2,4%	1.740	3,3%
CHEVROLET	101	1,8%	147	2,9%	2.028	3,6%	1.572	3,0%
OTHERS	1.938	34,1%	1.714	34,3%	18.139	32,1%	17.336	32,7%
TOTAL	5.677	100%	4.992	100%	56.558	100%	52.969	100%
LIGHT	5.150	90,7%	4.426	88,7%	51.996	91,9%	47.710	90,1%
HEAVY	527	9,3%	566	11,3%	4.562	8,1%	5.259	9,9%
TOTAL	5.677	100%	4.992	100%	56.558	100%	52.969	100%

Monthly light vehicle imports** (units)



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

Monthly heavy vehicle imports*** (units)



*** Heavy vehicles: trucks and buses

Source: AVEMA - FMI



Asociación de Importadores de Vehículos y Maquinaria (Aivema).



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

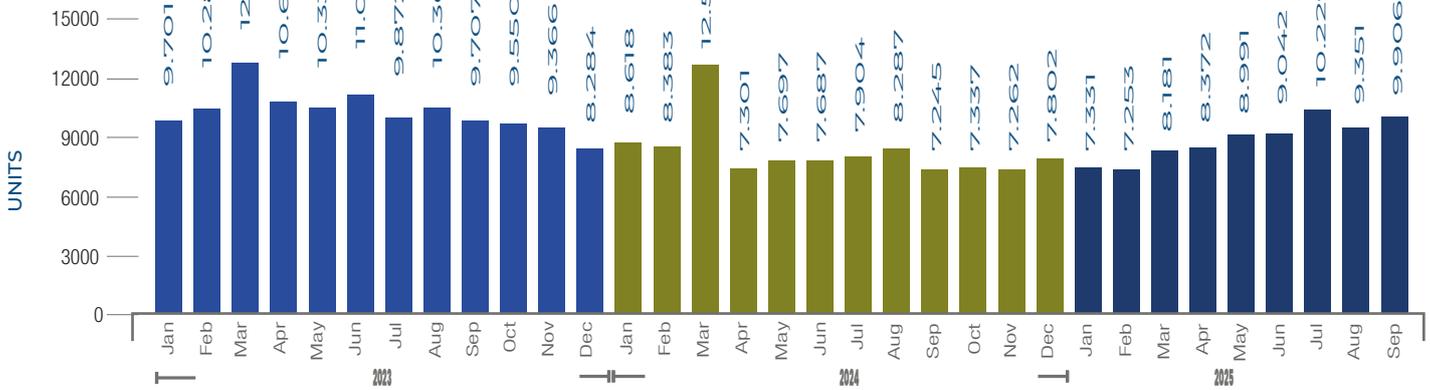
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.356	16,7%	1.580	14,0%	12.920	15,5%	14.235	16,1%
CHEVROLET	1.439	17,8%	1.311	11,6%	15.671	18,8%	11.911	13,4%
HYUNDAI	373	4,6%	676	6,0%	4.076	4,9%	5.505	6,2%
TOYOTA	469	5,8%	523	4,6%	5.094	6,1%	4.502	5,1%
GWM	269	3,3%	506	4,5%	2.346	2,8%	4.378	4,9%
CHERY	295	3,6%	541	4,8%	3.651	4,4%	4.090	4,6%
SUZUKI	330	4,1%	517	4,6%	3.212	3,9%	3.570	4,0%
RENAULT	282	3,5%	468	4,1%	2.819	3,4%	3.424	3,9%
JAC	245	3,0%	378	3,3%	2.258	2,7%	2.720	3,1%
DONGFENG	201	2,5%	338	3,0%	1.650	2,0%	2.425	2,7%
OTHERS	2.840	35,1%	4.461	39,5%	29.556	35,5%	31.845	35,9%
TOTAL	8.099	100%	11.299	100%	83.253	100%	88.605	100%
LIGHT	7.245	89,5%	9.906	87,7%	75.649	90,9%	78.656	88,8%
HEAVY	854	10,5%	1.393	12,3%	7.604	9,1%	9.949	11,2%
TOTAL	8.099	100%	11.299	100%	83.253	100%	88.605	100%

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

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



Source: AEADE - FMI

*** Heavy vehicles: trucks and buses



GUATEMALA

Regional Automotive Market

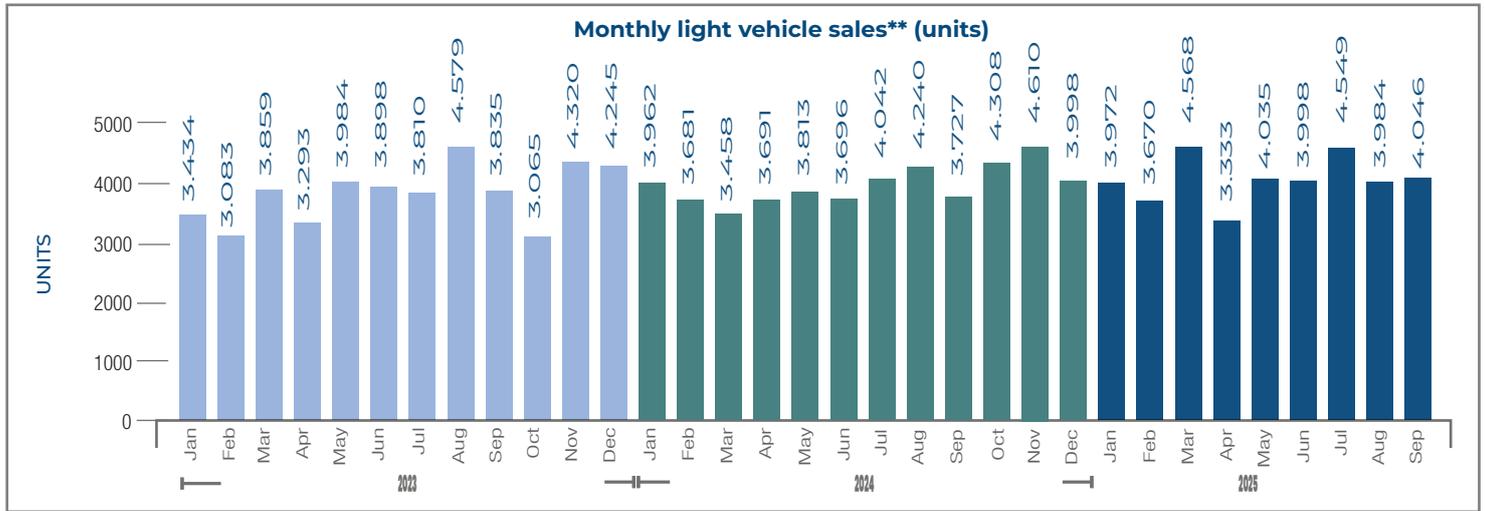
● Motorization index*

● GDP per capita (USD)



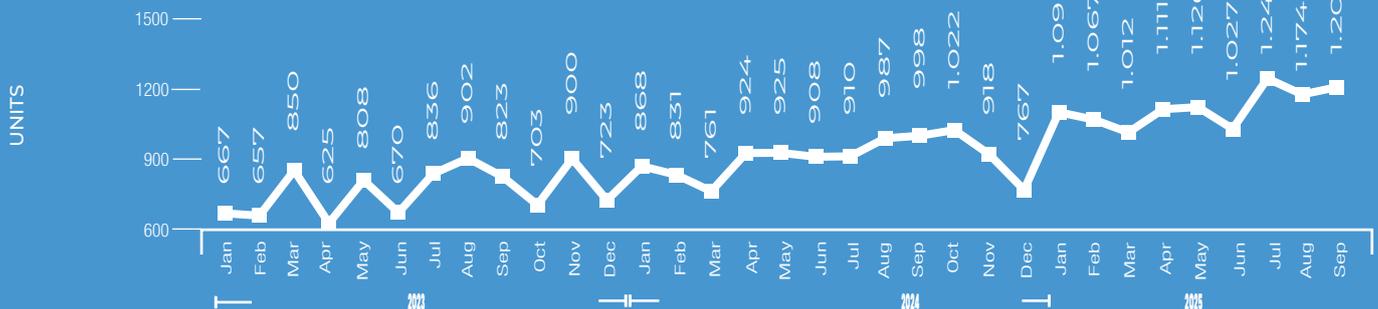
*Motorization index: vehicle sales per thousand people

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.192	25,2%	1.455	27,7%	12.137	28,6%	12.241	26,5%
ISUZU	407	8,6%	530	10,1%	3.303	7,8%	4.175	9,0%
KIA	326	6,9%	351	6,7%	2.943	6,9%	3.016	6,5%
MITSUBISHI	315	6,7%	267	5,1%	2.802	6,6%	2.733	5,9%
JAC	311	6,6%	323	6,2%	2.290	5,4%	2.605	5,6%
CHANGAN	249	5,3%	225	4,3%	2.124	5,0%	2.201	4,8%
HINO	241	5,1%	248	4,7%	1.885	4,4%	2.122	4,6%
SUZUKI	206	4,4%	246	4,7%	1.710	4,0%	2.072	4,5%
FOTON	165	3,5%	199	3,8%	1.238	2,9%	1.693	3,7%
VOLKSWAGEN	179	3,8%	139	2,6%	1.431	3,4%	1.644	3,6%
OTHERS	1.134	24,0%	1.268	24,1%	10.559	24,9%	11.709	25,3%
TOTAL	4.725	100%	5.251	100%	42.422	100%	46.211	100%
LIGHT	3.727	78,9%	4.046	77,1%	34.310	80,9%	36.155	78,2%
HEAVY	998	21,1%	1.205	22,9%	8.112	19,1%	10.056	21,8%
TOTAL	4.725	100%	5.251	100%	42.422	100%	46.211	100%



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: AIDVA- FMI





MEXICO

Regional Automotive Market

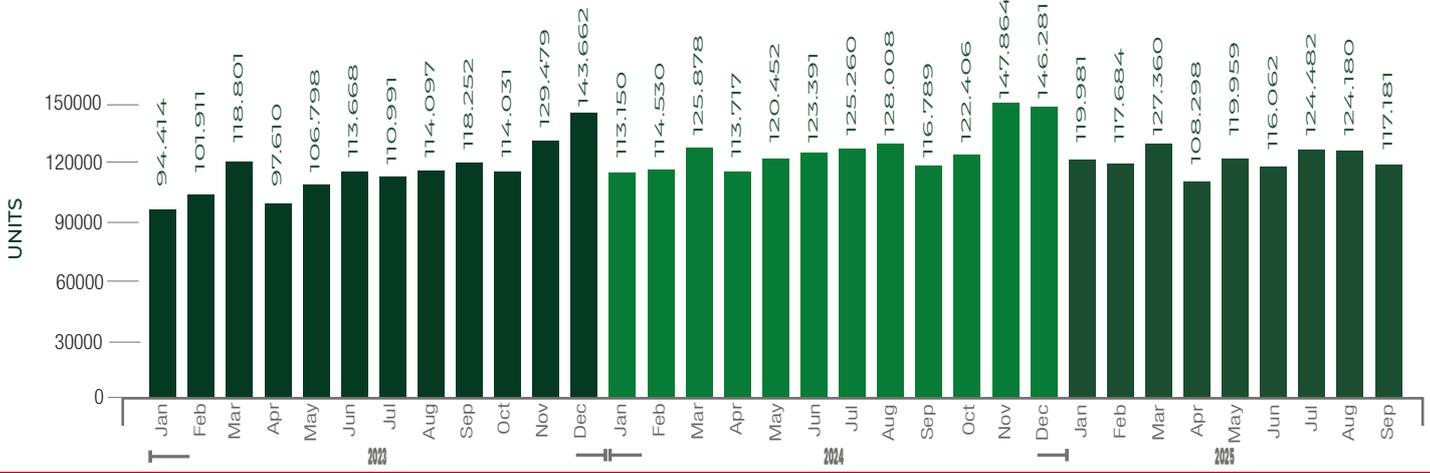


*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	18.727	15,4%	20.872	17,3%	182.988	16,3%	196.440	17,8%
CHEVROLET	15.225	12,5%	13.967	11,6%	141.947	12,6%	132.186	12,0%
VOLKSWAGEN	11.490	9,4%	11.475	9,5%	100.095	8,9%	99.479	9,0%
TOYOTA	10.193	8,4%	9.893	8,2%	90.256	8,0%	90.379	8,2%
KIA	8.002	6,6%	9.301	7,7%	76.577	6,8%	81.146	7,3%
MAZDA	7.760	6,4%	7.430	6,2%	68.980	6,1%	75.069	6,8%
FORD MOTOR	3.667	3,0%	4.128	3,4%	38.738	3,4%	38.957	3,5%
HYUNDAI	3.992	3,3%	4.136	3,4%	37.804	3,4%	38.448	3,5%
MG MOTOR	4.823	4,0%	4.008	3,3%	39.007	3,5%	35.880	3,2%
SUZUKI	3.313	2,7%	2.846	2,4%	32.029	2,9%	28.680	2,6%
OTHERS	34.729	28,5%	32.483	26,9%	315.023	28,0%	289.167	26,1%
TOTAL	121.921	100%	120.539	100%	1.123.444	100%	1.105.831	100%
LIGHT	116.789	95,8%	117.181	97,2%	1.081.175	96,2%	1.075.187	97,2%
HEAVY	5.132	4,2%	3.358	2,8%	42.269	3,8%	30.644	2,8%
TOTAL	121.921	100%	120.539	100%	1.123.444	100%	1.105.831	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



PANAMÁ

Regional Automotive Market

2022

2023

2024

● Motorization index*

9,6 17.409

11,0 18.726

12,1 19.445

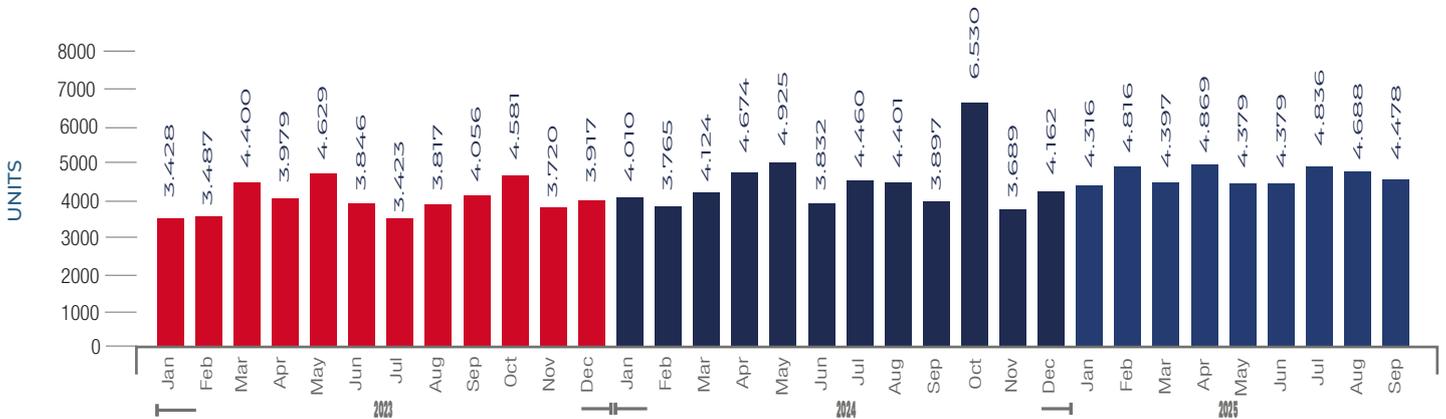
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

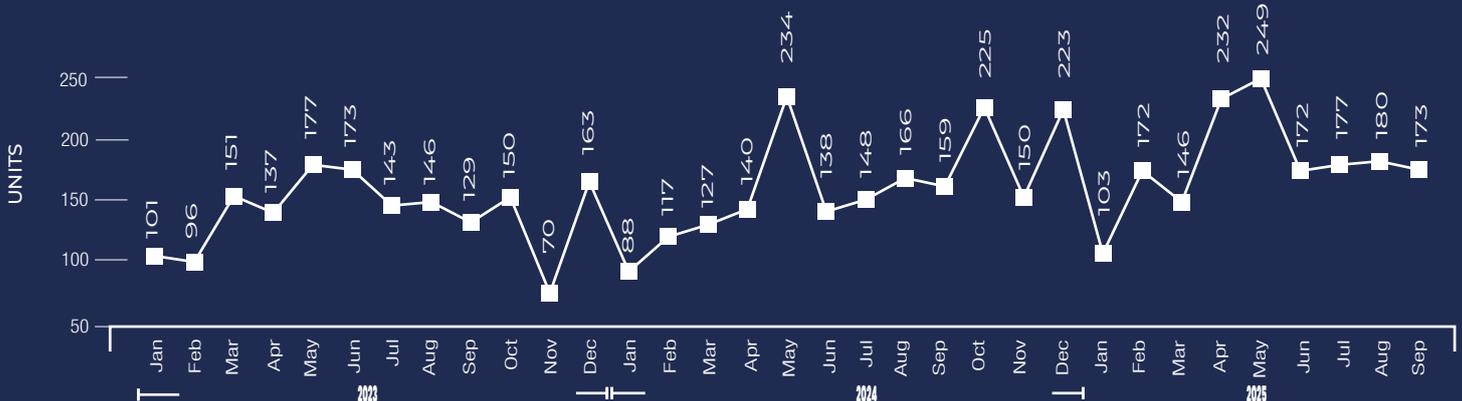
Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	716	17,7%	787	16,9%	8.215	20,8%	8.306	19,4%
KIA	537	13,2%	631	13,6%	5.490	13,9%	5.534	12,9%
HYUNDAI	508	12,5%	540	11,6%	5.027	12,8%	5.049	11,8%
SUZUKI	231	5,7%	249	5,4%	1.921	4,9%	2.223	5,2%
GEELY	223	5,5%	221	4,8%	1.756	4,5%	2.161	5,1%
MITSUBISHI	157	3,9%	170	3,7%	1.643	4,2%	1.550	3,6%
DONGFENG	163	4,0%	141	3,0%	1.240	3,1%	1.548	3,6%
NISSAN	154	3,8%	180	3,9%	1.874	4,8%	1.500	3,5%
JETOUR	101	2,5%	146	3,1%	872	2,2%	1.394	3,3%
CHANGAN	115	2,8%	139	3,0%	1.293	3,3%	1.267	3,0%
OTHERS	1.151	28,4%	1.447	31,1%	10.074	25,6%	12.230	28,6%
TOTAL	4.056	100%	4.651	100%	39.405	100%	42.762	100%
LIGHT	3.897	96,1%	4.478	96,3%	38.088	96,7%	41.158	96,2%
HEAVY	159	3,9%	173	3,7%	1.317	3,3%	1.604	3,8%
TOTAL	4.056	100%	4.651	100%	39.405	100%	42.762	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Fuente: ADAP - FMI



PARAGUAY

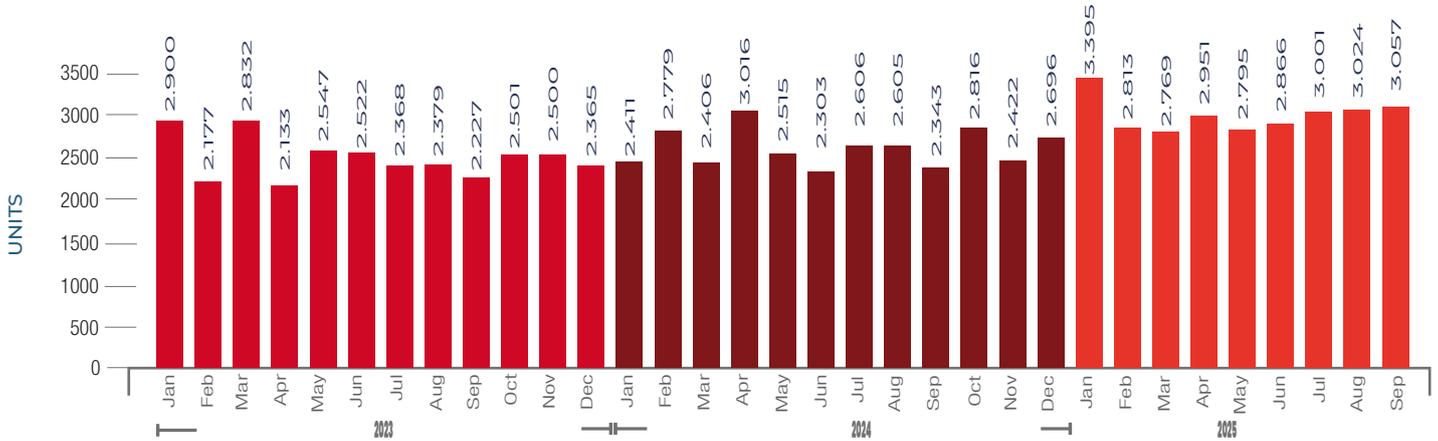


*Motorization index: vehicle sales per thousand people

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

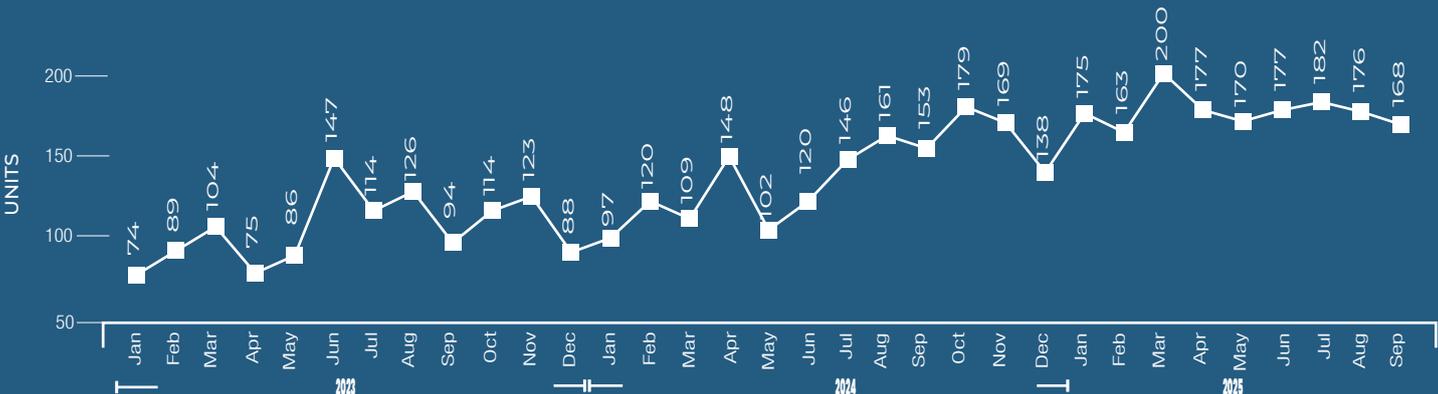
Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	505	20,2%	433	13,4%	3.972	16,5%	4.357	15,4%
TOYOTA	329	13,2%	451	14,0%	3.515	14,6%	3.670	13,0%
HYUNDAI	288	11,5%	331	10,3%	2.728	11,3%	3.131	11,1%
CHEVROLET	264	10,6%	312	9,7%	2.977	12,3%	2.949	10,4%
FIAT	114	4,6%	172	5,3%	928	3,8%	1.625	5,8%
VOLKSWAGEN	141	5,6%	195	6,0%	1.375	5,7%	1.579	5,6%
NISSAN	112	4,5%	144	4,5%	1.418	5,9%	1.353	4,8%
SUZUKI	16	0,6%	168	5,2%	64	0,3%	1.095	3,9%
GEELY	60	2,4%	105	3,3%	701	2,9%	923	3,3%
ISUZU	45	1,8%	60	1,9%	373	1,5%	536	1,9%
OTHERS	622	24,9%	854	26,5%	6.089	25,2%	7.041	24,9%
TOTAL	2.496	100%	3.225	100%	24.140	100%	28.259	100%
LIGHT	2.343	93,9%	3.057	94,8%	22.984	95,2%	26.667	94,4%
HEAVY	153	6,1%	168	5,2%	1.156	4,8%	1.592	5,6%
TOTAL	2.496	100%	3.225	100%	24.140	100%	28.259	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



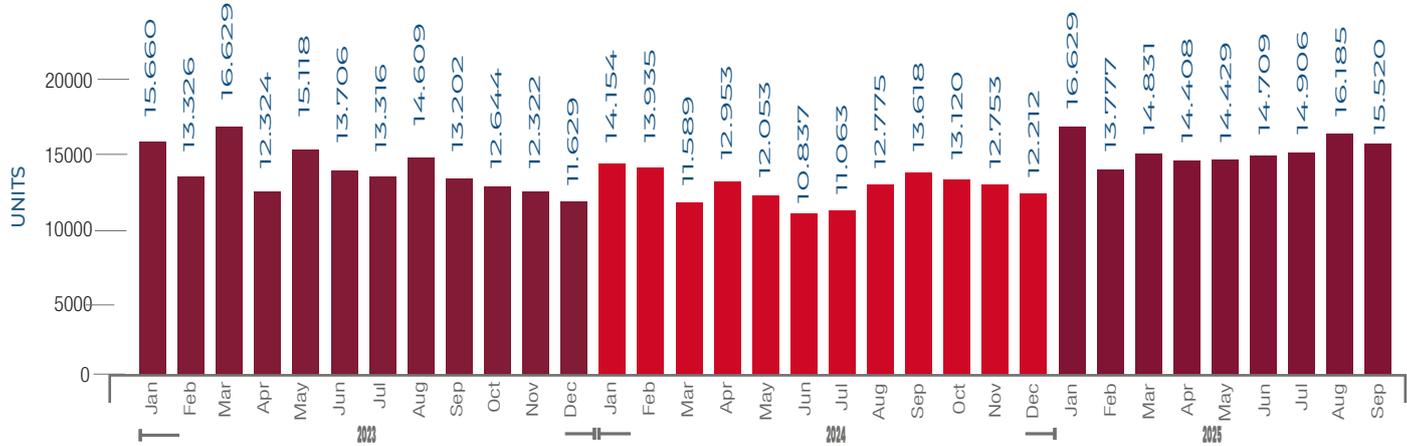


*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	3.017	19,8%	3.110	17,3%	24.032	19,0%	28.320	18,5%
KIA	1.327	8,7%	1.513	8,4%	10.247	8,1%	12.779	8,3%
HYUNDAI	1.342	8,8%	1.469	8,2%	11.180	8,8%	12.652	8,3%
CHANGAN	805	5,3%	1.051	5,9%	6.177	4,9%	8.332	5,4%
CHEVROLET	692	4,5%	772	4,3%	6.662	5,3%	6.729	4,4%
JAC	497	3,3%	738	4,1%	4.165	3,3%	5.956	3,9%
DFSK	502	3,3%	624	3,5%	5.026	4,0%	5.409	3,5%
FORD	383	2,5%	666	3,7%	3.303	2,6%	5.171	3,4%
JETOUR	393	2,6%	605	3,4%	2.649	2,1%	4.709	3,1%
GEELY	265	1,7%	554	3,1%	2.284	1,8%	4.235	2,8%
OTHERS	6.026	39,5%	6.861	38,2%	50.710	40,1%	58.914	38,5%
TOTAL	15.249	100%	17.963	100%	126.435	100%	153.206	100%
LIGHT	13.618	89,3%	15.520	86,4%	112.977	89,4%	135.394	88,4%
HEAVY	1.631	10,7%	2.443	13,6%	13.458	10,6%	17.812	11,6%
TOTAL	15.249	100%	17.963	100%	126.435	100%	153.206	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

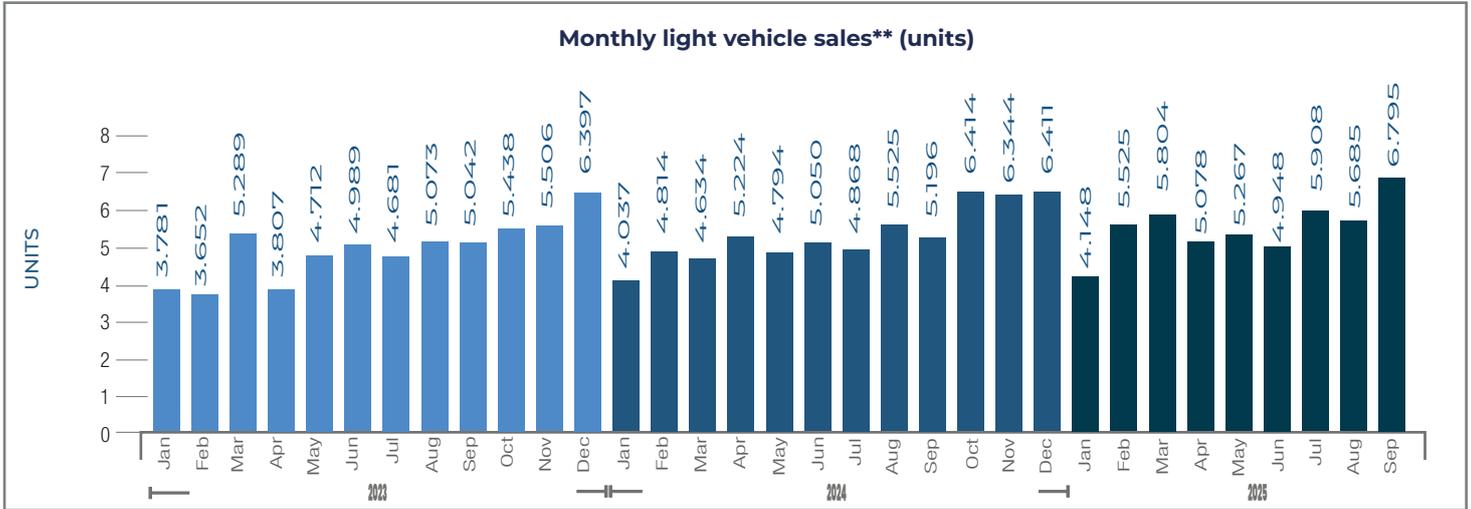
Source: AAP - FMI



*Motorization index: vehicle sales per thousand people

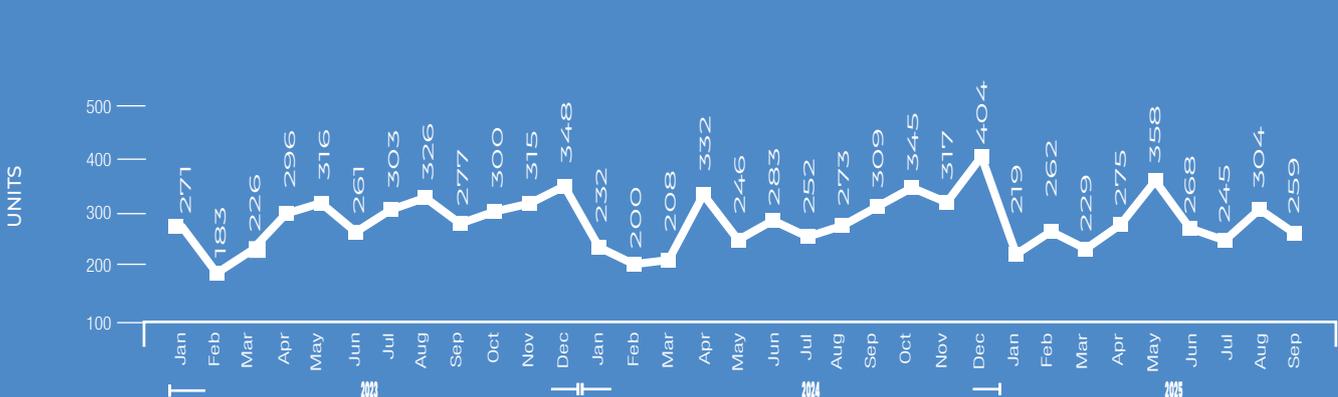
Light: Passenger cars, SUV, minibus and light utility cars
Heavy: Trucks and Omnibus

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	543	9,9%	869	12,3%	5.595	12,0%	7.195	14,0%
BYD	230	4,2%	1.273	18,0%	2.381	5,1%	5.542	10,7%
CHEVROLET	917	16,7%	713	10,1%	7.297	15,7%	4.891	9,5%
VOLKSWAGEN	649	11,8%	682	9,7%	4.060	8,7%	4.643	9,0%
RENAULT	520	9,4%	495	7,0%	3.530	7,6%	4.243	8,2%
HYUNDAI	381	6,9%	357	5,1%	3.518	7,6%	3.287	6,4%
SUZUKI	51	0,9%	495	7,0%	2.587	5,6%	3.100	6,0%
CITROËN	297	5,4%	170	2,4%	2.301	5,0%	1.726	3,3%
CHERY	105	1,9%	211	3,0%	749	1,6%	1.450	2,8%
PEUGEOT	326	5,9%	122	1,7%	2.219	4,8%	1.364	2,6%
OTHERS	1.486	27,0%	1.667	23,6%	12.240	26,3%	14.136	27,4%
TOTAL	5.505	100%	7.054	100%	46.477	100%	51.577	100%
LIGHT	5.196	94,4%	6.795	96,3%	44.142	95,0%	49.158	95,3%
HEAVY	309	5,6%	259	3,7%	2.335	5,0%	2.419	4,7%
TOTAL	5.505	100%	7.054	100%	46.477	100%	51.577	100%



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: ASCOMA - FMI



VENEZUELA

Regional Automotive Market

2020

2021

2022

2023

2024



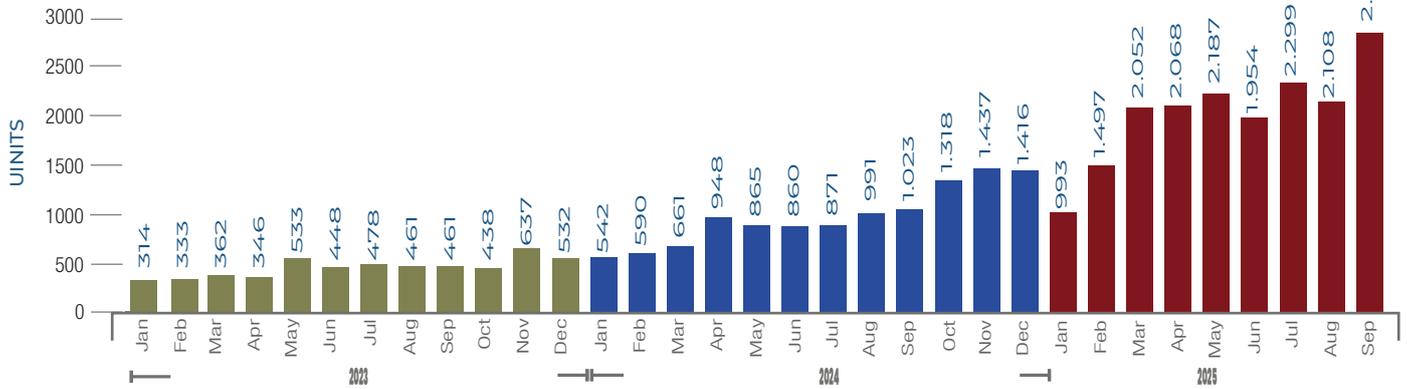
*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (September 2024)		Sales by brand (September 2025)		Accumulated sales by brand (January - September 2024)		Accumulated sales by brand (January - September 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	690	41,8%	1.226	32,3%	4.958	42,1%	9.217	36,7%
JAC	512	31,0%	1.447	38,1%	3.210	27,3%	9.136	36,4%
CHANGAN	75	4,5%	235	6,2%	962	8,2%	1.622	6,5%
FIAT	106	6,4%	150	4,0%	534	4,5%	1.000	4,0%
FORD MOTOR	63	3,8%	144	3,8%	690	5,9%	845	3,4%
MMC AUTOMOTRIZ	47	2,8%	151	4,0%	338	2,9%	798	3,2%
FOTON	94	5,7%	182	4,8%	513	4,4%	794	3,2%
KIA	36	2,2%	77	2,0%	81	0,7%	497	2,0%
FCA	18	1,1%	81	2,1%	277	2,4%	458	1,8%
RENAULT	0	0,0%	36	0,9%	0	0,0%	318	1,3%
OTHERS	9	0,5%	67	1,8%	208	1,8%	414	1,6%
TOTAL	1.650	100%	3.796	100%	11.771	100%	25.099	100%
PASSENGER	1.023	62,0%	2.802	73,8%	7.351	62,5%	17.960	71,6%
COMMERCIAL	627	38,0%	994	26,2%	4.420	37,5%	7.139	28,4%
TOTAL	1.650	100%	3.796	100%	11.771	100%	25.099	100%

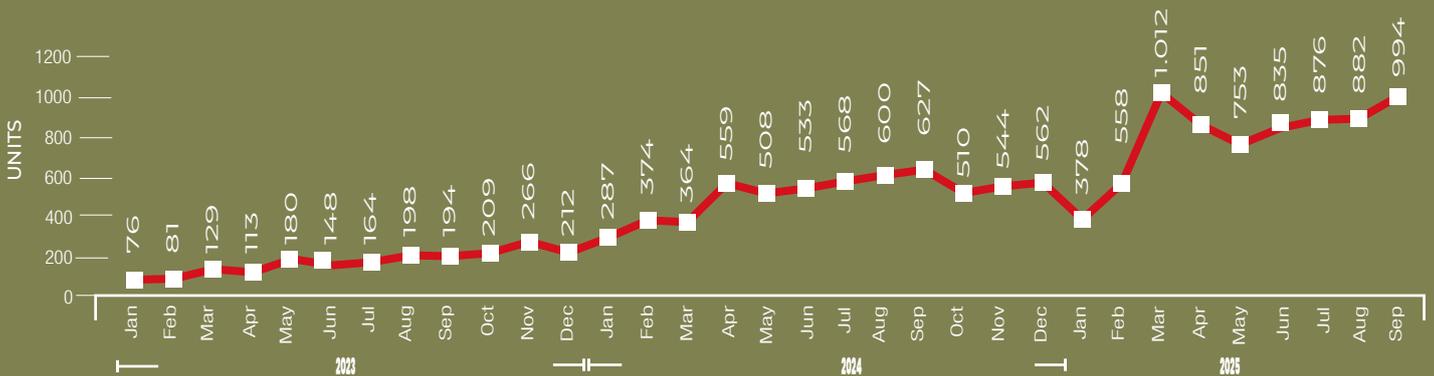
Note: In 2023 a methodological change was made to the information presented by Cavenez. The information is divided into passenger and commercial segments.

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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