



ALADDA

Asociación Latinoamericana de Distribuidores de Automotores

Regional Automotive Market



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Regional Market
by the end of may 2026

Distributed for



With the support AEADE **80** AÑOS

Regional automotive market - Summary

In May 2026 in comparison with May 2025: increase in **12.7%** in sales.

In May:

Total Vehicles Sales

- Highest y-o-y growth: Paraguay (**177.2%**) and Venezuela (**65.4%**)
- Highest y-o-y decrease: Argentina (**25.6%**) and Dominican Republic (**24.0%**)

Light Vehicles Sales:



- Highest y-o-y growth: Paraguay (**178.4%**), Venezuela (**64.9%**) and Colombia (**46.0%**)
- Highest y-o-y decrease: Dominican Republic (**26.8%**) Argentina (**26.2%**) and Costa Rica (**14.9%**).

Heavy Vehicles Sales:



- Highest y-o-y growth: Paraguay (**157.6%**), Venezuela (**67.1%**) and Peru (**35.0%**)
- Only y-o-y decrease: Costa Rica (**28.3%**), Panama (**24.6%**) and Uruguay (**16.7%**)

COUNTRIES		May 2025	May 2026	Jan-may 2025	Jan-may 2026	% VAR may 2026 -2025	% VAR jan - may 2026 -2025
	BRAZIL	225.636	274.317	985.858	1.147.785	21.6%↑	16.4%↑
	MEXICO	124.474	129.947	615.997	640.494	4.4%↑	4%↑
	ARGENTINA	56.319	41.921	273.819	246.560	-25.6%↓	-10%↓
	CHILE	25.720	25.734	128.351	132.871	0.1%↑	3.5%↑
	COLOMBIA	19.729	28.180	87.033	128.783	42.8%↑	48%↑
	PERU	16.337	23.137	83.348	115.156	41.6%↑	38.2%↑
	ECUADOR	10.258	13.093	45.272	63.773	27.6%↑	40.9%↑
	URUGUAY	5.627	6.634	27.273	31.745	17.9%↑	16.4%↑
	COSTA RICA*	7.084	5.915	31.155	30.670	-16.5%↓	-1.6%↓
	GUATEMALA	5.155	5.980	24.986	29.442	16%↑	17.8%↑
	PANAMA	4.628	4.972	23.679	26.689	7.4%↑	12.7%↑
	PARAGUAY	2.965	8.219	15.608	24.910	177.2%↑	59.6%↑
	VENEZUELA	2.940	4.864	12.306	20.299	65.4%↑	65%↑
	DOMINICAN REP.	3.896	2.962	21.028	17.311	-24%↓	-17.7%↓
Total		510.768	575.875	2.375.713	2.656.488	12.7%↑	11.8%↑

*Imports

Regional Automotive Market

Vehicles sales by continents

America sales

2021	22.003.539
2022	20.877.258
2023	23.215.717
2024	24.168.628
2025	24.864.617

Europe sales

2021	16.874.490
2022	15.071.434
2023	17.934.268
2024	18.688.015
2025	18.605.313

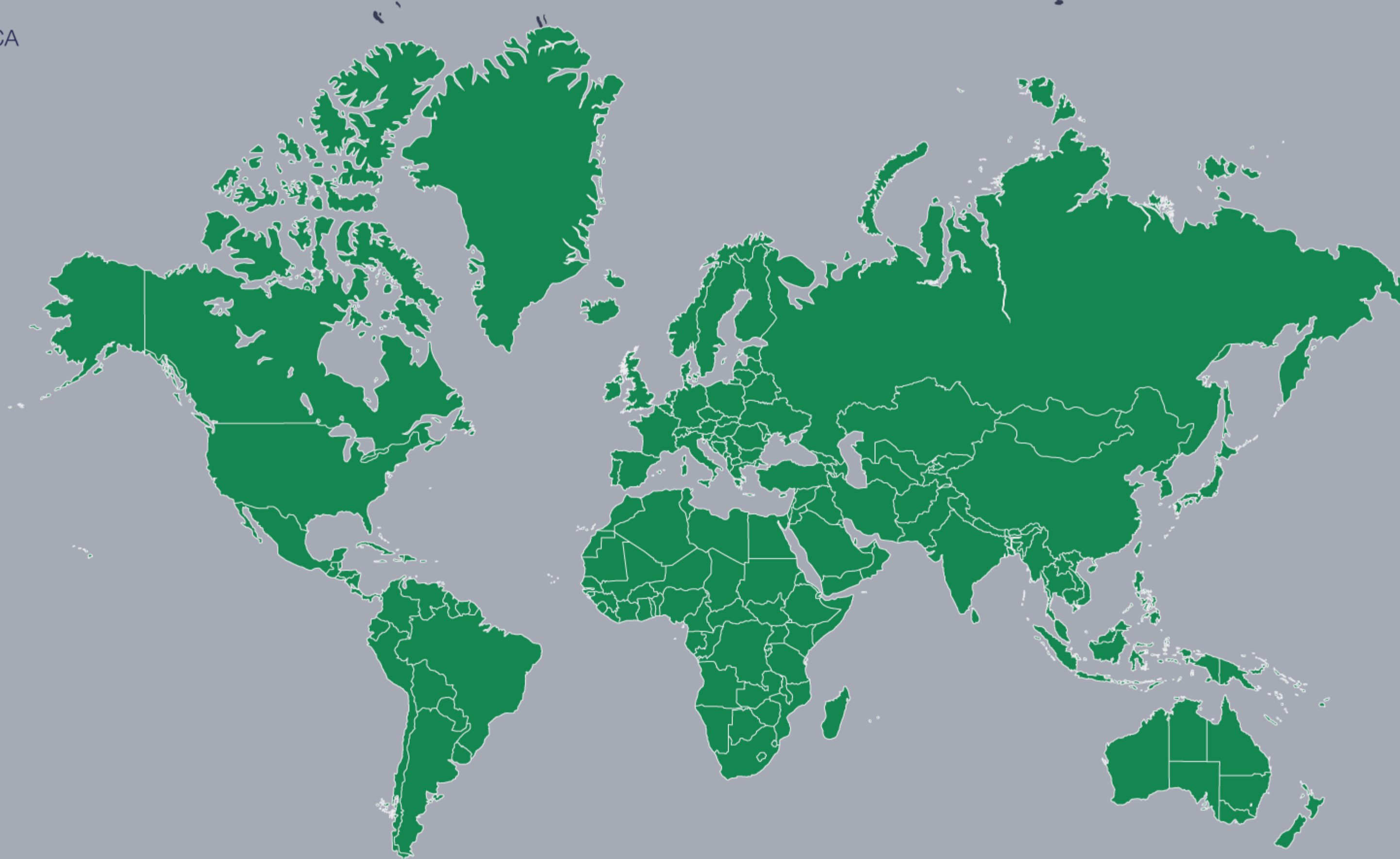
Asia & Oceania sales

2021	43.618.875
2022	45.952.883
2023	50.641.764
2024	51.393.882
2025	55.018.183

Africa sales

2021	1.133.520
2022	1.075.740
2023	1.050.105
2024	1.053.734
2025	1.285.408

Source: OICA



Historical vehicle sales of member countries
























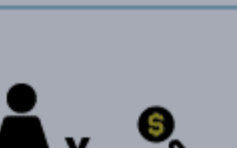

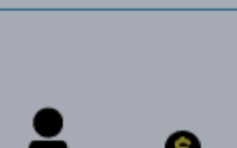




COUNTRIES		2022	2023	2024	2025
	BRAZIL	2.104.050	2.307.907	2.634.366	2.689.179
	MEXICO	1.134.443	1.416.429	1.562.615	1.564.471
	ARGENTINA	406.792	449.496	414.211	604.127
	CHILE	448.261	332.636	318.612	328.218
	COLOMBIA	262.595	186.826	201.219	254.438
	PERU	177.543	181.812	169.309	211.776
	ECUADOR	134.170	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	48.467
	PARAGUAY	32.677	30.685	32.560	39.420
	VENEZUELA	3.998	7.313	17.558	38.610
	BOLIVIA	45.724	51.012	29.692	
Total		4.965.878	5.365.426	5.792.311	6.172.696

* Imports

Regional Automotive Market

Total Vehicle Sales















Thousand units

Country	May 2025	May 2026	Jan-May 2025	Jan-May 2026	Ratio (population / light vehicle sales)
	225,6	274,3	985,9	1.147,8	2024: 86 2025: 84 
	124,5	129,9	616,0	640,5	2024: 88 2025: 87 
	56,3	41,9	273,8	246,6	2024: 121 2025: 83 
	25,7	25,7	128,4	132,9	2024: 66 2025: 64 
	19,7	28,2	87,0	128,8	2024: 285 2025: 230 
	16,3	23,1	83,3	115,2	2024: 226 2025: 184 
	10,3	13,1	45,3	63,8	2024: 183 2025: 164 
Imports 	7,1	5,9	31,2	30,7	2024: 76 2025: 81 
	5,6	6,6	27,3	31,7	2024: 57 2025: 50 
	5,2	6,0	25,0	29,4	2024: 378 2025: 373 
	4,6	5,0	23,7	26,7	2024: 86 2025: 79 
	3,0	8,2	15,6	24,9	2024: 248 2025: 188 
	3,9	3,0	21,0	17,3	2024: 277 2025: 288 
	2,9	4,9	12,3	20,3	2024: 4.967 2025: 2.296 

Regional Automotive Market

Vehicle sales Light and heavy

Thousand units

Country	Light vehicle sales				Heavy vehicle sales			
	May 2025	May 2026	Jan-May 2025	Jan-May 2026	May 2025	May 2026	Jan-May 2025	Jan-May 2026
	214,4	264,0	929,3	1.098,8	11,2	10,3	56,6	49,0
	121,1	127,1	598,5	627,6	3,4	2,8	17,5	12,9
	53,1	39,2	259,3	231,9	3,2	2,7	14,5	14,7
	24,7	24,8	123,2	128,2	1,0	0,9	5,2	4,6
	17,9	26,1	79,1	116,2	1,8	2,1	7,9	12,5
	14,4	20,6	74,1	102,5	1,9	2,6	9,3	12,7
	8,9	11,6	40,1	56,7	1,3	1,5	5,2	7,1
Imports 	6,3	5,4	28,2	27,3	0,7	0,5	3,0	3,4
	5,3	6,3	25,8	30,3	0,4	0,3	1,5	1,4
	4,0	4,6	19,6	22,9	1,1	1,4	5,4	6,5
	4,4	4,8	22,8	25,8	0,3	0,2	0,9	0,9
	2,8	7,8	14,7	23,6	0,2	0,4	0,9	1,3
	3,0	2,2	16,6	13,8	0,9	0,8	4,4	3,5
	2,2	3,6	8,8	14,7	0,8	1,3	3,6	5,6



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

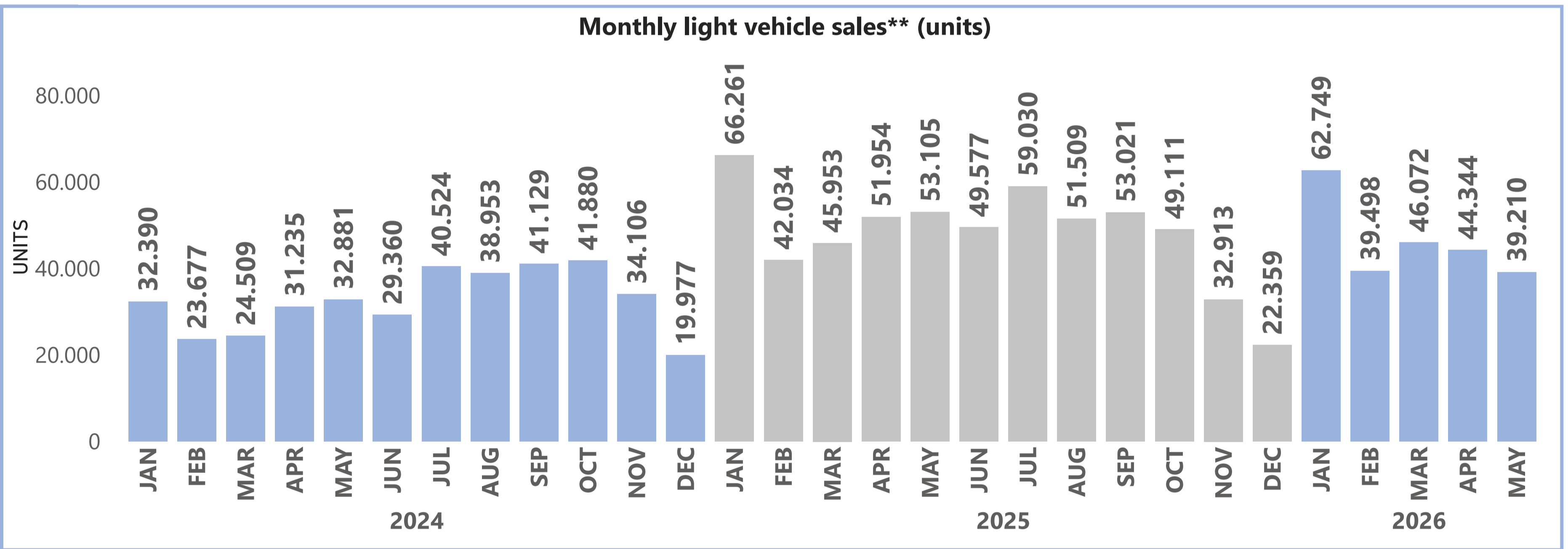
12,7 14.359

● Nominal GDP per capita (USD)

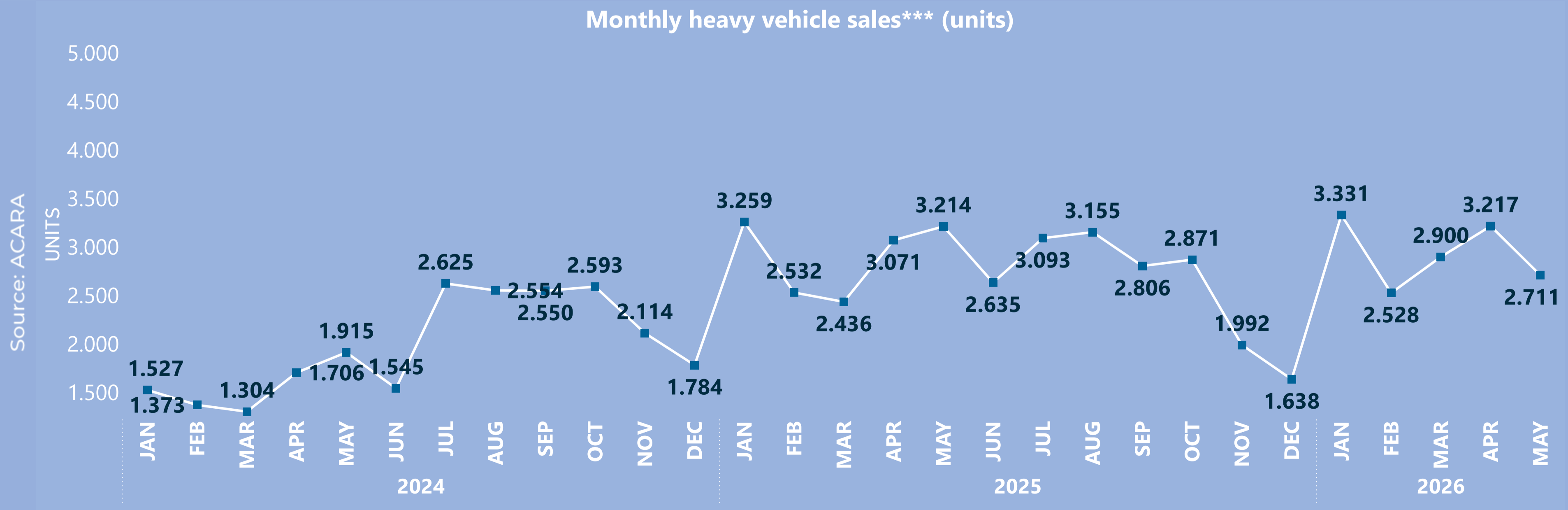
Source: FMI

*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.

	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
Light: Passenger cars and light commercial vehicles Heavy: Heavy commercial vehicles	VOLKSWAGEN	8.928	15,9 %	5.128	12,2 %	45.867	16,8 %	32.985	13,4 %
	TOYOTA	9.410	16,7 %	5.760	13,7 %	44.483	16,2 %	31.647	12,8 %
	FIAT	7.468	13,3 %	4.607	11,0 %	35.507	13,0 %	28.641	11,6 %
	FORD	4.436	7,9 %	4.030	9,6 %	20.604	7,5 %	22.311	9,0 %
	CHEVROLET	4.107	7,3 %	3.438	8,2 %	18.168	6,6 %	19.681	8,0 %
	RENAULT	5.444	9,7 %	2.508	6,0 %	26.334	9,6 %	17.718	7,2 %
	PEUGEOT	4.266	7,6 %	2.506	6,0 %	24.608	9,0 %	17.631	7,2 %
	CITROEN	2.140	3,8 %	1.379	3,3 %	11.904	4,3 %	8.977	3,6 %
	MERCEDES BENZ	1.269	2,3 %	1.523	3,6 %	6.415	2,3 %	8.019	3,3 %
	BYD			1.701	4,1 %			6.483	2,6 %
	OTHERS	8.851	15,7 %	9.341	22,3 %	39.929	14,6 %	52.467	21,3 %
	Total	56.319	100,0 %	41.921	100,0 %	273.819	100,0 %	246.560	100,0 %
	LIGHT	53.105	94,3 %	39.210	93,5 %	259.307	94,7 %	231.873	94,0 %
HEAVY	3.214	5,7 %	2.711	6,5 %	14.512	5,3 %	14.687	6,0 %	
Total	56.319	100,0 %	41.921	100,0 %	273.819	100,0 %	246.560	100,0 %	



**Light vehicles: Passenger cars and light commercial vehicles



*** Heavy vehicles: Heavy commercial vehicles





BRAZIL

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

10,5 8.166

10,4 9.455

11,3 10.268

12,4 10.296

12,6 10.578

● Nominal GDP per capita (USD)

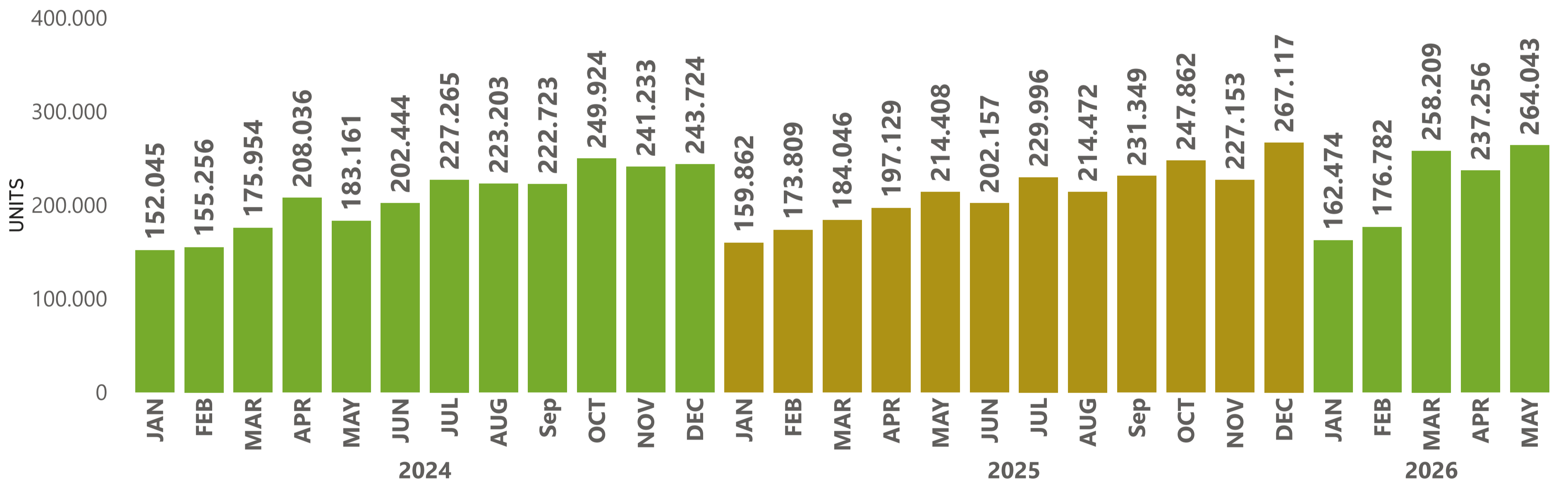
Source: FMI

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	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT		46.097	20,4 %	49.646	18,1 %	199.584	20,2 %	221.872	19,3 %
VOLKSWAGEN		40.273	17,8 %	46.232	16,9 %	162.471	16,5 %	192.129	16,7 %
GENERAL MOTORS		21.597	9,6 %	27.753	10,1 %	97.921	9,9 %	114.019	9,9 %
HYUNDAI		19.026	8,4 %	20.239	7,4 %	70.128	7,1 %	80.302	7,0 %
BYD		9.397	4,2 %	21.763	7,9 %	39.621	4,0 %	77.880	6,8 %
TOYOTA		15.615	6,9 %	14.819	5,4 %	74.100	7,5 %	65.471	5,7 %
RENAULT		10.885	4,8 %	11.060	4,0 %	50.339	5,1 %	53.005	4,6 %
JEEP		10.530	4,7 %	10.395	3,8 %	46.400	4,7 %	46.164	4,0 %
HONDA		9.260	4,1 %	10.288	3,8 %	41.501	4,2 %	43.507	3,8 %
NISSAN		5.073	2,2 %	7.121	2,6 %	29.816	3,0 %	30.873	2,7 %
OTHERS		37.883	16,8 %	55.001	20,1 %	173.977	17,6 %	222.563	19,4 %
Total		225.636	100,0 %	274.317	100,0 %	985.858	100,0 %	1.147.785	100,0 %
LIGHT		214.408	95,0 %	264.043	96,3 %	929.254	94,3 %	1.098.764	95,7 %
HEAVY		11.228	5,0 %	10.274	3,7 %	56.604	5,7 %	49.021	4,3 %
Total		225.636	100,0 %	274.317	100,0 %	985.858	100,0 %	1.147.785	100,0 %

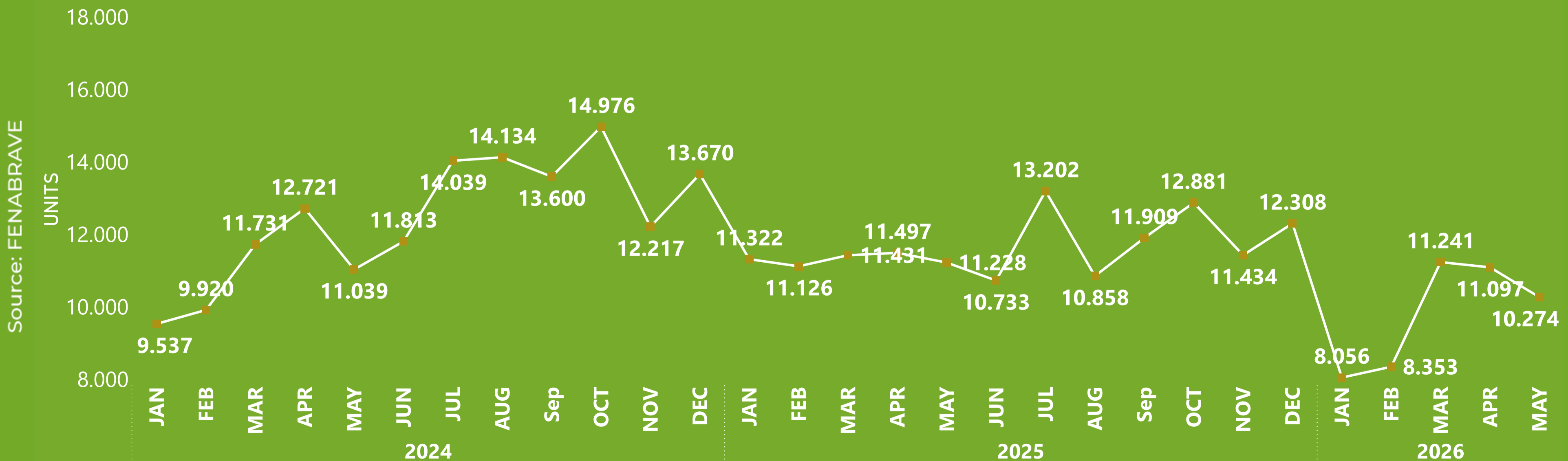
Light: Passenger cars and light commercial vehicles
Heavy: Trucks and buses

Monthly light vehicle sales** (units)

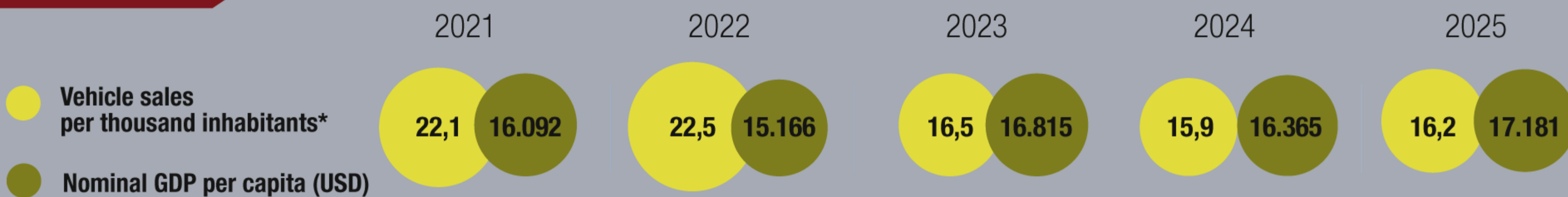


**Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

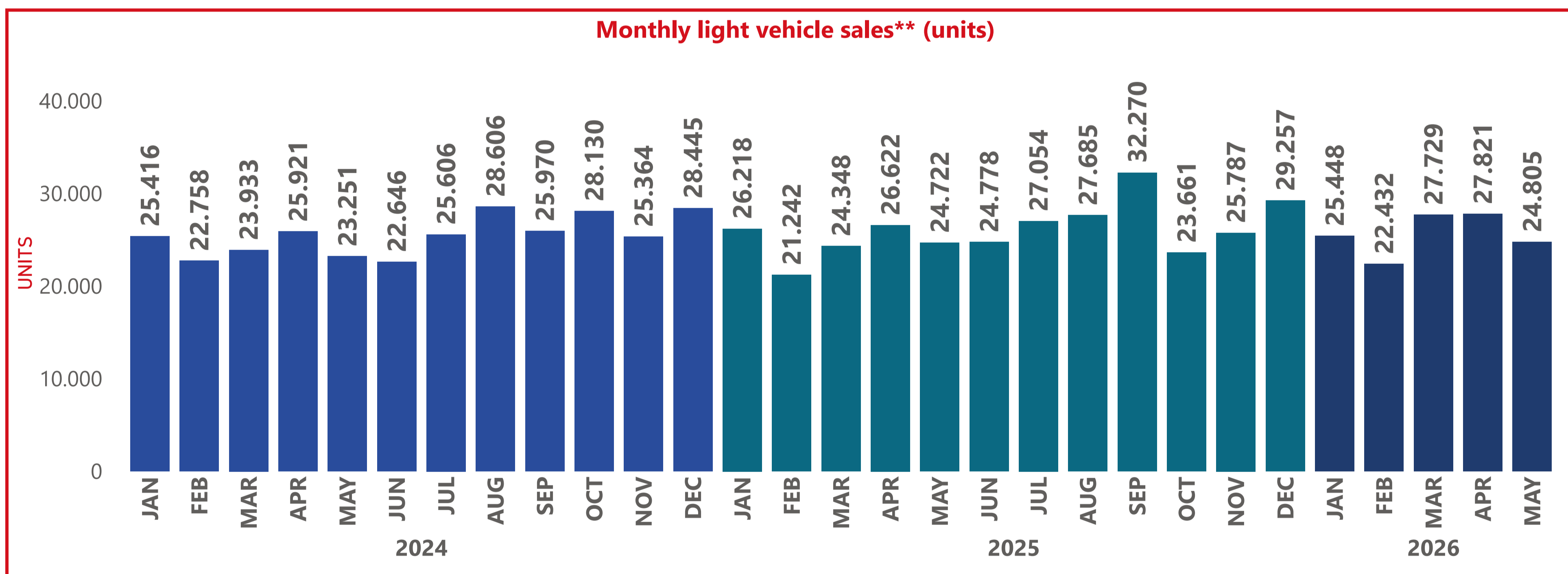


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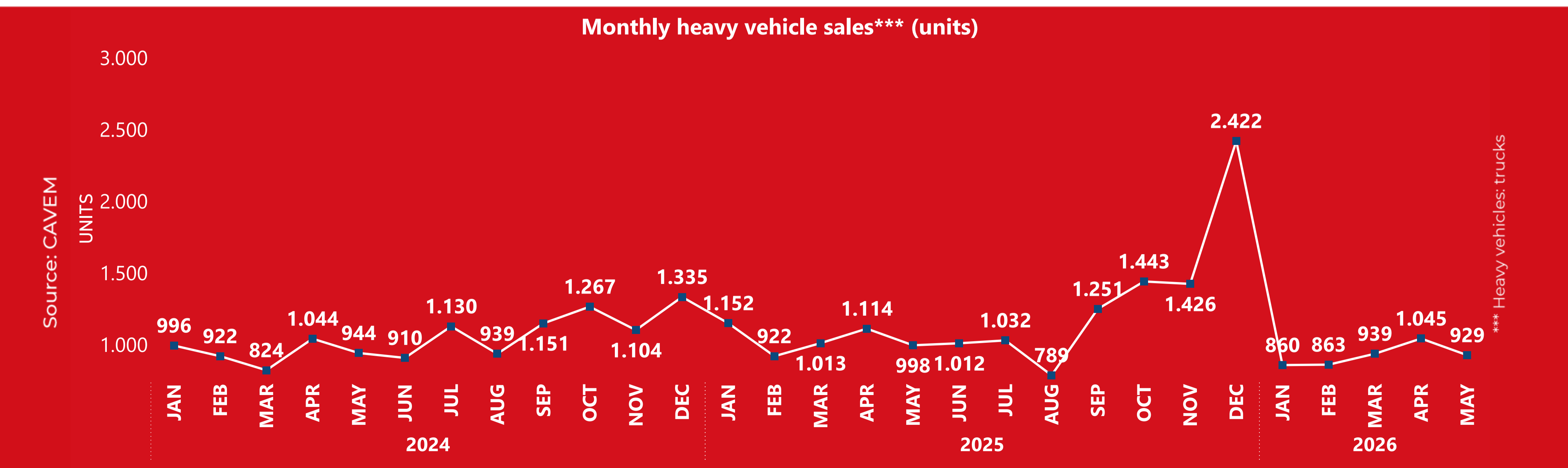
Brand	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.850	7,2 %	1.991	7,7 %	9.736	7,6 %	10.497	7,9 %
SUZUKI	1.841	7,2 %	1.862	7,2 %	9.550	7,4 %	9.781	7,4 %
HYUNDAI	1.502	5,8 %	1.741	6,8 %	8.099	6,3 %	8.405	6,3 %
KIA	1.408	5,5 %	1.446	5,6 %	7.735	6,0 %	7.575	5,7 %
CHEVROLET	1.719	6,7 %	1.425	5,5 %	7.947	6,2 %	7.189	5,4 %
GWM	1.141	4,4 %	1.154	4,5 %	5.268	4,1 %	6.807	5,1 %
FORD	1.299	5,1 %	1.167	4,5 %	6.362	5,0 %	6.375	4,8 %
CHANGAN	817	3,2 %	1.166	4,5 %	4.513	3,5 %	6.121	4,6 %
PEUGEOT	1.415	5,5 %	988	3,8 %	6.683	5,2 %	5.699	4,3 %
MITSUBISHI	818	3,2 %	1.024	4,0 %	5.255	4,1 %	4.922	3,7 %
OTHERS	11.910	46,3 %	11.770	45,7 %	57.203	44,6 %	59.500	44,8 %
Total	25.720	100,0 %	25.734	100,0 %	128.351	100,0 %	132.871	100,0 %
LIGHT	24.722	96,1 %	24.805	96,4 %	123.152	95,9 %	128.235	96,5 %
HEAVY	998	3,9 %	929	3,6 %	5.199	4,1 %	4.636	3,5 %
Total	25.720	100,0 %	25.734	100,0 %	128.351	100,0 %	132.871	100,0 %

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

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



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



*** Heavy vehicles: trucks

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)

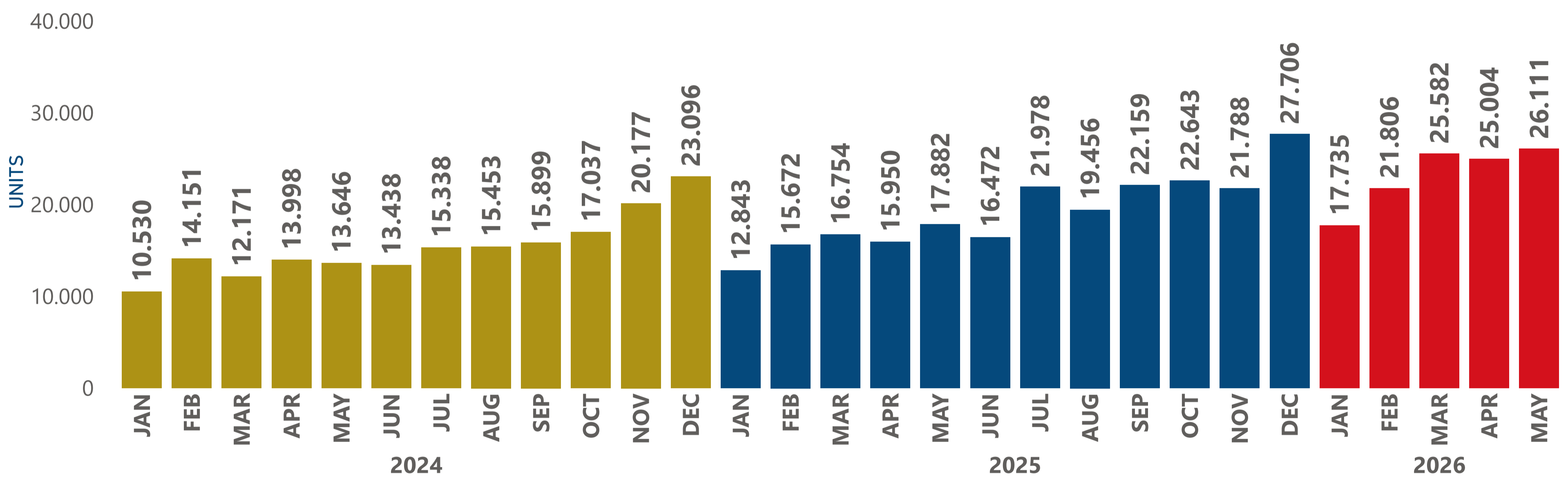
Source: FMI

*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

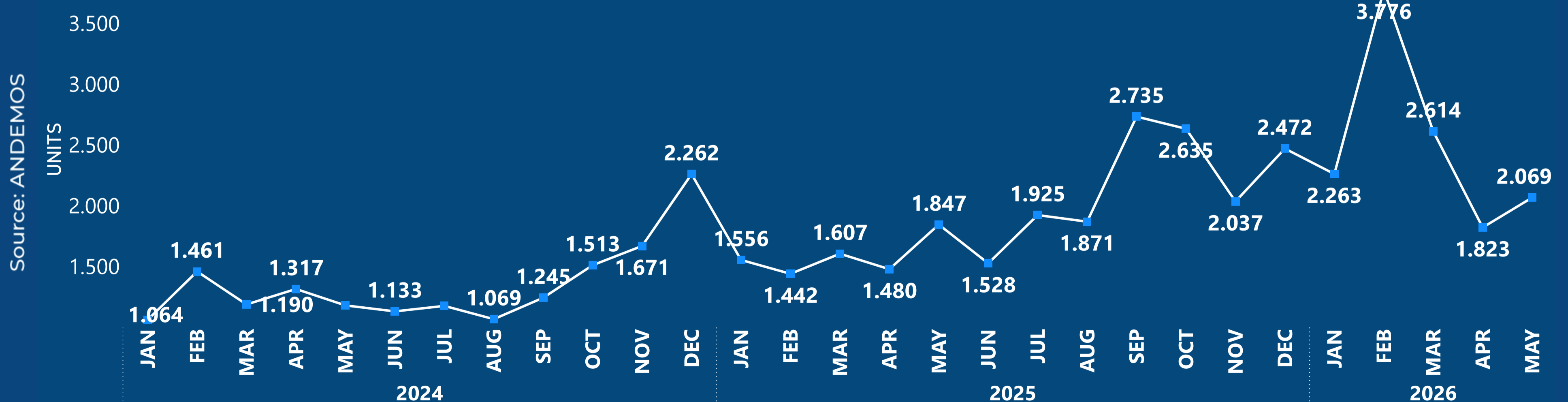
Brand	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	2.454	12,4 %	3.421	12,1 %	11.411	13,1 %	17.462	13,6 %
RENAULT	2.259	11,5 %	2.586	9,2 %	11.564	13,3 %	13.267	10,3 %
TOYOTA	2.548	12,9 %	2.624	9,3 %	9.423	10,8 %	9.861	7,7 %
MAZDA	1.915	9,7 %	2.062	7,3 %	8.303	9,5 %	9.799	7,6 %
CHEVROLET	1.517	7,7 %	2.065	7,3 %	7.131	8,2 %	9.710	7,5 %
TESLA			2.331	8,3 %	6	0,0 %	7.739	6,0 %
SUZUKI	982	5,0 %	1.746	6,2 %	4.327	5,0 %	6.904	5,4 %
NISSAN	975	4,9 %	1.189	4,2 %	4.844	5,6 %	5.530	4,3 %
HYUNDAI	909	4,6 %	1.260	4,5 %	4.042	4,6 %	5.392	4,2 %
BYD	849	4,3 %	1.120	4,0 %	3.395	3,9 %	5.323	4,1 %
OTHERS	5.321	27,0 %	7.776	27,6 %	22.587	26,0 %	37.796	29,3 %
Total	19.729	100,0 %	28.180	100,0 %	87.033	100,0 %	128.783	100,0 %
LIGHT	17.882	90,6 %	26.111	92,7 %	79.101	90,9 %	116.238	90,3 %
HEAVY	1.847	9,4 %	2.069	7,3 %	7.932	9,1 %	12.545	9,7 %
Total	19.729	100,0 %	28.180	100,0 %	87.033	100,0 %	128.783	100,0 %

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

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

COSTA RICA

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

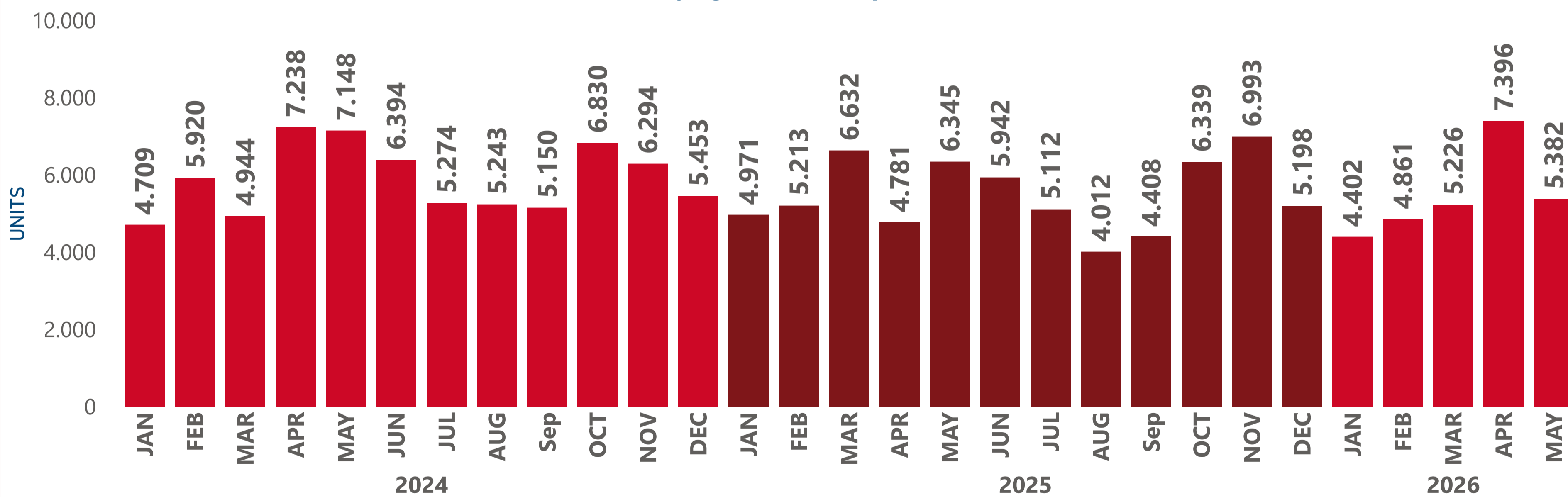
*This indicator reflects the number of new vehicles imported per thousand inhabitants. Its purpose is to measure the relationship between vehicle imports volume—including light and heavy vehicles—and the size of the population.

	Imports by brand (May 2025)		Imports by brand (May 2026)		Accumulated imports by brand (Jan-May 2025)		Accumulated imports by brand (Jan-May 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA		1.490	21,0 %	803	13,6 %	6.277	20,1 %	4.810	15,7 %
NISSAN		623	8,8 %	537	9,1 %	2.938	9,4 %	2.609	8,5 %
SUZUKI		459	6,5 %	632	10,7 %	2.228	7,2 %	2.361	7,7 %
MITSUBISHI		280	4,0 %	475	8,0 %	1.572	5,0 %	2.011	6,6 %
GEELY		548	7,7 %	387	6,5 %	1.872	6,0 %	1.948	6,4 %
HYUNDAI		249	3,5 %	342	5,8 %	1.679	5,4 %	1.655	5,4 %
CHERY		180	2,5 %	250	4,2 %	904	2,9 %	1.394	4,5 %
BYD		62	0,9 %	23	0,4 %	1.230	3,9 %	1.302	4,2 %
ISUZU		237	3,3 %	239	4,0 %	773	2,5 %	1.111	3,6 %
DONGFENG		47	0,7 %	269	4,5 %	320	1,0 %	999	3,3 %
OTHERS		2.909	41,1 %	1.958	33,1 %	11.362	36,5 %	10.470	34,1 %
Total		7.084	100,0 %	5.915	100,0 %	31.155	100,0 %	30.670	100,0 %
LIGHT		6.345	89,6 %	5.382	91,0 %	28.163	90,4 %	27.267	88,9 %
HEAVY		739	10,4 %	533	9,0 %	2.992	9,6 %	3.403	11,1 %
Total		7.084	100,0 %	5.915	100,0 %	31.155	100,0 %	30.670	100,0 %

Light: Panel, Pickup trucks, Sedans, SUVs, Hatchbacks
Heavy: Buses, Trucks, Minibuses

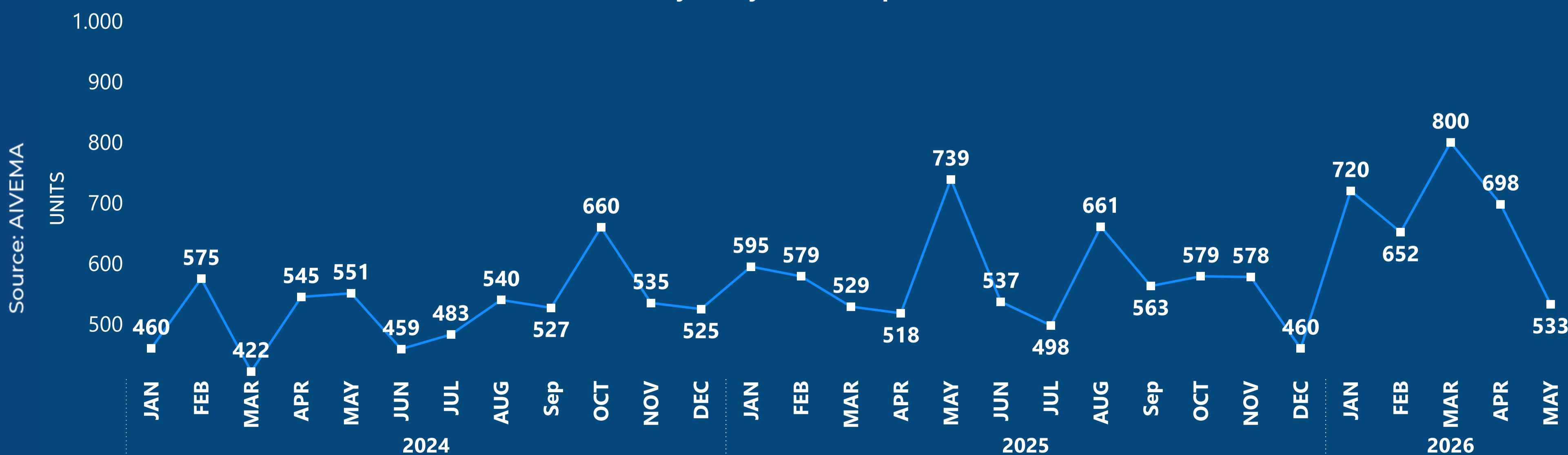
Imports data

Monthly light vehicle imports (units)



**Light vehicles: Panel, Pickup trucks, Sedans, SUV, Hatchbacks

Monthly heavy vehicle imports (units)



Source: AIVEMA

*** Heavy vehicles: Buses, Trucks, Minibuses



ECUADOR

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

6,5 5.979

7,5 6.389

7,3 6.663

6,0 6.758

6,9 7.210

● Nominal GDP per capita (USD)

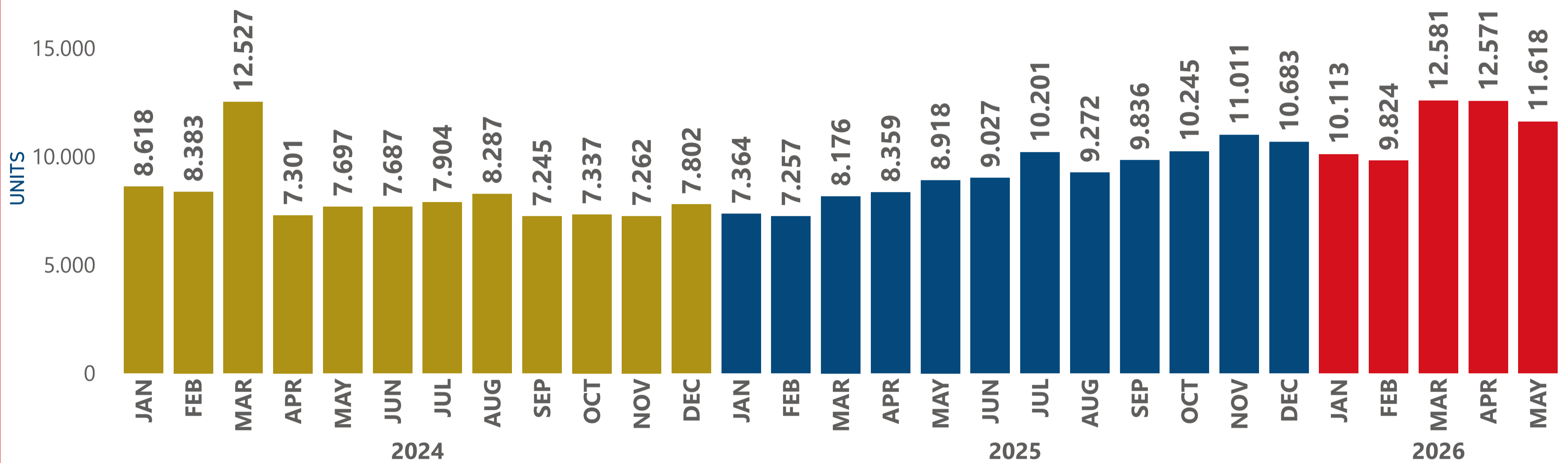
Source: FMI

*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 (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.578	15,4 %	2.189	16,7 %	7.370	16,3 %	10.241	16,1 %
CHEVROLET	1.638	16,0 %	1.614	12,3 %	6.884	15,2 %	7.732	12,1 %
HYUNDAI	561	5,5 %	714	5,5 %	2.738	6,0 %	3.602	5,6 %
GWM	502	4,9 %	718	5,5 %	2.335	5,2 %	3.508	5,5 %
CHERY	459	4,5 %	637	4,9 %	2.086	4,6 %	3.142	4,9 %
TOYOTA	408	4,0 %	608	4,6 %	2.226	4,9 %	3.044	4,8 %
DONGFENG	295	2,9 %	457	3,5 %	1.135	2,5 %	2.247	3,5 %
JAC	305	3,0 %	445	3,4 %	1.268	2,8 %	2.228	3,5 %
SINOTRUK	381	3,7 %	458	3,5 %	1.176	2,6 %	2.086	3,3 %
SUZUKI	403	3,9 %	292	2,2 %	1.810	4,0 %	1.875	2,9 %
OTHERS	3.728	36,3 %	4.961	37,9 %	16.244	35,9 %	24.068	37,7 %
Total	10.258	100,0 %	13.093	100,0 %	45.272	100,0 %	63.773	100,0 %
LIGHT	8.918	86,9 %	11.618	88,7 %	40.074	88,5 %	56.707	88,9 %
HEAVY	1.340	13,1 %	1.475	11,3 %	5.198	11,5 %	7.066	11,1 %
Total	10.258	100,0 %	13.093	100,0 %	45.272	100,0 %	63.773	100,0 %

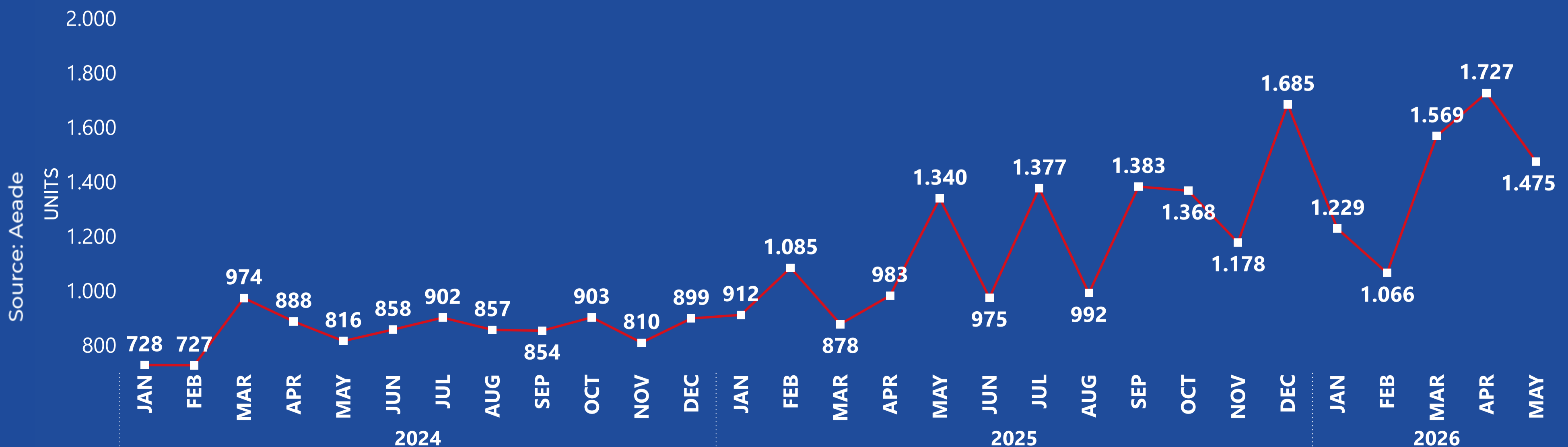
Light: Passenger cars, SUV, pick up and vans
Heavy: Trucks and buses

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

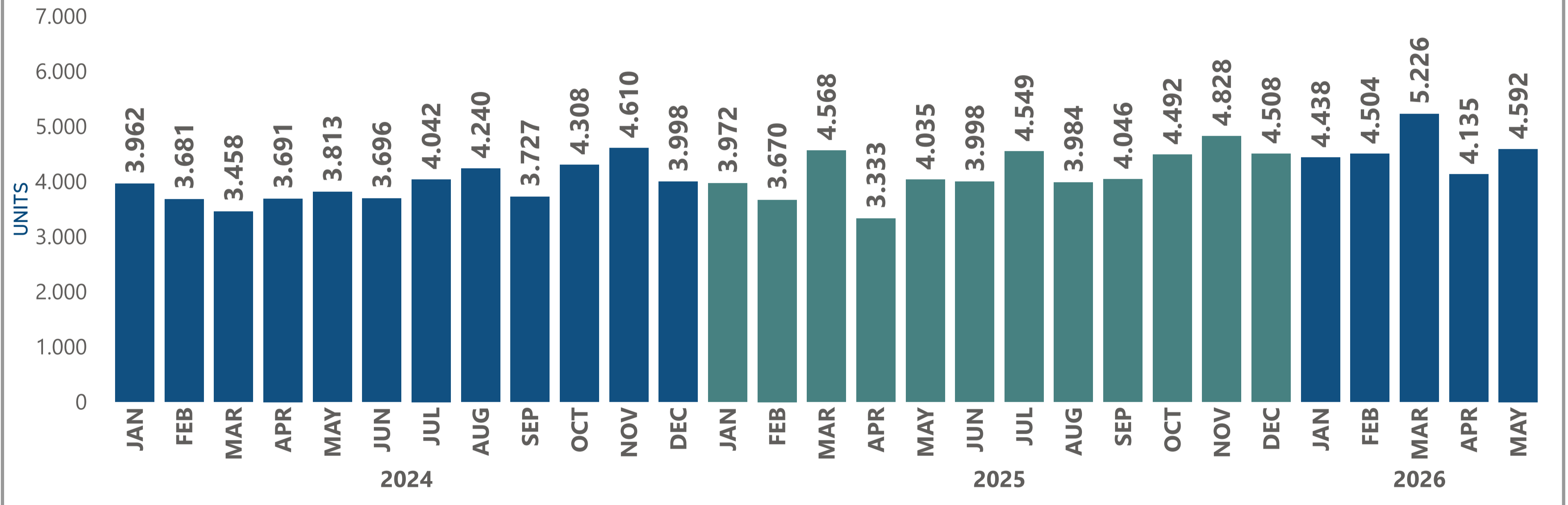
*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Hatchback, Minivan (up to 8 passengers), Sedan, Pickup truck, Panel van, Mibus (up to 20 passengers), Sport coupe, SUV
Heavy: Truck, Bus (21 passengers or more), Garbage compactor truck, Dump truck, Tractor unit, Tank truck, Fire truck, Concrete mixer truck

Brand	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.325	25,7 %	1.349	22,6 %	6.502	26,0 %	7.530	25,6 %
ISUZU	428	8,3 %	612	10,2 %	2.052	8,2 %	3.045	10,3 %
MITSUBISHI	339	6,6 %	435	7,3 %	1.585	6,3 %	1.891	6,4 %
JAC	250	4,8 %	400	6,7 %	1.404	5,6 %	1.850	6,3 %
SUZUKI	237	4,6 %	296	4,9 %	1.042	4,2 %	1.647	5,6 %
KIA	351	6,8 %	304	5,1 %	1.616	6,5 %	1.568	5,3 %
CHANGAN	308	6,0 %	400	6,7 %	1.246	5,0 %	1.514	5,1 %
HINO	220	4,3 %	250	4,2 %	1.189	4,8 %	1.250	4,2 %
FOTON	168	3,3 %	255	4,3 %	846	3,4 %	1.229	4,2 %
VOLKSWAGEN	214	4,2 %	156	2,6 %	1.177	4,7 %	811	2,8 %
OTHERS	1.315	25,5 %	1.523	25,5 %	6.327	25,3 %	7.107	24,1 %
Total	5.155	100,0 %	5.980	100,0 %	24.986	100,0 %	29.442	100,0 %
LIGHT	4.035	78,3 %	4.592	76,8 %	19.578	78,4 %	22.895	77,8 %
HEAVY	1.120	21,7 %	1.388	23,2 %	5.408	21,6 %	6.547	22,2 %
Total	5.155	100,0 %	5.980	100,0 %	24.986	100,0 %	29.442	100,0 %

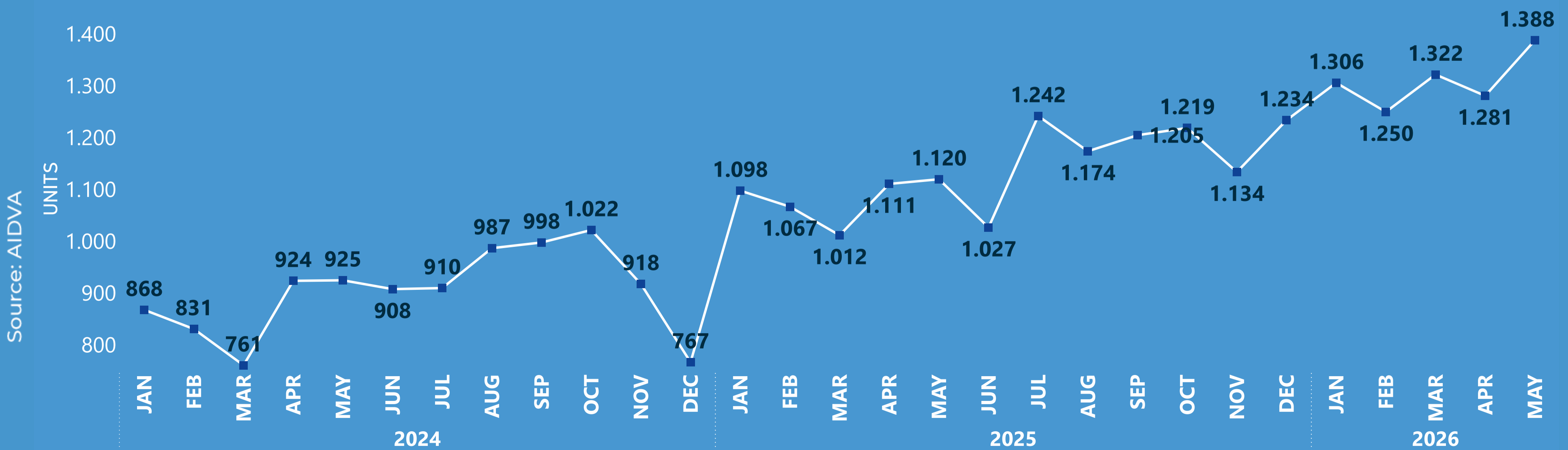
Some brands do not record sales in the periods prior to their entry and registration in the country, as well as before their affiliation with AIDVA

Monthly light vehicle sales** (units)



**Light vehicles: Hatchback, Minivan (up to 8 passengers), Sedan, Pickup truck, Panel van, Mibus (up to 20 passengers), Sport coupe, SUV

Monthly heavy vehicle sales*** (units)



Source: AIDVA

***Heavy vehicles: Truck, Bus (21 passengers or more), Garbage compactor truck, Dump truck, Tractor unit, Tank truck, Fire truck, Concrete mixer truck



Asociación de Importadores y Distribuidores de Vehículos Automotores (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)

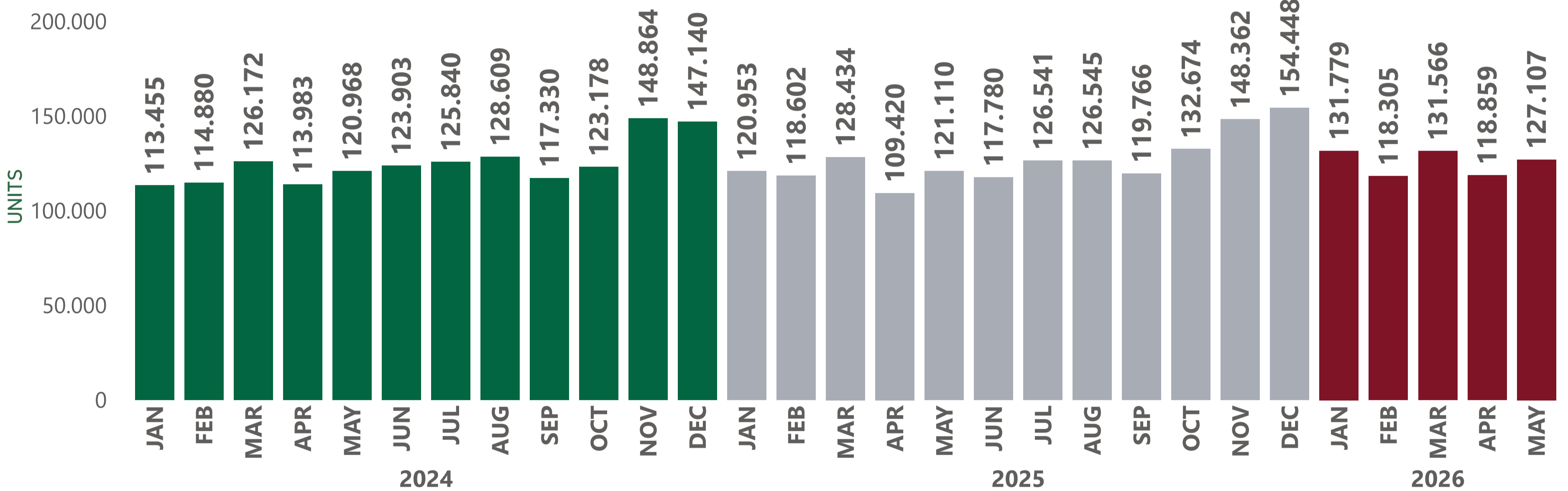
Source: FMI

*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 (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	22.573	18,1 %	21.460	16,5 %	107.130	17,4 %	107.820	16,8 %
CHEVROLET	14.528	11,7 %	14.938	11,5 %	74.131	12,0 %	76.950	12,0 %
VOLKSWAGEN	10.354	8,3 %	10.656	8,2 %	54.986	8,9 %	55.009	8,6 %
TOYOTA	10.974	8,8 %	10.840	8,3 %	50.098	8,1 %	51.467	8,0 %
KIA	8.853	7,1 %	9.305	7,2 %	43.532	7,1 %	45.346	7,1 %
MAZDA	8.671	7,0 %	9.759	7,5 %	42.783	6,9 %	42.682	6,7 %
MG	4.005	3,2 %	4.167	3,2 %	19.565	3,2 %	22.927	3,6 %
HYUNDAI	4.652	3,7 %	4.790	3,7 %	20.921	3,4 %	21.454	3,3 %
RAM	3.233	2,6 %	3.948	3,0 %	14.324	2,3 %	20.865	3,3 %
FORD	4.596	3,7 %	4.259	3,3 %	20.991	3,4 %	20.419	3,2 %
OTHERS	32.035	25,7 %	35.825	27,6 %	167.536	27,2 %	175.555	27,4 %
Total	124.474	100,0 %	129.947	100,0 %	615.997	100,0 %	640.494	100,0 %
LIGHT	121.110	97,3 %	127.107	97,8 %	598.519	97,2 %	627.616	98,0 %
HEAVY	3.364	2,7 %	2.840	2,2 %	17.478	2,8 %	12.878	2,0 %
Total	124.474	100,0 %	129.947	100,0 %	615.997	100,0 %	640.494	100,0 %

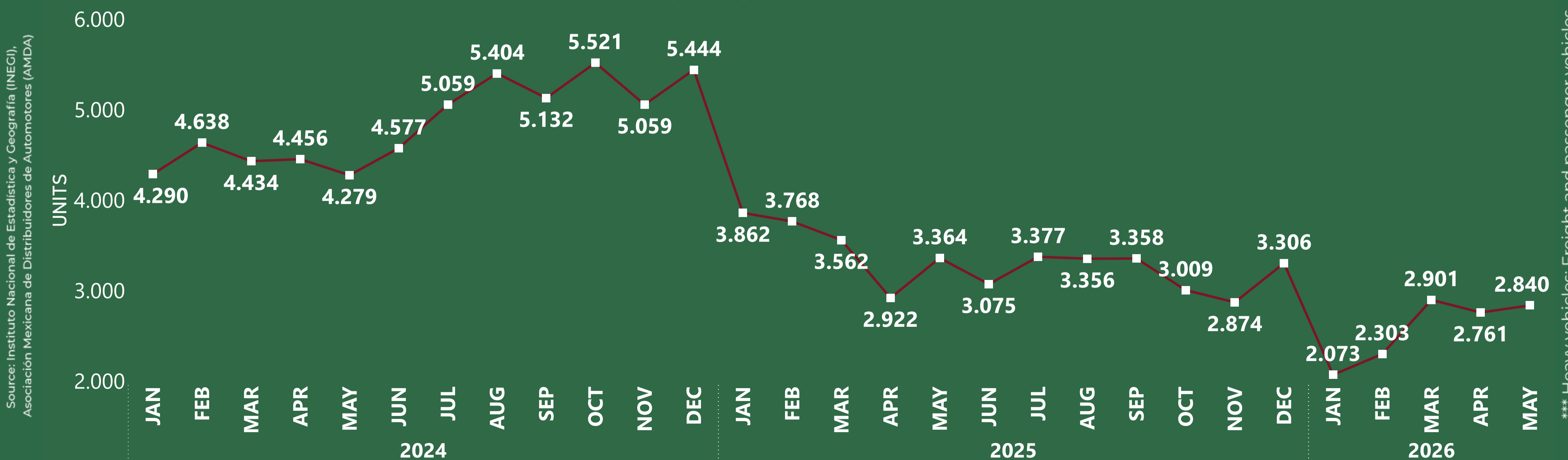
Light: Compact, luxury, subcompact, and sports passenger cars, as well as SUVs, minivans, and pickup trucks
Heavy: Freight and passenger vehicles

Monthly light vehicle sales** (units)



**Light vehicles: Compact, luxury, subcompact, and sports passenger cars, as well as SUVs, minivans, and pickup trucks

Monthly heavy vehicle sales*** (units)



Source: Instituto Nacional de Estadística y Geografía (INEGI), Asociación Mexicana de Distribuidores de Automotores (AMDA)

*** Heavy vehicles: Freight and passenger vehicles



Registro Administrativo de la Industria Automotriz de Vehículos Ligeros y Pesados (RAIAVL y RAIAVP)



PANAMA

Regional Automotive Market

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

9,6 17.409

11,0 18.726

12,1 19.445

13,2 19.802

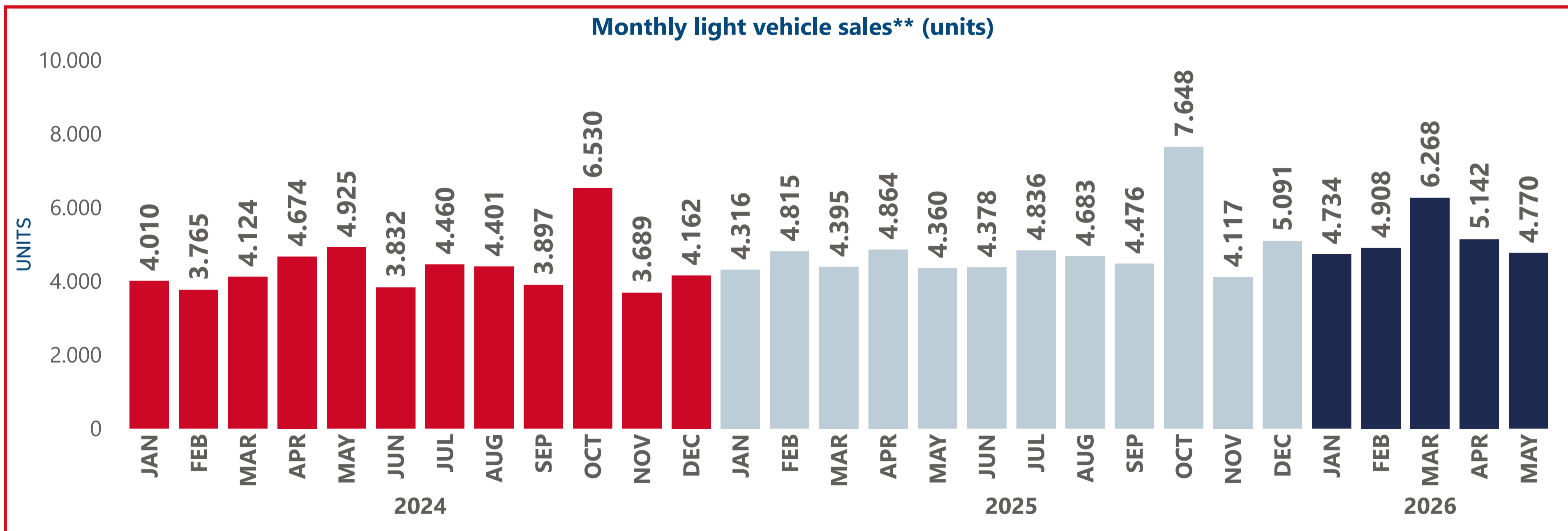
● Nominal GDP per capita (USD)

Source: FMI

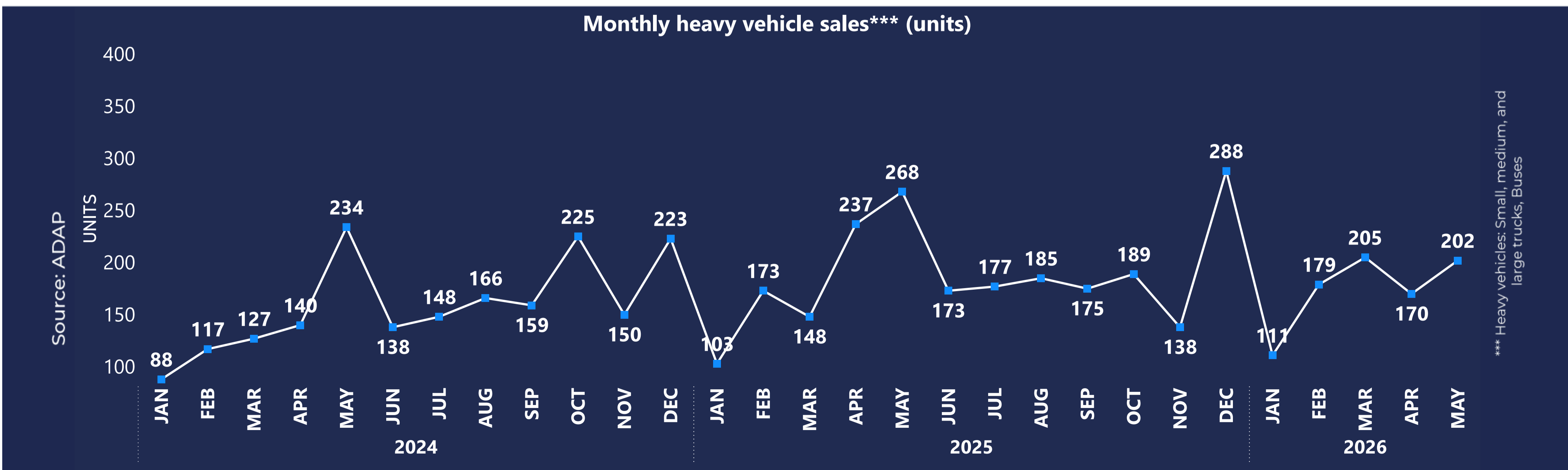
*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA		938	20,3 %	840	16,9 %	5.032	21,3 %	4.852	18,2 %
HYUNDAI		599	12,9 %	591	11,9 %	2.916	12,3 %	3.282	12,3 %
KIA		434	9,4 %	615	12,4 %	2.999	12,7 %	3.219	12,1 %
SUZUKI		215	4,6 %	244	4,9 %	1.179	5,0 %	1.322	5,0 %
GEELY		239	5,2 %	230	4,6 %	1.208	5,1 %	1.297	4,9 %
JETOUR		170	3,7 %	212	4,3 %	789	3,3 %	1.151	4,3 %
CHANGAN		109	2,4 %	246	4,9 %	655	2,8 %	1.034	3,9 %
MITSUBISHI		187	4,0 %	187	3,8 %	820	3,5 %	946	3,5 %
ISUZU		175	3,8 %	200	4,0 %	626	2,6 %	791	3,0 %
NISSAN		162	3,5 %	139	2,8 %	855	3,6 %	705	2,6 %
OTHERS		1.400	30,3 %	1.468	29,5 %	6.600	27,9 %	8.090	30,3 %
Total		4.628	100,0 %	4.972	100,0 %	23.679	100,0 %	26.689	100,0 %
LIGHT		4.360	94,2 %	4.770	95,9 %	22.750	96,1 %	25.822	96,8 %
HEAVY		268	5,8 %	202	4,1 %	929	3,9 %	867	3,2 %
Total		4.628	100,0 %	4.972	100,0 %	23.679	100,0 %	26.689	100,0 %

Light: Passenger cars, SUV, Pickups, Panel, Vans, Minivans, Minitrucks
Heavy: Small, medium, and large trucks, Buses



**Light vehicles: Passenger cars, SUV, Pickups, Panel, Vans, Minivans, Minitrucks



*** Heavy vehicles: Small, medium, and large trucks, Buses



PARAGUAY

Regional Automotive Market

2021

2022

2023

2024

2025



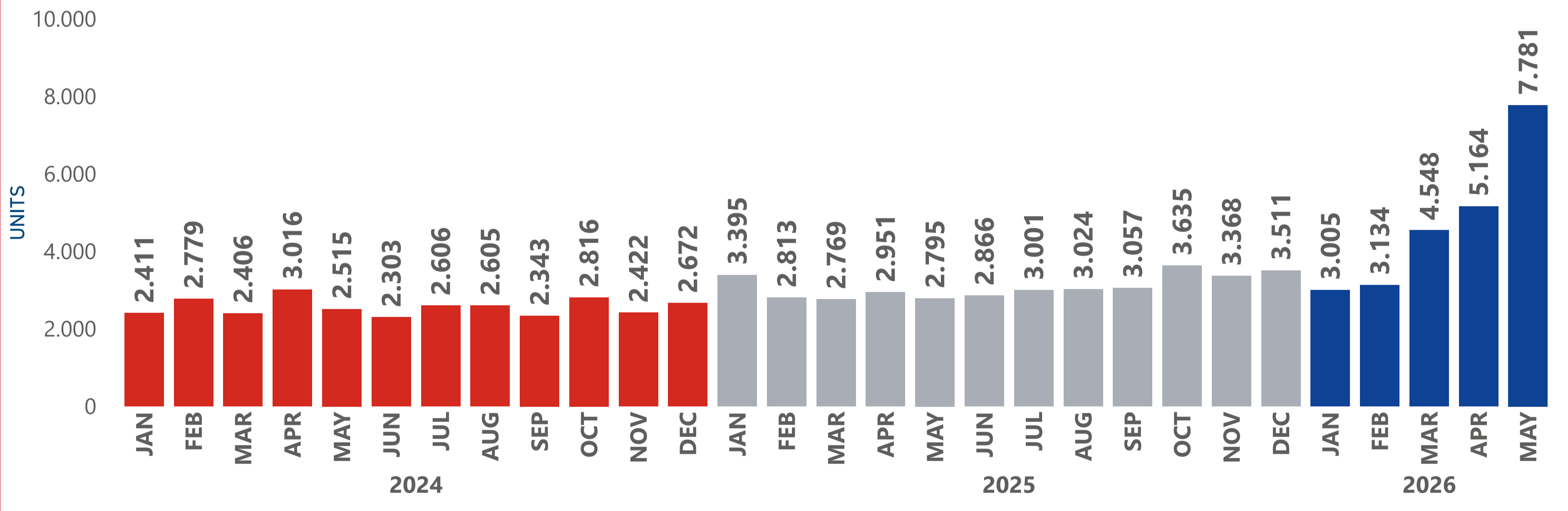
Nominal GDP per capita (USD)
Source: FMI

*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.

	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	343	11,6 %	951	11,6 %	2.179	14,0 %	2.997	12,0 %
KIA	474	16,0 %	734	8,9 %	2.484	15,9 %	2.646	10,6 %
CHEVROLET	356	12,0 %	816	9,9 %	1.600	10,3 %	2.608	10,5 %
HYUNDAI	357	12,0 %	826	10,0 %	1.778	11,4 %	2.404	9,7 %
FIAT	193	6,5 %	541	6,6 %	895	5,7 %	1.633	6,6 %
VOLKSWAGEN	144	4,9 %	531	6,5 %	881	5,6 %	1.509	6,1 %
NISSAN	138	4,7 %	322	3,9 %	791	5,1 %	1.190	4,8 %
SUZUKI	102	3,4 %	332	4,0 %	528	3,4 %	1.095	4,4 %
GEELY	91	3,1 %	364	4,4 %	491	3,1 %	959	3,8 %
CHERY	25	0,8 %	361	4,4 %	53	0,3 %	814	3,3 %
OTHERS	742	25,0 %	2.441	29,7 %	3.928	25,2 %	7.055	28,3 %
Total	2.965	100,0 %	8.219	100,0 %	15.608	100,0 %	24.910	100,0 %
LIGHT	2.795	94,3 %	7.781	94,7 %	14.723	94,3 %	23.632	94,9 %
HEAVY	170	5,7 %	438	5,3 %	885	5,7 %	1.278	5,1 %
Total	2.965	100,0 %	8.219	100,0 %	15.608	100,0 %	24.910	100,0 %

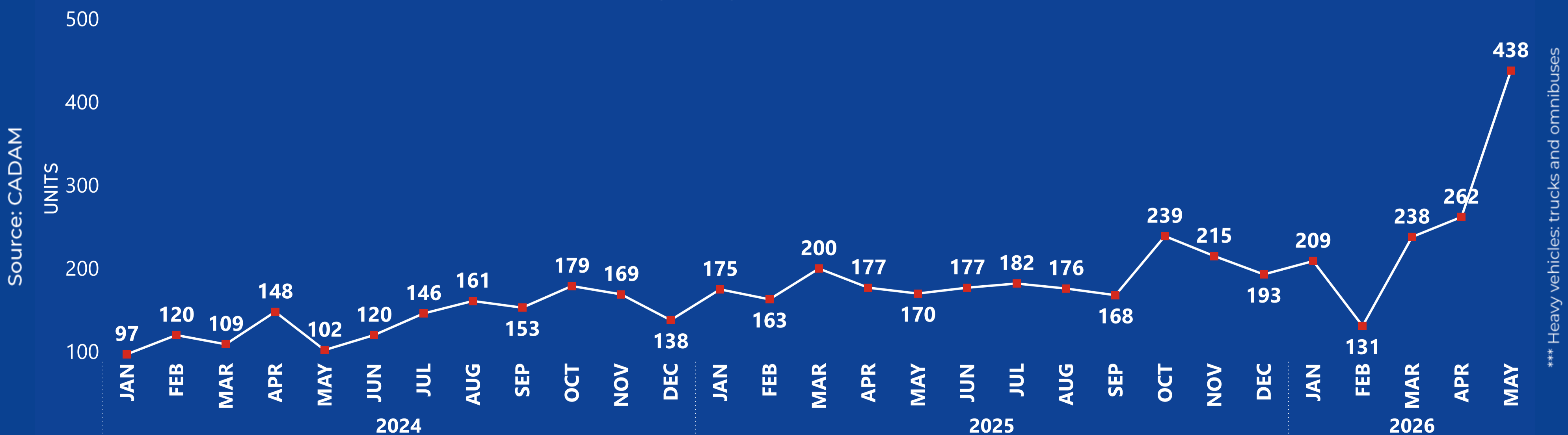
Light: Passenger cars, pick up, vans, minibus and SUV
Heavy: Trucks and omnibus

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and omnibuses

PERU

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

5,2 6.677

5,2 7.159

5,3 7.913

5,0 8.316

6,2 9.256

● Nominal GDP per capita (USD)

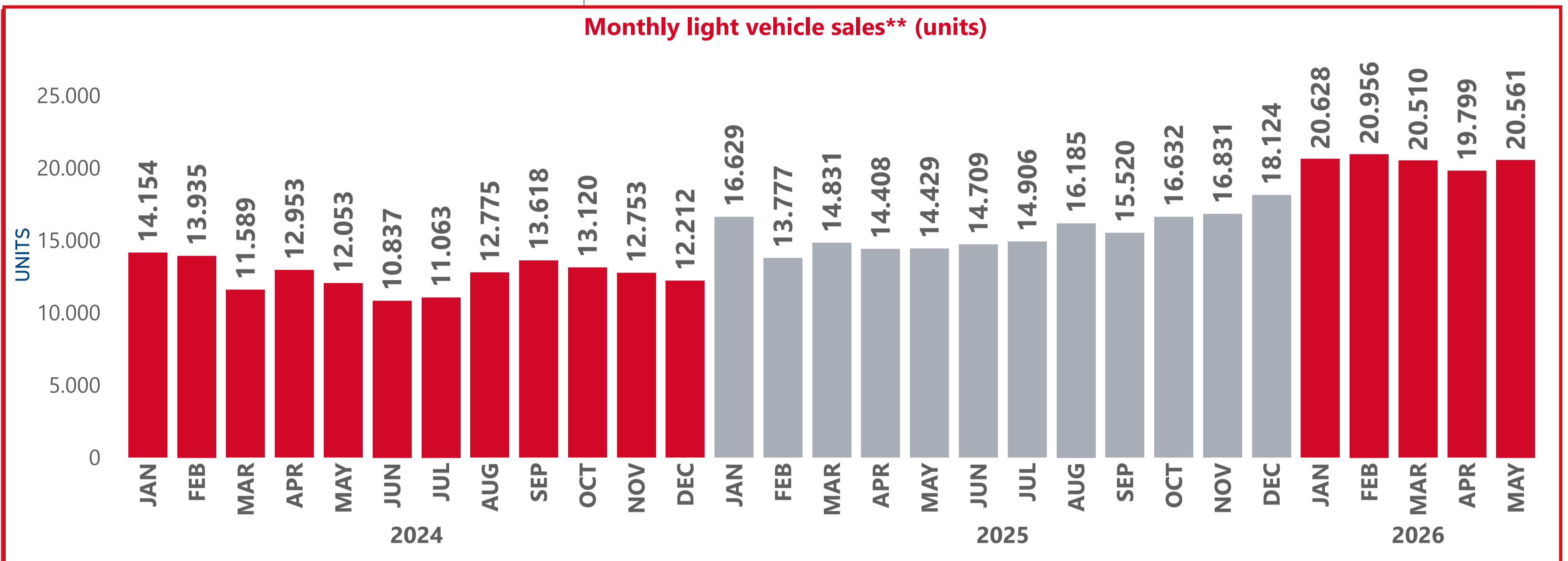
Source: FMI

*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, pick up, vans, station wagon and off road SUV
Heavy: Trucks, minibuses, omnibuses and tractor trucks

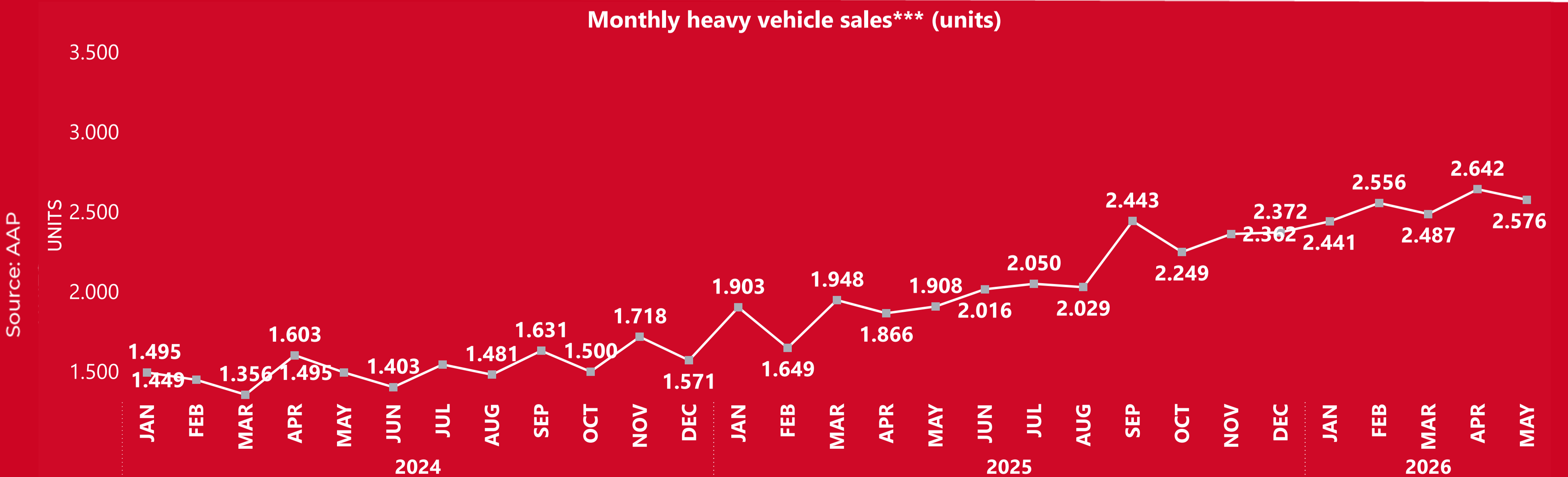
Brand	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.965	18,1 %	3.909	16,9 %	15.184	18,2 %	18.587	16,1 %
HYUNDAI	1.444	8,8 %	1.824	7,9 %	7.173	8,6 %	9.630	8,4 %
KIA	1.333	8,2 %	2.034	8,8 %	6.809	8,2 %	9.595	8,3 %
CHANGAN	941	5,8 %	1.245	5,4 %	4.342	5,2 %	6.840	5,9 %
JETOUR	584	3,6 %	1.568	6,8 %	2.434	2,9 %	5.830	5,1 %
JAC	606	3,7 %	924	4,0 %	3.118	3,7 %	4.879	4,2 %
CHEVROLET	597	3,7 %	925	4,0 %	3.973	4,8 %	4.862	4,2 %
GEELY	469	2,9 %	810	3,5 %	2.035	2,4 %	4.398	3,8 %
FORD	551	3,4 %	937	4,0 %	2.864	3,4 %	4.323	3,8 %
CHERY	360	2,2 %	768	3,3 %	1.746	2,1 %	3.668	3,2 %
OTHERS	6.487	39,7 %	8.193	35,4 %	33.670	40,4 %	42.544	36,9 %
Total	16.337	100,0 %	23.137	100,0 %	83.348	100,0 %	115.156	100,0 %
LIGHT	14.429	88,3 %	20.561	88,9 %	74.074	88,9 %	102.454	89,0 %
HEAVY	1.908	11,7 %	2.576	11,1 %	9.274	11,1 %	12.702	11,0 %
Total	16.337	100,0 %	23.137	100,0 %	83.348	100,0 %	115.156	100,0 %

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks, minibuses, omnibuses and tractor trucks

DOMINICAN REPUBLIC

Regional Automotive Market

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

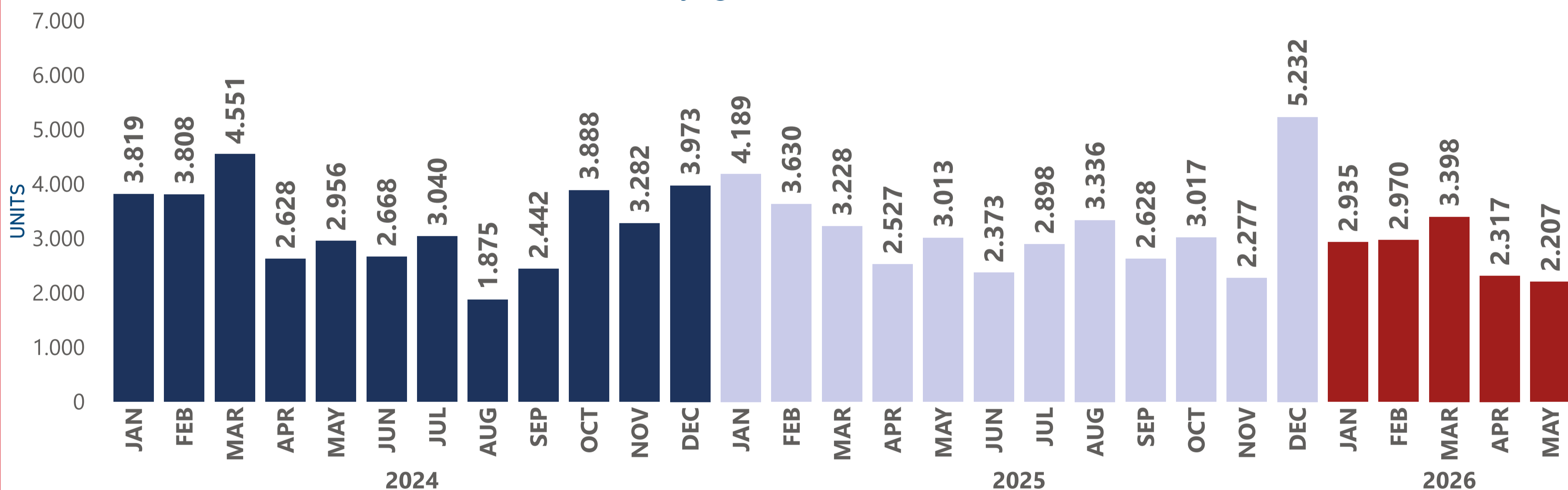
● Nominal GDP per capita (USD)

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.

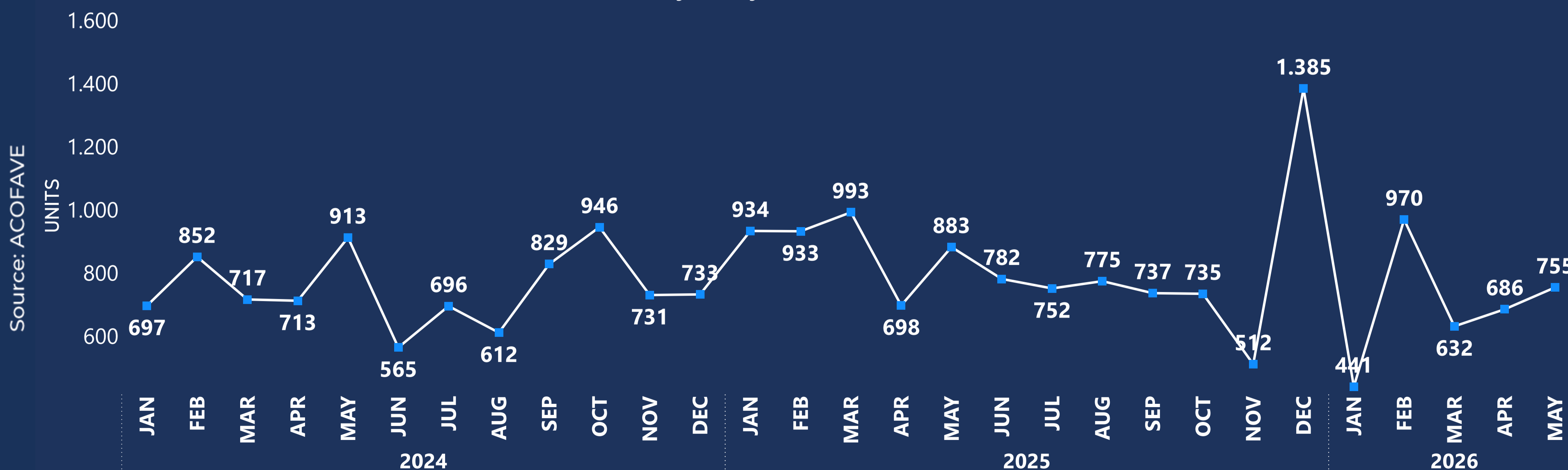
	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
Light: SUV, passenger cars, Pick up, VAN Heavy: trucks and buses	TOYOTA	747	19,2 %	192	6,5 %	3.116	14,8 %	2.304	13,3 %
	HYUNDAI	371	9,5 %	258	8,7 %	2.021	9,6 %	1.618	9,3 %
	KIA	554	14,2 %	319	10,8 %	3.156	15,0 %	1.566	9,0 %
	ISUZU	294	7,5 %	211	7,1 %	1.947	9,3 %	1.292	7,5 %
	CHANGAN	85	2,2 %	181	6,1 %	579	2,8 %	1.155	6,7 %
	SUZUKI	112	2,9 %	172	5,8 %	929	4,4 %	831	4,8 %
	CHEVROLET	65	1,7 %	87	2,9 %	666	3,2 %	728	4,2 %
	NISSAN	71	1,8 %	179	6,0 %	627	3,0 %	657	3,8 %
	HONDA	117	3,0 %	33	1,1 %	623	3,0 %	475	2,7 %
	JETOUR	56	1,4 %	39	1,3 %	278	1,3 %	469	2,7 %
	OTHERS	1.424	36,6 %	1.291	43,6 %	7.086	33,7 %	6.216	35,9 %
	Total	3.896	100,0 %	2.962	100,0 %	21.028	100,0 %	17.311	100,0 %
	LIGHT	3.013	77,3 %	2.207	74,6 %	16.587	78,9 %	13.827	79,9 %
HEAVY	883	22,7 %	755	25,5 %	4.441	21,1 %	3.484	20,1 %	
Total	3.896	100,0 %	2.962	100,0 %	21.028	100,0 %	17.311	100,0 %	

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



URUGUAY

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

14,8

17.334

15,8

20.022

17,3

21.657

18,6

23.053

20,8

24.378

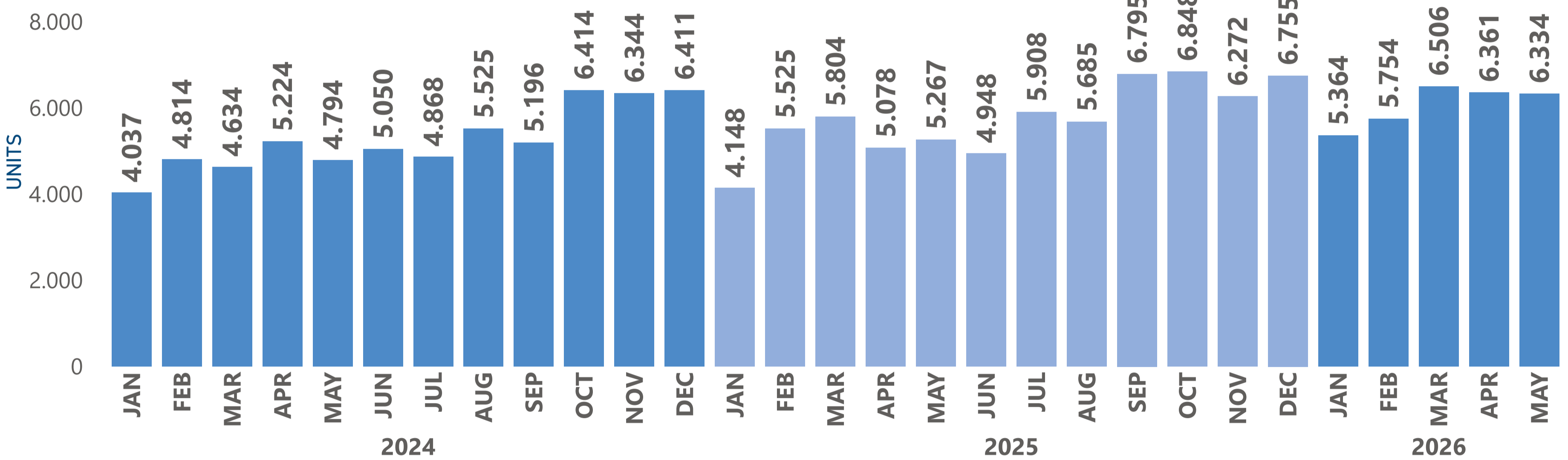
● Nominal GDP per capita (USD)
Source: FMI

*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 (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
BYD	526	9,3 %	775	11,7 %	2.380	8,7 %	3.741	11,8 %
FIAT	600	10,7 %	480	7,2 %	4.065	14,9 %	3.114	9,8 %
CHEVROLET	434	7,7 %	534	8,0 %	2.601	9,5 %	2.550	8,0 %
VOLKSWAGEN	505	9,0 %	429	6,5 %	2.399	8,8 %	2.191	6,9 %
RENAULT	537	9,5 %	500	7,5 %	2.308	8,5 %	2.143	6,8 %
SUZUKI	188	3,3 %	395	6,0 %	1.491	5,5 %	2.047	6,4 %
HYUNDAI	459	8,2 %	306	4,6 %	2.023	7,4 %	1.449	4,6 %
DONGFENG	130	2,3 %	336	5,1 %	521	1,9 %	1.395	4,4 %
GEELY	69	1,2 %	457	6,9 %	336	1,2 %	1.181	3,7 %
TOYOTA	169	3,0 %	212	3,2 %	682	2,5 %	866	2,7 %
OTHERS	2.010	35,7 %	2.210	33,3 %	8.467	31,0 %	11.068	34,9 %
Total	5.627	100,0 %	6.634	100,0 %	27.273	100,0 %	31.745	100,0 %
LIGHT	5.267	93,6 %	6.334	95,5 %	25.822	94,7 %	30.319	95,5 %
HEAVY	360	6,4 %	300	4,5 %	1.451	5,3 %	1.426	4,5 %
Total	5.627	100,0 %	6.634	100,0 %	27.273	100,0 %	31.745	100,0 %

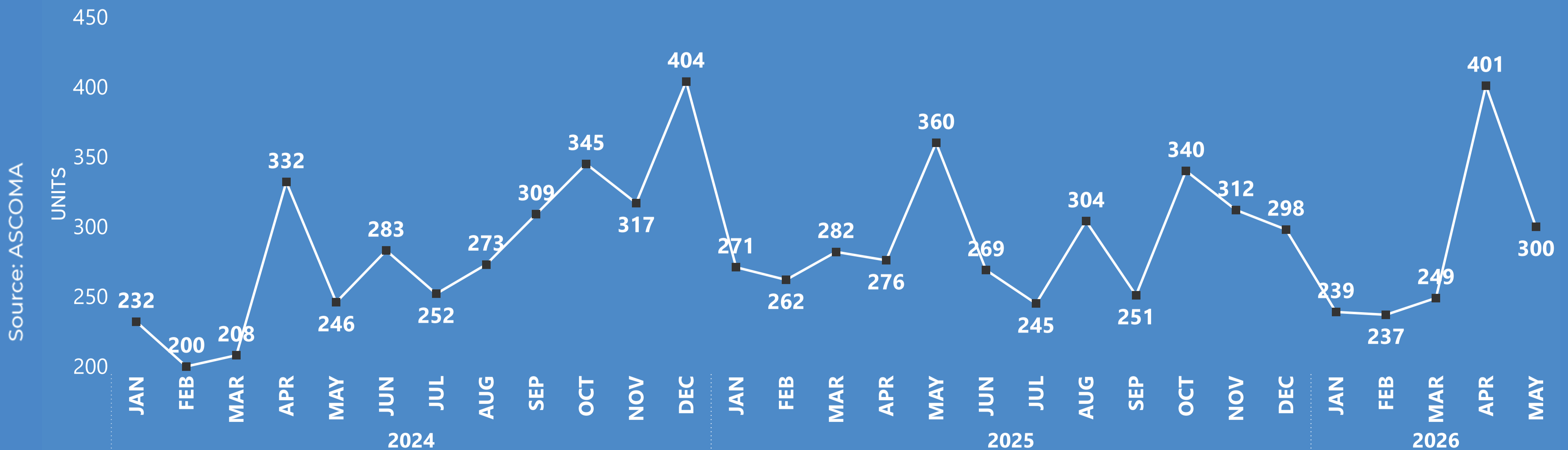
Light: Passenger cars, SUV, minibus and light utility cars
Heavy: Trucks and omnibus

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Trucks and omnibus

VENEZUELA

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants* 0,07 ● 2.090 0,15 ● 3.422 0,28 ● 3.738 0,66 ● 4.019 1,45 ● 3.103

● Nominal GDP per capita (USD)

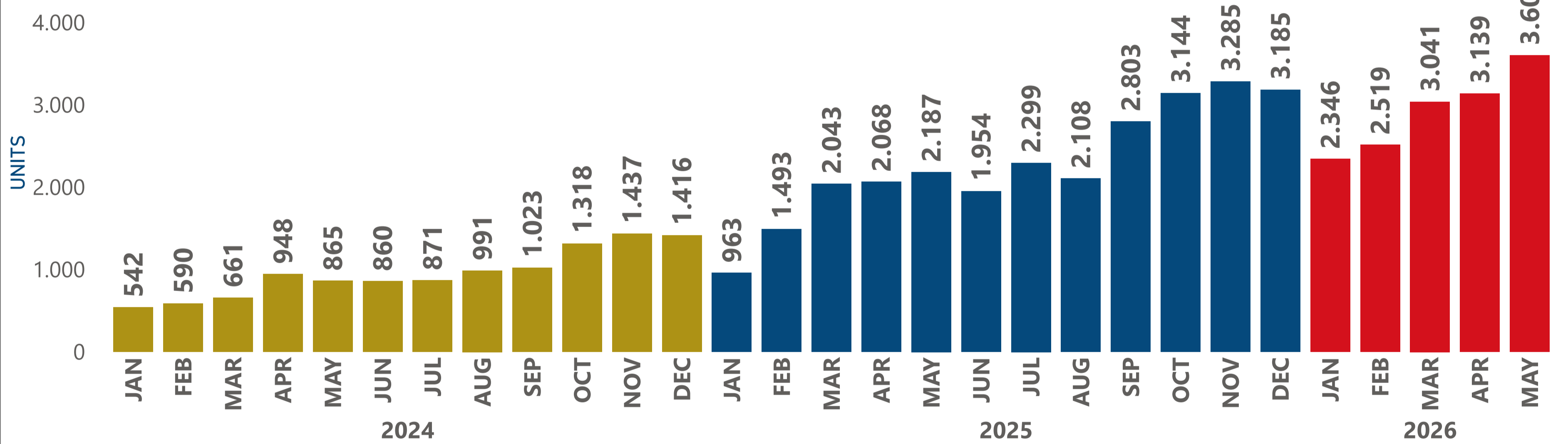
Source: FMI

*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.

	Sales by brand (May 2025)		Sales by brand (May 2026)		Accumulated sales by brand (Jan-May 2025)		Accumulated sales by brand (Jan-May 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
Passenger: SUV and passenger cars	JAC	941	32,0 %	2.022	41,6 %	4.402	35,8 %	8.626	42,5 %
	TOYOTA	1.280	43,5 %	1.208	24,8 %	4.825	39,2 %	5.499	27,1 %
	CHANGAN	182	6,2 %	313	6,4 %	801	6,5 %	1.275	6,3 %
	FORD	80	2,7 %	211	4,3 %	342	2,8 %	817	4,0 %
	FIAT	106	3,6 %	176	3,6 %	512	4,2 %	784	3,9 %
	MMC	62	2,1 %	174	3,6 %	255	2,1 %	700	3,4 %
	FOTON	78	2,7 %	183	3,8 %	339	2,8 %	619	3,0 %
	KIA	75	2,6 %	144	3,0 %	294	2,4 %	498	2,5 %
	MACK	0	0,0 %	115	2,4 %	0	0,0 %	385	1,9 %
	HONDA	0	0,0 %	102	2,1 %	0	0,0 %	332	1,6 %
	OTHERS	136	4,6 %	216	4,4 %	536	4,4 %	764	3,8 %
	Total	2.940	100,0 %	4.864	100,0 %	12.306	100,0 %	20.299	100,0 %
Commercial: Minibus, trucks, pick up, tractor trucks and vans	PASSENGERS	2.187	74,4 %	3.606	74,1 %	8.754	71,1 %	14.651	72,2 %
	COMMERCIAL	753	25,6 %	1.258	25,9 %	3.552	28,9 %	5.648	27,8 %
	Total	2.940	100,0 %	4.864	100,0 %	12.306	100,0 %	20.299	100,0 %

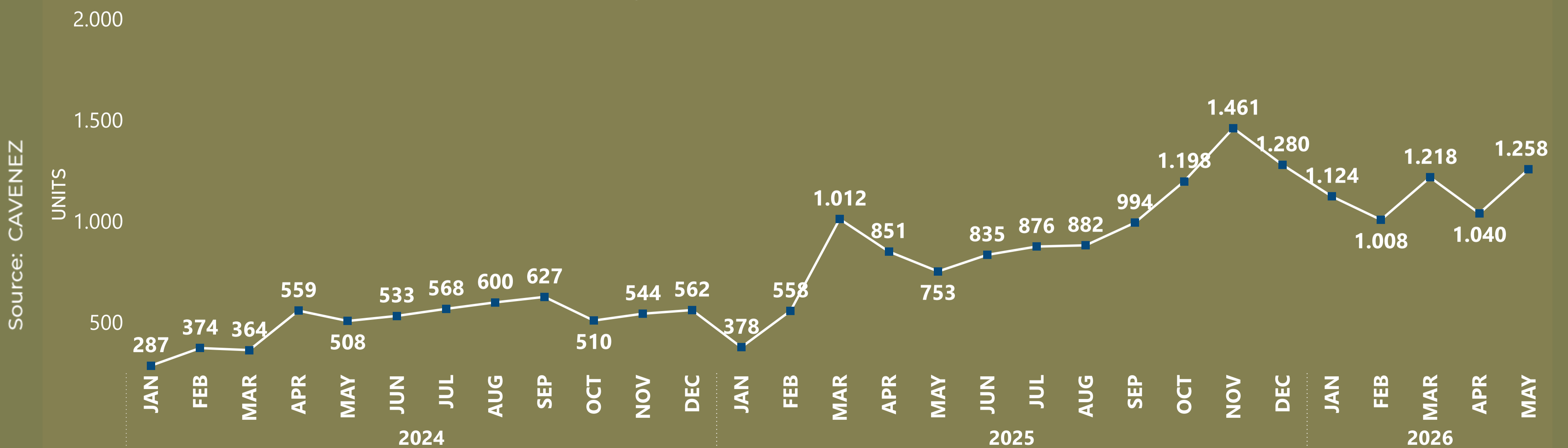
Note: In 2023 a methodological change was made to the information presented by Cavenez. The information is divided into passenger and commercial segments

Monthly passenger vehicles sales** (units)



**Passenger: SUV and passenger cars

Monthly commercial vehicles sales*** (units)



Source: CAVENEZ

Commercial: Minibus, trucks, pick up, tractor trucks and vans



Cámara Automotriz de Venezuela (CAVENEZ)



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