



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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Regional Market
by the end of January 2026

Distributed for



With the support **AEADE** 80 AÑOS

Regional automotive market - Summary

In Jan 2026 in comparison with Jan 2025: increase in 3,1% in sales.

In January:

Total Vehicles Sales

- Highest y-o-y growth: Colombia (38.9%) and Ecuador (37.0%)
- Highest y-o-y decrease: Dominican Republic (36.0%) and Paraguay (10.0%)

Light Vehicles Sales:



- Highest y-o-y growth: Colombia (38.1%), Ecuador (37.3%) and Uruguay (29.3%)
- Highest y-o-y decrease: Dominican Republic (32.0%), Paraguay (11.5%), and Costa Rica (11.4%)

Heavy Vehicles Sales:



- Highest y-o-y growth: Colombia (45.4%), Ecuador (34.8%) and Peru (28.3%)
- Highest y-o-y decrease: Dominican Republic (53.9%), Mexico (46.3%) and Brazil (29.1%)

Countries	January 2025	January 2026	% VAR Jan 2026 -2025
Brazil	168.934	166.005	-1,7%
México	124.815	133.564	7,0%
Argentina	69.520	66.080	-4,9%
Chile	27.370	26.308	-3,9%
Perú	18.532	23.069	24,5%
Colombia	14.399	19.998	38,9%
Ecuador	8.276	11.342	37,0%
Guatemala	5.070	5.744	13,3%
Uruguay	4.419	5.606	26,9%
Costa Rica*	5.566	5.122	-8,0%
Panama	4.419	4.845	9,6%
Dominican Rep.	5.120	3.278	-36,0%
Paraguay	3.570	3.214	-10,0%

*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

Countries	2022	2023	2024	2025
Brazil	2.104.050	2.307.907	2.634.366	2.689.179
Mexico	1.134.443	1.416.429	1.562.615	1.564.471
Argentina	406.792	449.496	414.211	604.127
Chile	448.261	332.636	318.612	328.218
Colombia	262.595	186.826	201.219	254.438
Peru	177.543	181.812	169.309	211.776
Ecuador	134.170	132.388	108.266	124.505
Costa Rica*	40.159	57.446	76.828	73.123
Uruguay	56.112	61.789	66.712	72.503
Guatemala	44.730	54.569	58.045	63.626
Panama	42.169	48.919	54.384	60.233
Dominican Rep.	32.455	46.199	47.934	47.926
Paraguay	32.677	30.685	32.560	39.420
Bolivia	45.724	51.012	29.692	-
Venezuela	3.998	7.313	17.558	38.610
Total	4.965.878	5.365.426	5.792.311	6.238.235

*Imports

(thousand units)

Country	January 2025	January 2026	Jan - dec 2025	Jan - dec 2026	Ratio (population / light vehicle sales)
	168,9	166,0	-	-	2024: 86 2025: 84 
	124,8	133,6	-	-	2024: 88 2025: 87 
	69,5	66,1	-	-	2024: 121 2025: 83 
	27,4	26,3	-	-	2024: 66 2025: 64 
	14,4	20,0	-	-	2024: 285 2025: 230 
	18,5	23,1	-	-	2024: 226 2025: 184 
	8,3	11,3	-	-	2024: 183 2025: 164 
* 	5,6	5,1	-	-	2024: 76 2025: 81 
	4,4	5,6	-	-	2024: 57 2025: 50 
	5,1	5,7	-	-	2024: 378 2025: 373 
	4,4	4,8	-	-	2024: 86 2025: 79 
	3,6	3,2	-	-	2024: 248 2025: 188 
	5,1	3,3	-	-	2024: 281 2025: 286 

*Imports

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

Country	*Light vehicle sales				**Heavy vehicle sales			
	Jan 2025	Jan 2026	Jan - dec 2025	Jan - dec 2026	Jan 2025	Jan 2026	Jan - dec 2025	Jan - dec 2026
	157,6	158,0	-	-	11,3	8,0	-	-
	121,0	131,5	-	-	3,9	2,1	-	-
	66,3	62,7	-	-	3,3	3,3	-	-
	26,2	25,4	-	-	1,2	0,9	-	-
	12,8	17,7	-	-	1,6	2,3	-	-
	16,6	20,6	-	-	1,9	2,4	-	-
	7,4	10,1	-	-	0,9	1,2	-	-
* 	5,0	4,4	-	-	0,6	0,7	-	-
	4,1	5,4	-	-	0,3	0,2	-	-
	4,0	4,4	-	-	1,1	1,3	-	-
	4,3	4,7	-	-	0,1	0,1	-	-
	3,4	3,0	-	-	0,2	0,2	-	-
	4,2	2,9	-	-	0,9	0,4	-	-

*Imports



ARGENTINA

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

8,4 10.632

8,8 13.620

9,5 13.823

8,8 12.814

12,7 14.359

● Nominal GDP per capita (USD)

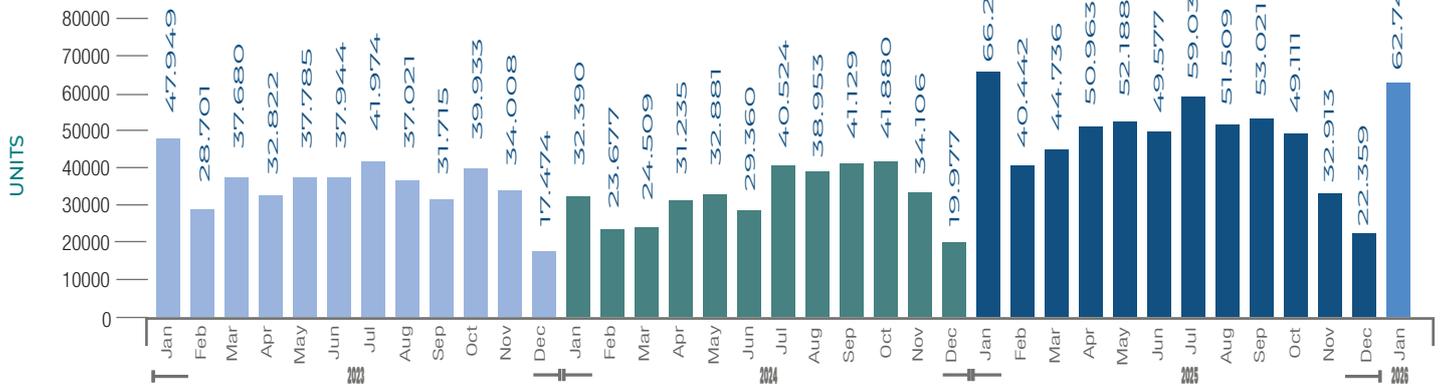
Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

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

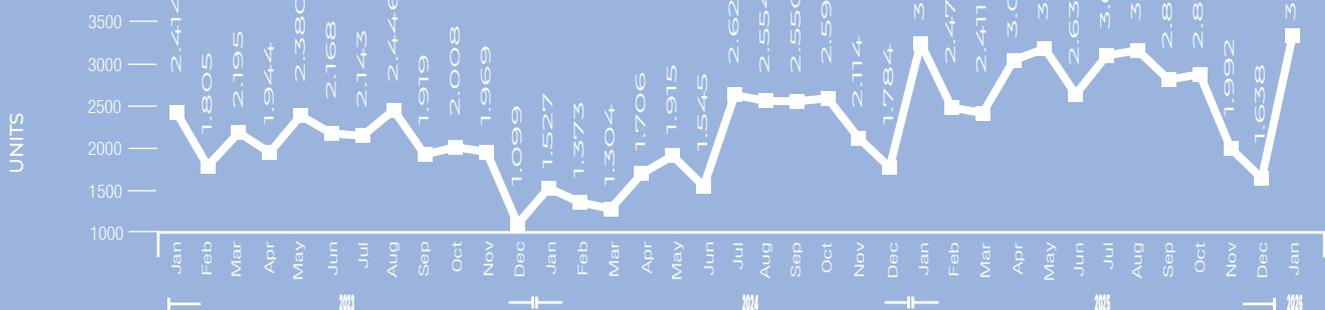
Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
VOLKSWAGEN	11.855	17,1%	9.943	15,0%
FIAT	9.384	13,5%	8.451	12,8%
TOYOTA	10.473	15,1%	7.509	11,4%
FORD	5.474	7,9%	6.775	10,3%
PEUGEOT	8.267	11,9%	5.282	8,0%
CHEVROLET	3.756	5,4%	5.104	7,7%
RENAULT	6.262	9,0%	4.618	7,0%
CITROEN	3.113	4,5%	2.733	4,1%
MERCEDES BENZ	1.709	2,5%	2.225	3,4%
JEEP	2.507	3,6%	1.662	2,5%
OTHERS	6.720	9,7%	11.778	17,8%
TOTAL	69.520	100%	66.080	100%
LIGHT	66.261	95,3%	62.749	95,0%
HEAVY	3.259	4,7%	3.331	5,0%
TOTAL	69.520	100%	66.080	100%

Monthly light vehicle sales** (units)



** Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Heavy commercial vehicles

Source: ACARA - FMI





BRAZIL

Regional Automotive Market

2021

10,5 8.166

2022

10,4 9.455

2023

11,3 10.268

2024

12,4 10.296

2025

12,6 10.578

● Vehicle sales per thousand inhabitants*

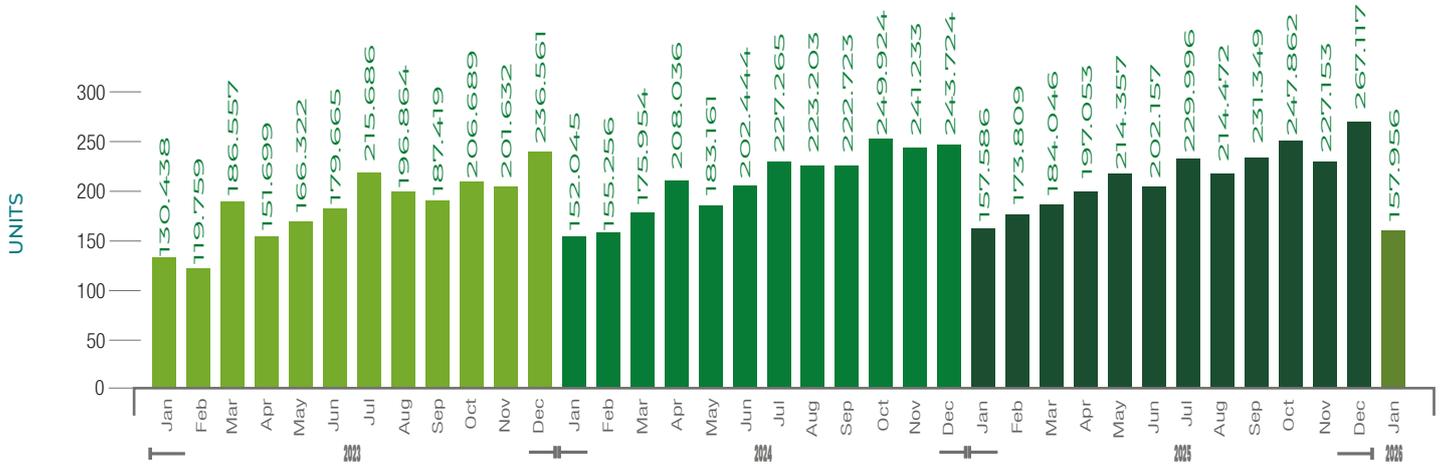
● Nominal GDP per capita (USD)
Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

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

Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
FIAT	34.352	20,3%	34.260	20,6%
VOLKSWAGEN	21.126	12,5%	25.737	15,5%
GENERAL MOTORS	19.649	11,6%	16.164	9,7%
HYUNDAI	9.940	5,9%	10.208	6,1%
BYD	6.651	3,9%	9.801	5,9%
TOYOTA	11.576	6,9%	9.556	5,8%
JEEP	9.231	5,5%	8.893	5,4%
RENAULT	8.216	4,9%	7.787	4,7%
HONDA	7.402	4,4%	6.722	4,0%
NISSAN	6.538	3,9%	4.559	2,7%
OTHERS	34.253	20,3%	32.318	19,5%
TOTAL	168.934	100%	166.005	100%
LIGHT	157.586	93,3%	157.956	95,2%
HEAVY	11.348	6,7%	8.049	4,8%
TOTAL	168.934	100%	166.005	100%

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



Source: ANFAVEA - IMF

*** Heavy vehicles: trucks and buses



CHILE

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

22,1

16.092

22,5

15.166

16,5

16.815

15,9

16.365

16,2

17.181

● Nominal GDP per capita (USD)
Source: FMI

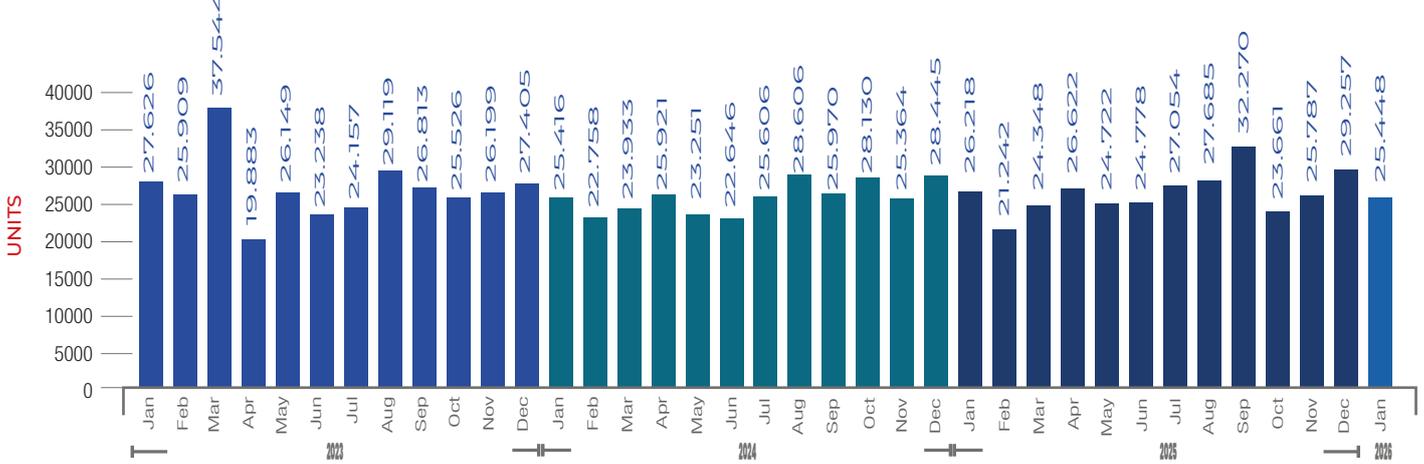
* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
SUZUKI	1.946	7,1%	2.196	8,3%
TOYOTA	1.842	6,7%	1.936	7,4%
KIA	1.838	6,7%	1.584	6,0%
HYUNDAI	1.689	6,2%	1.552	5,9%
GREAT WALL	1.033	3,8%	1.541	5,9%
CHEVROLET	1.822	6,7%	1.390	5,3%
FORD	1.393	5,1%	1.311	5,0%
CHANGAN	1.051	3,8%	1.288	4,9%
MITSUBISHI	1.449	5,3%	1.172	4,5%
PEUGEOT	1.409	5,1%	906	3,4%
OTHERS	11.898	43,5%	11.432	43,5%
TOTAL	27.370	100%	26.308	100%
LIGHT	26.218	95,8%	25.448	96,7%
HEAVY	1.152	4,2%	860	3,3%
TOTAL	27.370	100%	26.308	100%

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

The participation is calculated based on total sales, including light and heavy vehicles

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars, pick up, commercial cars and SUV

Monthly heavy vehicle sales*** (units)



Source: CADEM - FMI

*** Heavy vehicles: trucks and buses

COLOMBIA

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

4,9 6.239

5,1 6.658

3,6 6.963

3,8 7.917

4,8 8.249

● Nominal GDP per capita (USD)

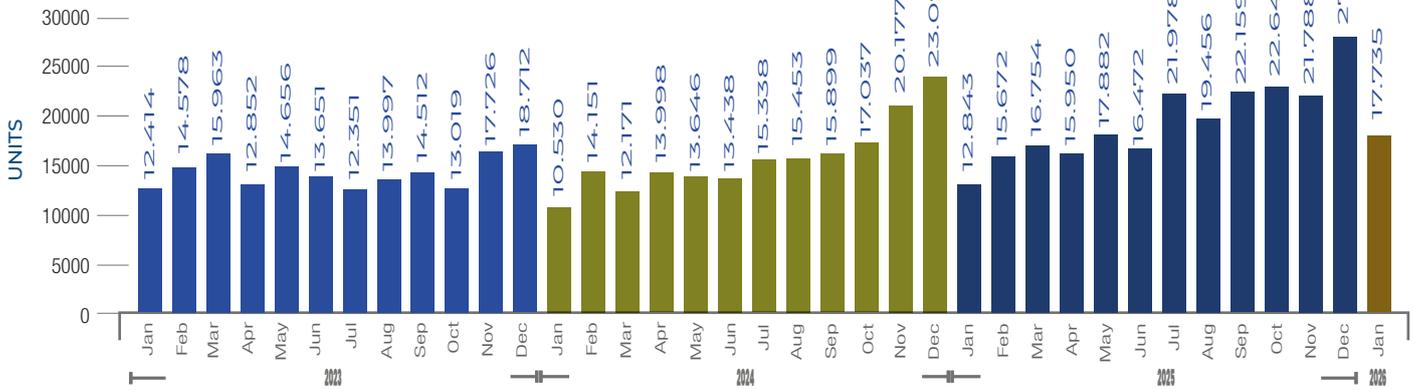
Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

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

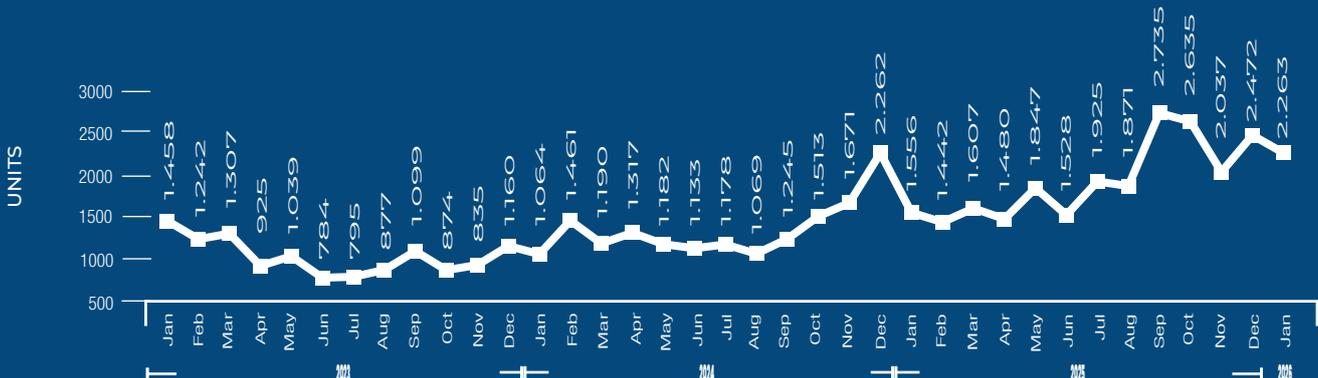
Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
KIA	1.820	12,6%	2.968	14,8%
RENAULT	2.232	15,5%	2.599	13,0%
MAZDA	1.254	8,7%	1.623	8,1%
TOYOTA	1.399	9,7%	1.585	7,9%
CHEVROLET	1.292	9,0%	1.436	7,2%
SUZUKI	550	3,8%	1.174	5,9%
NISSAN	909	6,3%	894	4,5%
BYD	521	3,6%	812	4,1%
VOLKSWAGEN	566	3,9%	783	3,9%
HYUNDAI	615	4,3%	770	3,9%
OTHERS	3.241	22,5%	5.354	26,8%
TOTAL	14.399	100%	19.998	100%
LIGHT	12.843	89,2%	17.735	88,7%
HEAVY	1.556	10,8%	2.263	11,3%
TOTAL	14.399	100%	19.998	100%

Monthly light vehicle sales** (units)



** Light vehicles: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance

Monthly heavy vehicle sales*** (units)



Source: ANDEMOS - FMI

*** Heavy vehicles: Trucks >10.5 t, trucks >10.5 t, tractor trucks, dump trucks and buses



COSTA RICA

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle imports per thousand inhabitants*

6,2

12.539

7,7

13.239

10,9

16.390

14,4

17.860

13,6

19.104

● Nominal GDP per capita (USD)

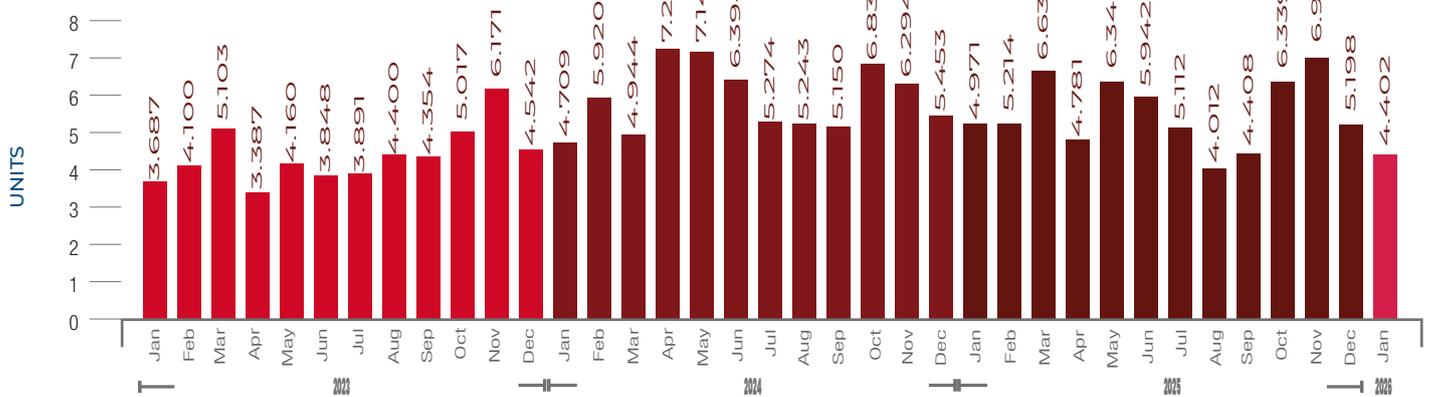
Source: FMI

* This indicator reflects the number of new vehicles imported per thousand inhabitants. Its purpose is to measure the relationship between vehicle imports volume—including light and heavy vehicles—and the size of the population.

Brand	Imports by brand (January 2025)		Imports by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
TOYOTA	1.213	21,8%	1.085	21,2%
NISSAN	282	5,1%	430	8,4%
SUZUKI	408	7,3%	390	7,6%
GEELY	241	4,3%	326	6,4%
MITSUBISHI	227	4,1%	254	5,0%
CHERY	269	4,8%	223	4,4%
HYUNDAI	249	4,5%	211	4,1%
KIA	217	3,9%	186	3,6%
CHEVROLET	159	2,9%	147	2,9%
DONGFENG	63	1,1%	145	2,8%
OTHERS	2.238	40,2%	1.725	33,7%
TOTAL	5.566	100%	5.122	100%
LIGHT	4.971	89,3%	4.402	85,9%
HEAVY	595	10,7%	720	14,1%
TOTAL	5.566	100%	5.122	100%

Imports data

Monthly light vehicle imports (units)



Monthly heavy vehicle imports (units)



Source: AVEMA - FMI



ECUADOR

Regional Automotive Market

2021

2022

2023

2024

2025

- Vehicle sales per thousand inhabitants*
- Nominal GDP per capita (USD)

Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

6,5 5.979

7,5 6.389

7,3 6.663

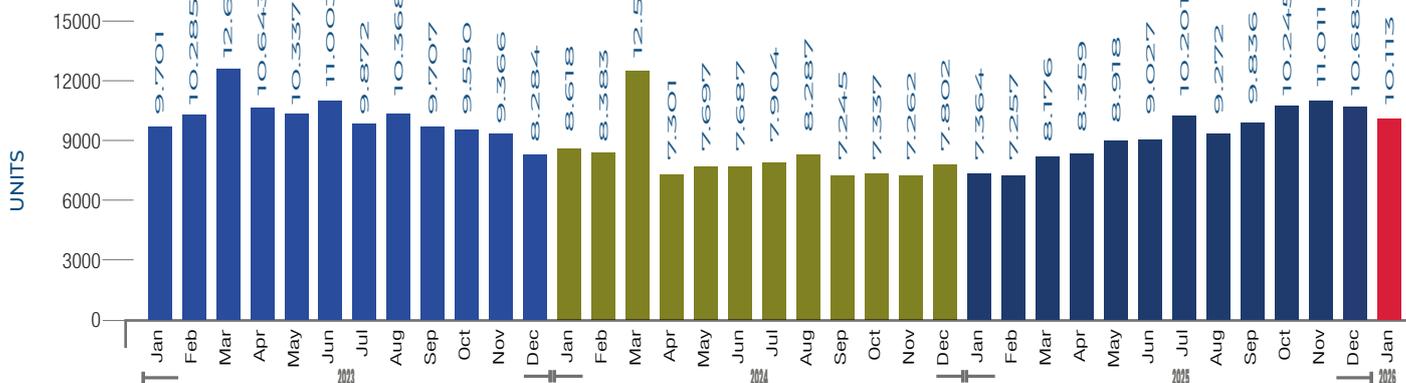
6,0 6.758

6,9 7.210

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

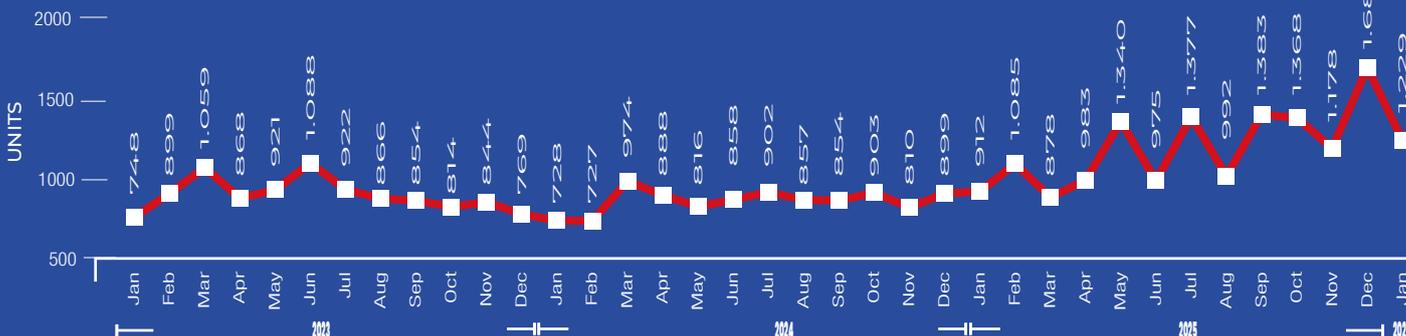
Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
KIA	1.301	15,7%	1.755	15,5%
CHEVROLET	1.372	16,6%	1.485	13,1%
HYUNDAI	530	6,4%	686	6,0%
CHERY	444	5,4%	589	5,2%
GWM	319	3,9%	584	5,1%
TOYOTA	459	5,5%	539	4,8%
DONGFENG	175	2,1%	419	3,7%
JAC	207	2,5%	397	3,5%
RENAULT	296	3,6%	353	3,1%
BYD	154	1,9%	351	3,1%
OTHERS	3.019	36,5%	4.184	36,9%
TOTAL	8.276	100%	11.342	100%
LIGHT	7.364	89,0%	10.113	89,2%
HEAVY	912	11,0%	1.229	10,8%
TOTAL	8.276	100%	11.342	100%

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars, SUV, pick up and vans

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



GUATEMALA

Regional Automotive Market

2022 2023 2024 2025

● Vehicle sales per thousand inhabitants*

2,6 5.509

3,1 5.933

3,3 6.037

3,4 6.478

● Nominal GDP per capita (USD)

Source: FMI

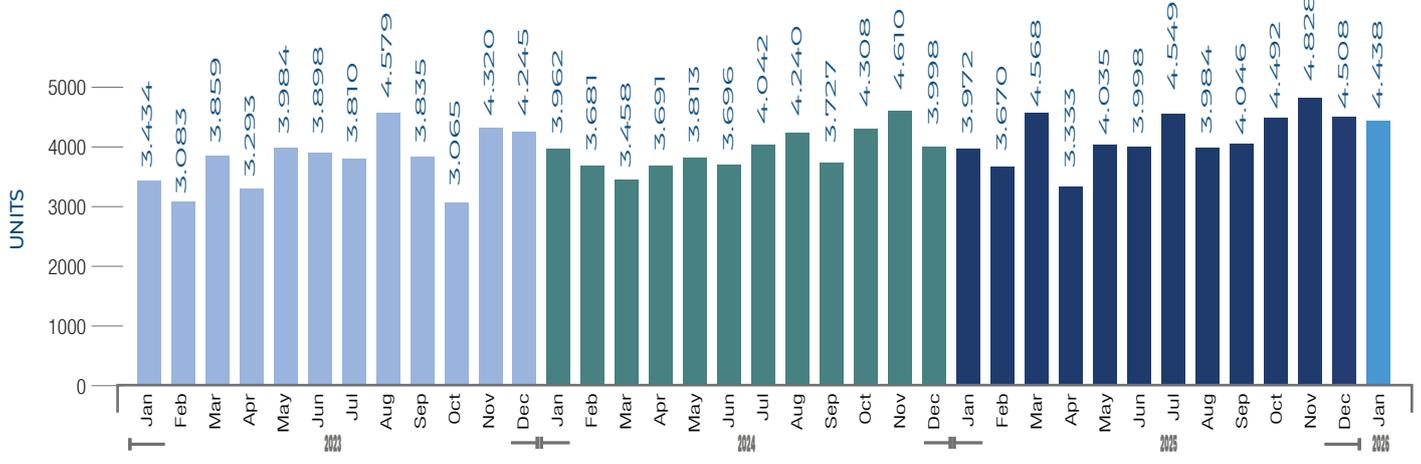
* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: hatchback, mini-van hasta 8 pasajeros, sedan, pick up, panel, microbus hasta 20 pasajeros, sport coupe, suv
Heavy: truck, bus (21 pasajeros or more), garbage compactor truck, dump truck, tractor unit (semi-truck head), tanker truck, fire truck, concrete mixer truck

Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
TOYOTA	1.412	27,9%	1.501	26,1%
ISUZU	358	7,1%	626	10,9%
JAC	287	5,7%	373	6,5%
SUZUKI	205	4,0%	353	6,1%
MITSUBISHI	328	6,5%	340	5,9%
KIA	352	6,9%	330	5,7%
FOTON	194	3,8%	261	4,5%
CHANGAN	230	4,5%	251	4,4%
HINO	256	5,0%	247	4,3%
NISSAN	165	3,3%	169	2,9%
OTRAS	1.283	25,3%	1.293	22,5%
TOTAL	5.070	100%	5.744	100%
LIGHT	3.972	78,3%	4.438	77,3%
HEAVY	1.098	21,7%	1.306	22,7%
TOTAL	5.070	100%	5.744	100%

Some brands do not record sales in the periods prior to their entry and registration in the country, as well as before their affiliation with AIDVA

Monthly light vehicle sales** (units)



**Light vehicles: hatchback, minivan (up to 8 passengers), sedan, pickup truck, panel van, minibus (up to 20 passengers), sports coupe, SUV.

Monthly heavy vehicle sales*** (units)



***Heavy vehicles: truck, bus (21 passengers or more), garbage compactor truck, dump truck, tractor unit (semi-truck head), tanker truck, fire truck, concrete mixer truck.

Source: AIDVA- FMI



Asociación de Importadores y Distribuidores de Vehículos Automotres (AIDVA)



MEXICO

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

8,1 10.177

8,7 11.266

10,8 13.641

11,8 13.971

11,7 13.967

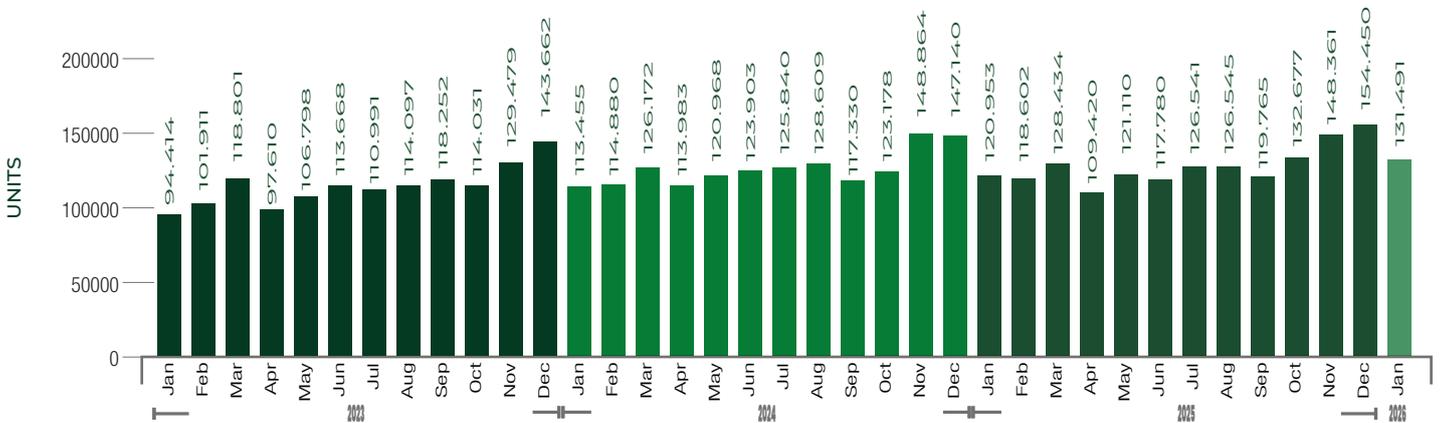
● Nominal GDP per capita (USD)
Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
NISSAN	20.279	16,2%	24.695	18,5%
CHEVROLET	14.570	11,7%	15.208	11,4%
TOYOTA	10.976	8,8%	11.669	8,7%
VOLKSWAGEN	12.303	9,9%	11.342	8,5%
KIA	8.605	6,9%	9.032	6,8%
MAZDA	7.832	6,3%	8.704	6,5%
MG MOTOR	4.000	3,2%	6.198	4,6%
RAM	2.559	2,1%	4.687	3,5%
HYUNDAI	3.979	3,2%	4.125	3,1%
HONDA	3.436	2,8%	4.054	3,0%
OTRAS	36.276	29,1%	33.850	25,3%
TOTAL	124.815	100%	133.564	100%
LIGHT	120.953	96,9%	131.491	98,4%
HEAVY	3.862	3,1%	2.073	1,6%
TOTAL	124.815	100%	133.564	100%

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

Monthly light vehicle sales** (units)



** Light vehicles: Passenger cars, SUV, minivans and pick up

Monthly heavy vehicle sales*** (units)



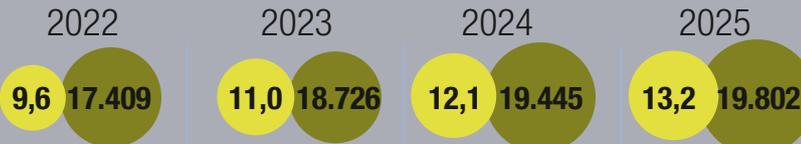
*** Heavy vehicles: Cargo and passenger vehicles



PANAMÁ

Regional Automotive Market

- Vehicle sales per thousand inhabitants*
- Nominal GDP per capita (USD)
Source: FMI

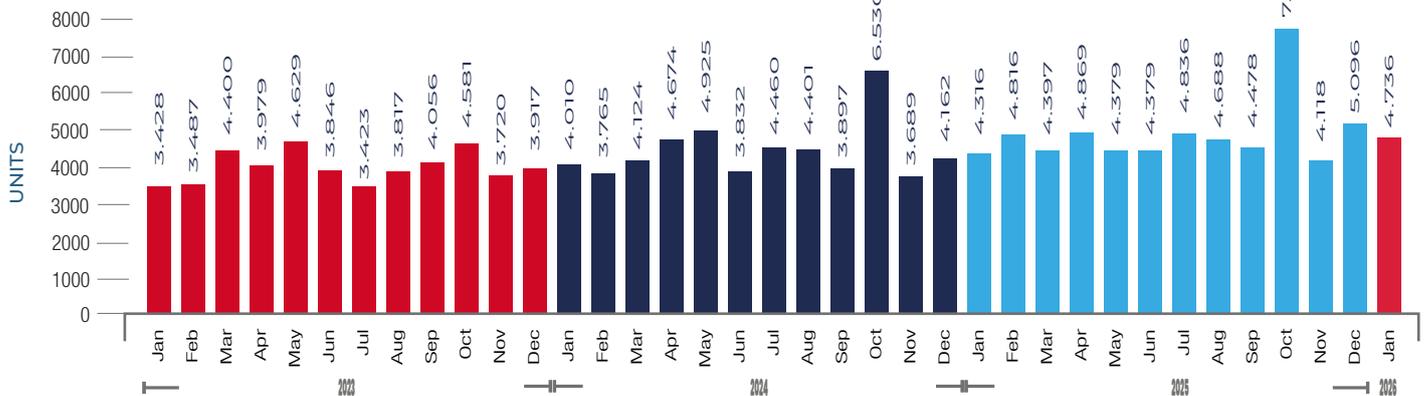


* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Passenger cars, trucks, minivans, minibus and SUV
Heavy: trucks and omnibuses

Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
TOYOTA	1.104	25,0%	1.107	22,8%
KIA	588	13,3%	674	13,9%
HYUNDAI	648	14,7%	667	13,8%
SUZUKI	183	4,1%	254	5,2%
GEELY	211	4,8%	215	4,4%
JETOUR	149	3,4%	150	3,1%
KAIYI	40	0,9%	124	2,6%
CHERY	80	1,8%	116	2,4%
DONGFENG	36	0,8%	115	2,4%
MAZDA	94	2,1%	110	2,3%
OTRAS	1.286	29,1%	1.313	27,1%
TOTAL	4.419	100%	4.845	100%
LIGHT	4.316	97,7%	4.736	97,8%
HEAVY	103	2,3%	109	2,2%
TOTAL	4.419	100%	4.845	100%

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars, trucks, minivans, minibus and SUV

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and omnibuses



PARAGUAY

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

4,3 5.433

4,4 5.598

4,1 5.685

4,3 5.869

5,7 6.799

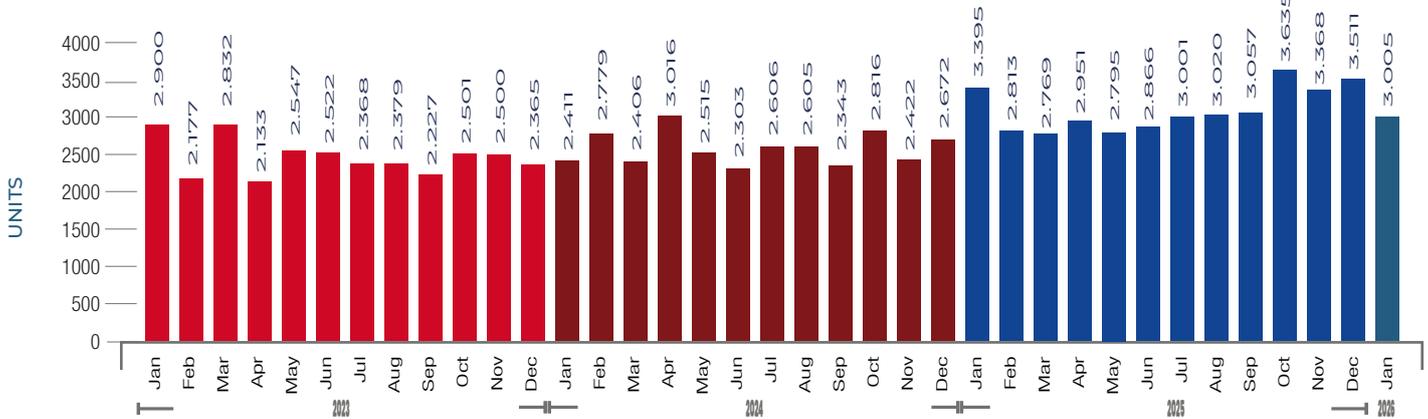
● Nominal GDP per capita (USD)
Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
TOYOTA	527	14,8%	483	15,0%
KIA	522	14,6%	401	12,5%
CHEVROLET	323	9,0%	366	11,4%
HYUNDAI	423	11,8%	283	8,8%
NISSAN	233	6,5%	178	5,5%
FIAT	162	4,5%	177	5,5%
VOLKSWAGEN	194	5,4%	170	5,3%
SUZUKI	106	3,0%	154	4,8%
GEELY	121	3,4%	100	3,1%
CHERY	5	0,1%	66	2,1%
OTRAS	954	26,7%	836	26,0%
TOTAL	3.570	100%	3.214	100%
LIGHT	3.395	95,1%	3.005	93,5%
HEAVY	175	4,9%	209	6,5%
TOTAL	3.570	100%	3.214	100%

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

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars, pick up, vans, minibus and SUV

Monthly heavy vehicle sales*** (units)



Source: CADAM - FMI

*** Heavy vehicles: trucks and omnibuses



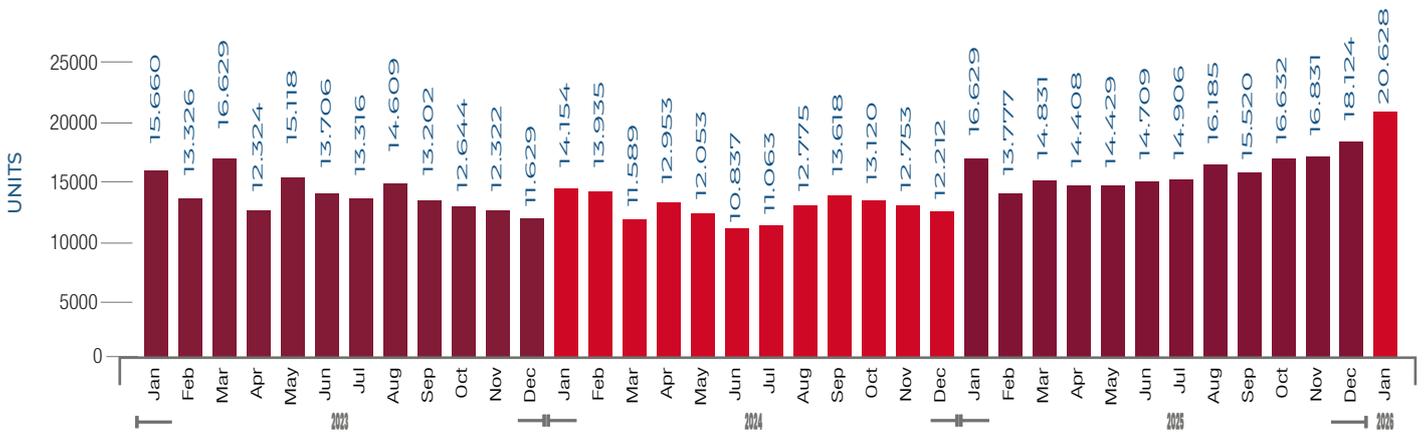
Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

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

Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
TOYOTA	3.731	20,1%	4.089	17,7%
KIA	1.461	7,9%	1.942	8,4%
HYUNDAI	1.546	8,3%	1.767	7,7%
CHANGAN	958	5,2%	1.322	5,7%
JETOUR	484	2,6%	1.231	5,3%
JAC	692	3,7%	963	4,2%
FORD	624	3,4%	960	4,2%
CHEVROLET	838	4,5%	860	3,7%
GEELY	338	1,8%	746	3,2%
DFSK	625	3,4%	711	3,1%
OTRAS	7.235	39,0%	8.478	36,8%
TOTAL	18.532	100%	23.069	100%
LIGHT	16.629	89,7%	20.628	89,4%
HEAVY	1.903	10,3%	2.441	10,6%
TOTAL	18.532	100%	23.069	100%

Monthly light vehicle sales** (units)



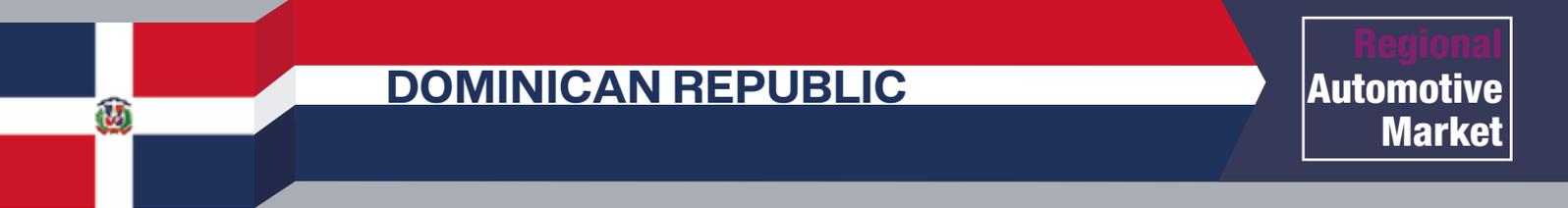
Monthly heavy vehicle sales*** (units)



Source: AAP - FMI

**Light vehicles: Passenger cars, pick up, vans, station wagon and off road SUV

*** Heavy vehicles: trucks, minibus, omnibus and tractor trucks



2021 2022 2023 2024 2025

● Vehicle sales per thousand inhabitants*

2,2 9.023 3,1 10.715 4,3 11.279 4,4 11.542 4,4 11.919

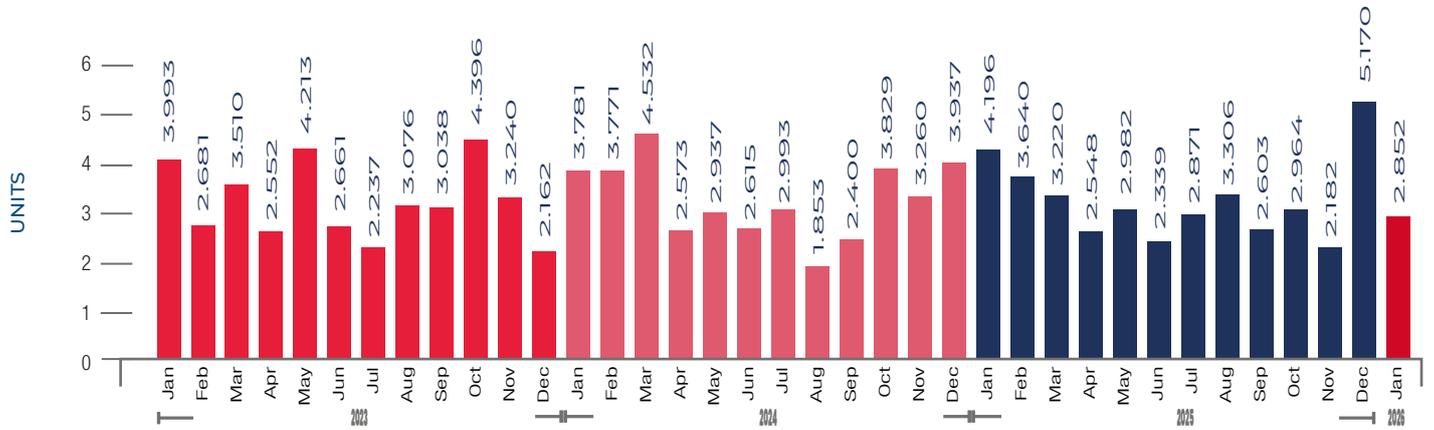
● Nominal GDP per capita (USD)
Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
ISUZU	307	6,0%	311	9,5%
TOYOTA	621	12,1%	309	9,4%
CHANGAN	129	2,5%	241	7,4%
HYUNDAI	529	10,3%	240	7,3%
SUZUKI	346	6,8%	211	6,4%
KIA	1.034	20,2%	208	6,3%
NISSAN	120	2,3%	181	5,5%
CHEVROLET	190	3,7%	170	5,2%
HONDA	58	1,1%	149	4,5%
JETOUR	50	1,0%	137	4,2%
OTRAS	1.736	33,9%	1.121	34,2%
TOTAL	5.120	100%	3.278	100%
LIVIANOS	4.196	82,0%	2.852	87,0%
PESADOS	924	18,0%	426	13,0%
TOTAL	5.120	100%	3.278	100%

Light: SUV, passenger cars, Pick up, VAN
Heavy: trucks and buses

Monthly light vehicle sales** (units)



**Light vehicles: SUV, passenger cars, Pick up, VAN

Monthly heavy vehicle sales*** (units)



Source: ACOFAVE - FMI

*** Heavy vehicles: trucks and buses





URUGUAY

Regional Automotive Market



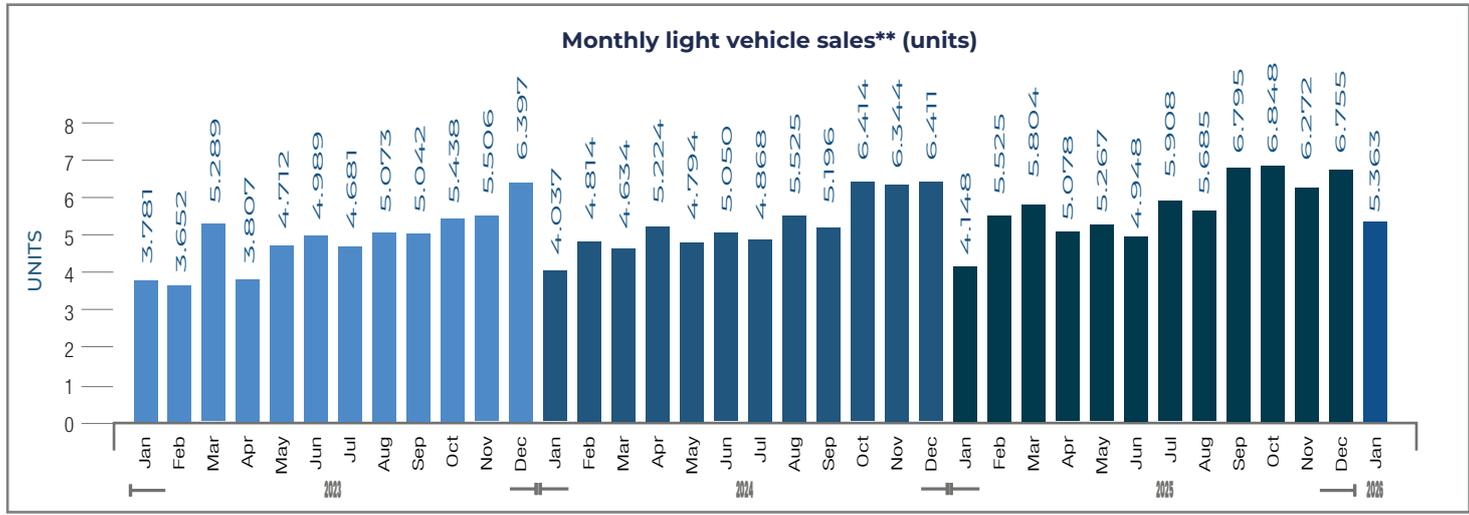
● Vehicle sales per thousand inhabitants*

● Nominal GDP per capita (USD)
Source: FMI

* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

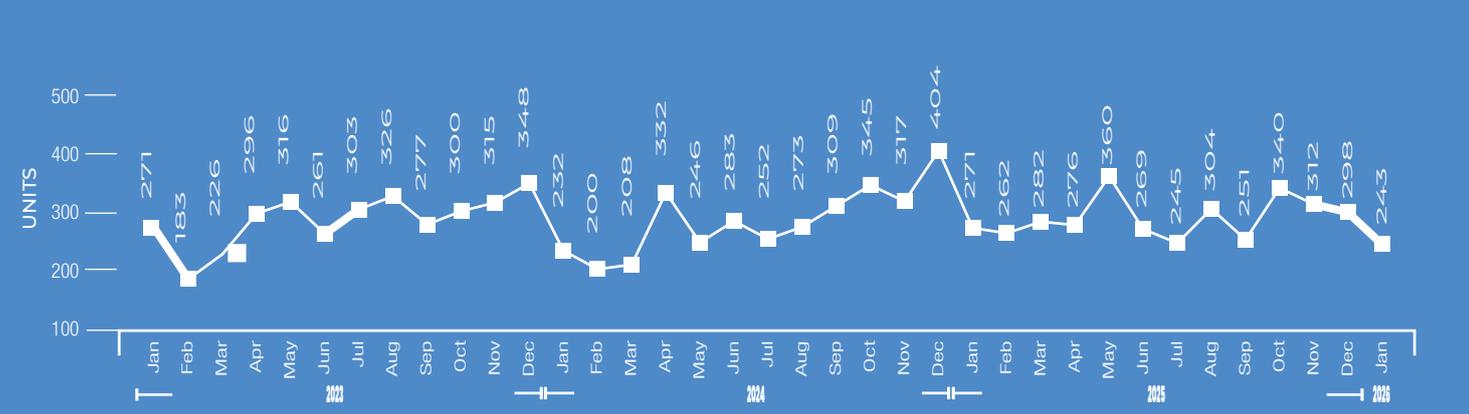
Brand	Sales by brand (January 2025)		Sales by brand (January 2026)	
	Quantity	Market share	Quantity	Market share
BYD	307	6,9%	670	12,0%
FIAT	882	20,0%	619	11,0%
CHEVROLET	456	10,3%	411	7,3%
RENAULT	338	7,6%	393	7,0%
VOLKSWAGEN	445	10,1%	380	6,8%
SUZUKI	157	3,6%	346	6,2%
DONGFENG	42	1,0%	312	5,6%
HYUNDAI	313	7,1%	234	4,2%
CHERY	94	2,1%	188	3,4%
JAC	91	2,1%	182	3,2%
OTRAS	1.294	29,3%	1.871	33,4%
TOTAL	4.419	100%	5.606	100%
LIGHT	4.148	93,9%	5.363	95,7%
HEAVY	271	6,1%	243	4,3%
TOTAL	4.419	100%	5.606	100%

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



**Light vehicles: Passenger cars, SUV, minibus and light utility cars

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Trucks and omnibus





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