



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



Published on September, 2025

Regional Market
by the end of August 2025

Distributed for



ALADDA
Asociación Latinoamericana de
Distribuidores de Automotores

With the support **AEADE**
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Automotrices del Ecuador

Regional automotive market - Summary

In Aug 2025 in comparison with Aug 2024: increase in **1,0%** in sales.

In August:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**85.7%**) and Argentina (**31.7%**)
- Highest y-o-y decrease: Costa Rica (**19.0%**) and Brazil (**5.1%**)

Light Vehicles Sales:



- Highest y-o-y growth: Venezuela (**109.1%**), Argentina (**32.2%**) and Perú (**26.7%**)
- Highest y-o-y decrease: Costa Rica (**23.3%**), Guatemala (**6.0%**) and Brazil (**3.9%**)

Heavy Vehicles Sales:



- Highest y-o-y growth: Colombia (**75.0%**), Venezuela (**47.0%**) and Peru (**37.0%**)
- Highest y-o-y decrease: Mexico (**37.9%**), Brazil (**23.7%**) and Chile (**16.0%**)

Countries		August 2024	August 2025	Jan - Aug 2024	Jan - Aug 2025	% VAR Ago 2025 - 2024	% VAR Jan - Ago 2025 - 2024
	Brazil	237.382	225.380	1.622.691	1.667.707	-5,1%	2,8%
	Mexico	133.412	127.536	1.001.523	985.288	-4,4%	-1,6%
	Argentina	41.507	54.664	268.078	437.416	31,7%	63,2%
	Chile	29.545	28.474	205.846	210.701	-3,6%	2,4%
	Colombia	16.522	21.327	118.319	150.263	29,1%	27,0%
	Peru	14.256	18.214	111.186	135.243	27,8%	21,6%
	Ecuador	9.144	10.357	75.154	77.306	13,3%	2,9%
	Costa Rica*	5.772	4.675	50.888	47.977	-19,0%	-5,7%
	Uruguay	5.798	5.871	40.972	44.404	1,3%	8,4%
	Guatemala	5.227	5.158	37.697	40.960	-1,3%	8,7%
	Panama	4.567	4.868	35.349	38.111	6,6%	7,8%
	Paraguay	2.766	3.200	21.644	25.034	15,7%	15,7%
	Venezuela	1.591	2.954	10.121	21.024	85,7%	107,7%

*Imports

Regional Automotive Market

Vehicles sales by continents

America sales

2020	20.817.485
2021	22.014.634
2022	20.876.860
2023	23.215.717
2024	24.154.016

Europe sales

2020	16.714.115
2021	16.882.466
2022	16.882.466
2023	17.934.268
2024	18.691.016

Asia & Oceania sales

2020	40.330.258
2021	42.724.577
2022	45.838.945
2023	50.641.764
2024	51.406.410

Africa sales

2020	925.708
2021	1.133.520
2022	1.075.388
2023	1.050.105
2024	1.053.611

Source: OICA



Historical vehicle sales of member countries

Country		2021	2022	2023	2024
	Brazil	2.119.851	2.104.461	2.308.689	2.634.917
	Mexico	1.046.732	1.134.443	1.413.921	1.555.115
	Argentina	383.663	406.792	445.009	409.959
	Chile	434.347	448.261	329.588	318.612
	Colombia	250.497	262.595	186.826	201.219
	Peru	174.751	177.543	181.812	169.309
	Ecuador	115.371	134.170	132.388	108.266
	*Costa Rica	32.181	40.159	57.446	76.880
	Uruguay	52.329	56.112	61.789	66.664
	Guatemala	-	44.730	54.569	58.045
	Panama	-	42.169	48.919	54.384
	Paraguay	31.798	32.677	30.685	32.560
	*Bolivia	42.693	45.724	51.012	29.692
	Venezuela	1.794	3.998	7.313	17.558
Total		4.653.826	4.933.834	5.309.966	5.733.180

*Imports

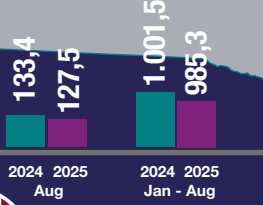
Regional Automotive Market

Total Vehicle Sales

2024 2025

(thousand units)

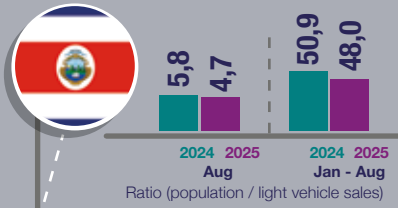
Vehicle sales



Ratio (population / light vehicle sales)



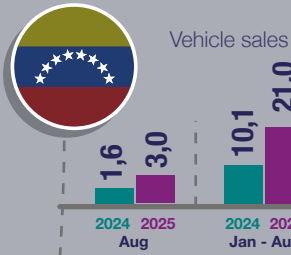
Vehicle sales



Ratio (population / light vehicle sales)



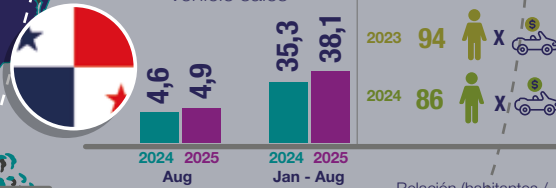
Vehicle sales



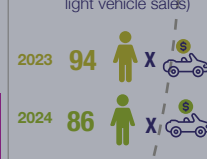
Ratio (population / light vehicle sales)



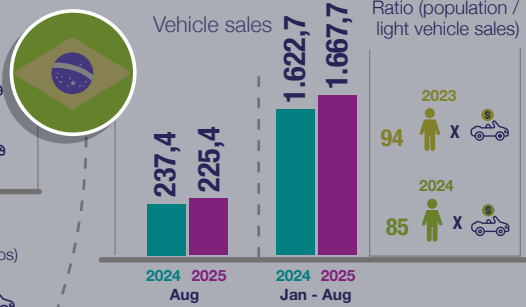
Vehicle sales



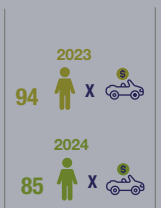
Ratio (population / light vehicle sales)



Vehicle sales



Ratio (population / light vehicle sales)



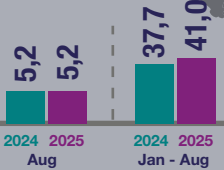
Vehicle sales



Relación (habitantes / ventas de vehículos livianos)



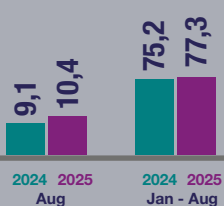
Vehicle sales



Ratio (population / light vehicle sales)



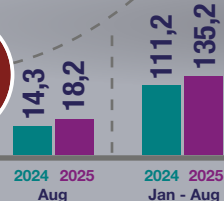
Vehicle sales



Ratio (population / light vehicle sales)



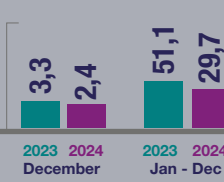
Vehicle sales



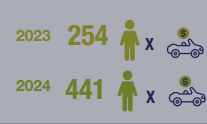
Ratio (population / light vehicle sales)



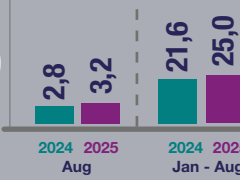
Vehicle sales



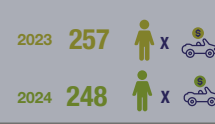
Ratio (population / light vehicle sales)



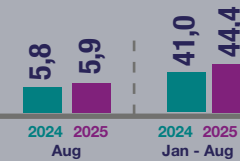
Vehicle sales



Ratio (population / light vehicle sales)



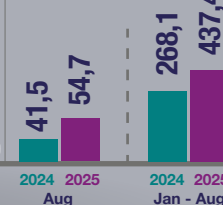
Vehicle sales



Ratio (population / light vehicle sales)



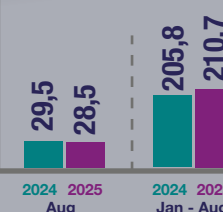
Vehicle sales



Ratio (population / light vehicle sales)



Vehicle sales



Ratio (population / light vehicle sales)



Regional Automotive Market

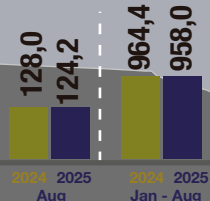
Vehicle sales Light* and heavy**

(thousand units)

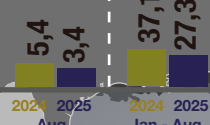
*Light vehicles: automobiles, pickups, SUV, VAN
** Heavy vehicles: trucks and buses

2024 2025

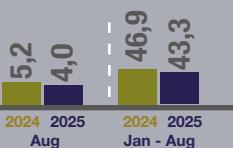
*Light vehicle sales



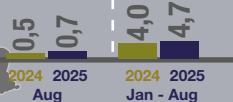
**Heavy vehicle sales



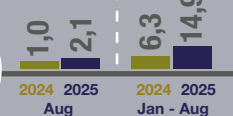
*Light vehicle imports



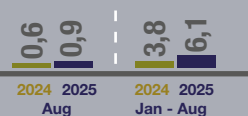
**Heavy vehicle imports



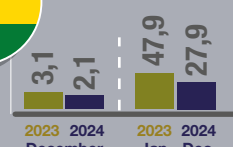
Passenger vehicle sales



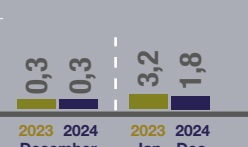
Commercial vehicle sales



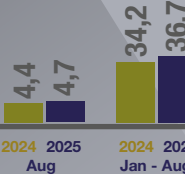
*Light vehicle sales



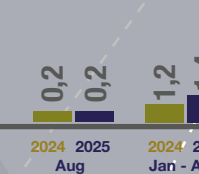
**Heavy vehicle sales



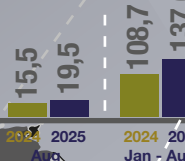
*Light vehicle sales



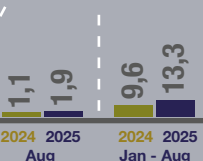
**Heavy vehicle sales



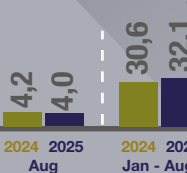
*Light vehicle sales



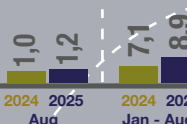
**Heavy vehicle sales



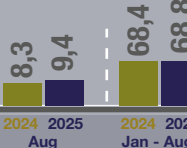
*Light vehicle sales



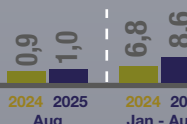
**Heavy vehicle sales



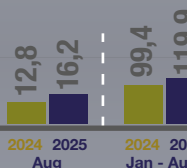
*Light vehicle sales



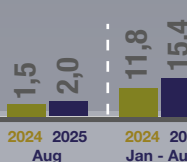
**Heavy vehicle sales



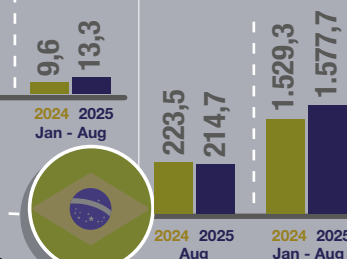
*Light vehicle sales



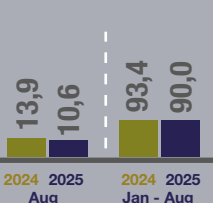
**Heavy vehicle sales



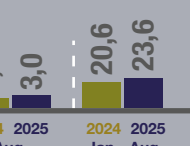
*Light vehicle sales



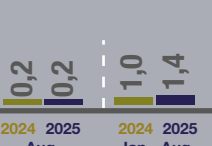
**Heavy vehicle sales



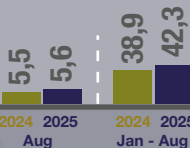
*Light vehicle sales



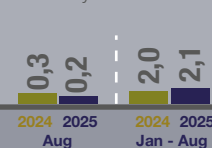
**Heavy vehicle sales



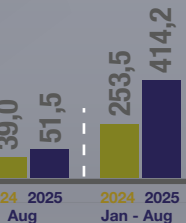
*Light vehicle sales



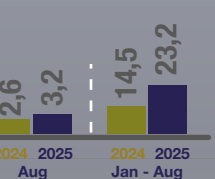
**Heavy vehicle sales



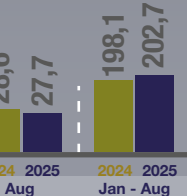
*Light vehicle sales



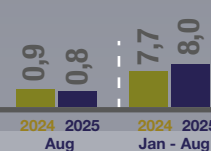
**Heavy vehicle sales



*Light vehicle sales



**Heavy vehicle sales





ARGENTINA

Regional Automotive Market

2020

2021

2022

2023

2024

● Motorization index*

7,5 8.572

8,4 10.632

8,8 13.620

9,5 13.823

8,7 12.814

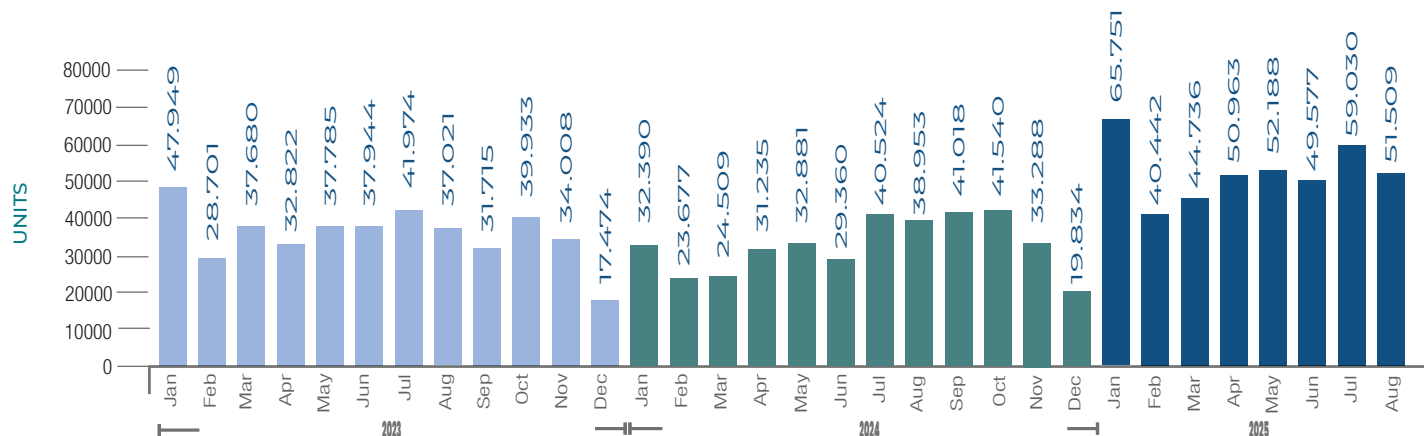
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

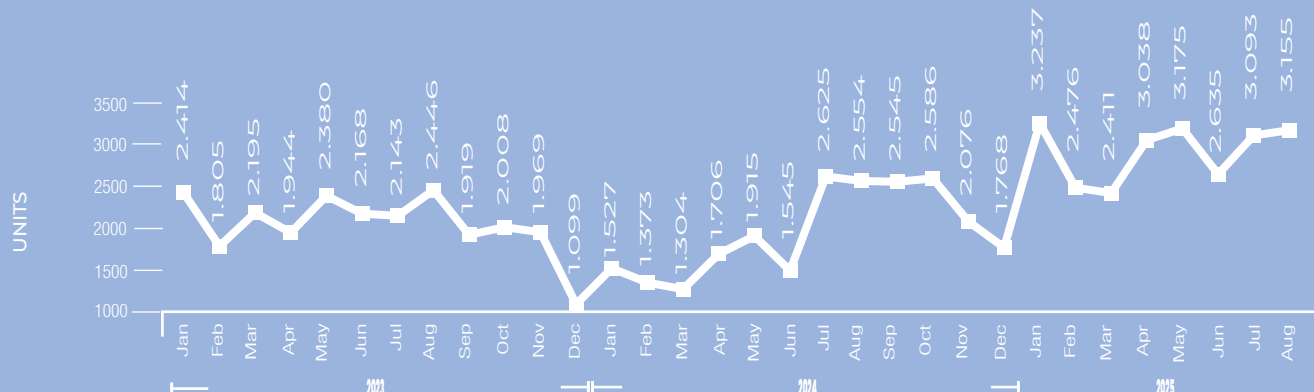
Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	8.563	20,6%	9.709	17,8%	56.046	20,9%	71.967	16,5%
VOLKSWAGEN	7.209	17,4%	8.763	16,0%	41.056	15,3%	71.117	16,3%
FIAT	4.392	10,6%	5.971	10,9%	30.867	11,5%	56.053	12,8%
RENAULT	3.397	8,2%	4.886	8,9%	23.041	8,6%	41.610	9,5%
PEUGEOT	3.564	8,6%	3.816	7,0%	23.559	8,8%	36.789	8,4%
FORD	3.608	8,7%	4.600	8,4%	23.558	8,8%	32.940	7,5%
CHEVROLET	2.275	5,5%	4.280	7,8%	15.908	5,9%	31.868	7,3%
CITROEN	1.262	3,0%	1.549	2,8%	9.570	3,6%	17.459	4,0%
JEEP	1.289	3,1%	1.836	3,4%	8.601	3,2%	15.944	3,6%
NISSAN	1.219	2,9%	1.780	3,3%	8.785	3,3%	10.838	2,5%
OTHERS	4.729	11,4%	7.474	13,7%	27.087	10,1%	50.831	11,6%
TOTAL	41.507	100%	54.664	100%	268.078	100%	437.416	100%
LIGHT	38.953	93,8%	51.509	94,2%	253.529	94,6%	414.196	94,7%
HEAVY	2.554	6,2%	3.155	5,8%	14.549	5,4%	23.220	5,3%
TOTAL	41.507	100%	54.664	100%	268.078	100%	437.416	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: ACARA - FMI

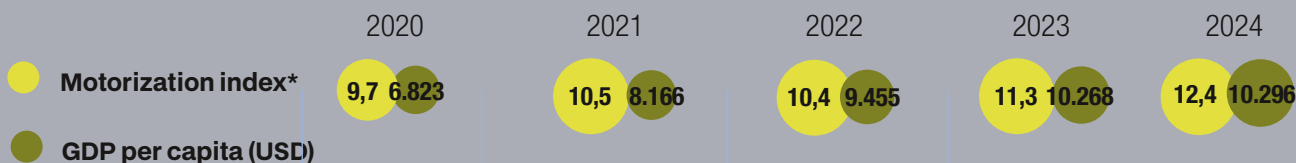


Asociación de Concesionarios de Automotores de la República Argentina (Acara)



BRAZIL

Regional Automotive Market

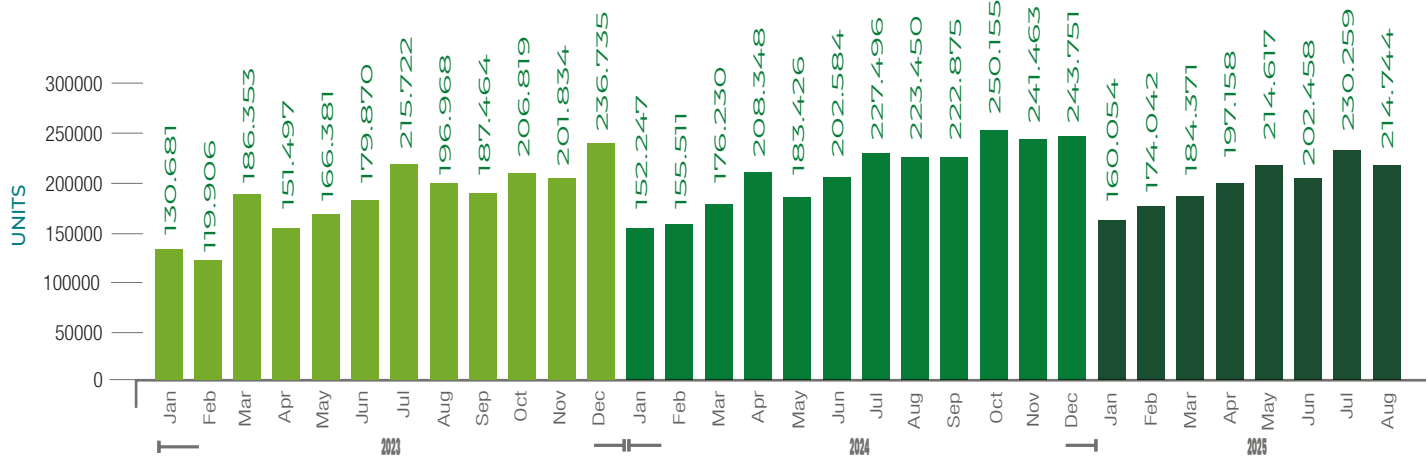


*Motorization index: vehicle sales per thousand people

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

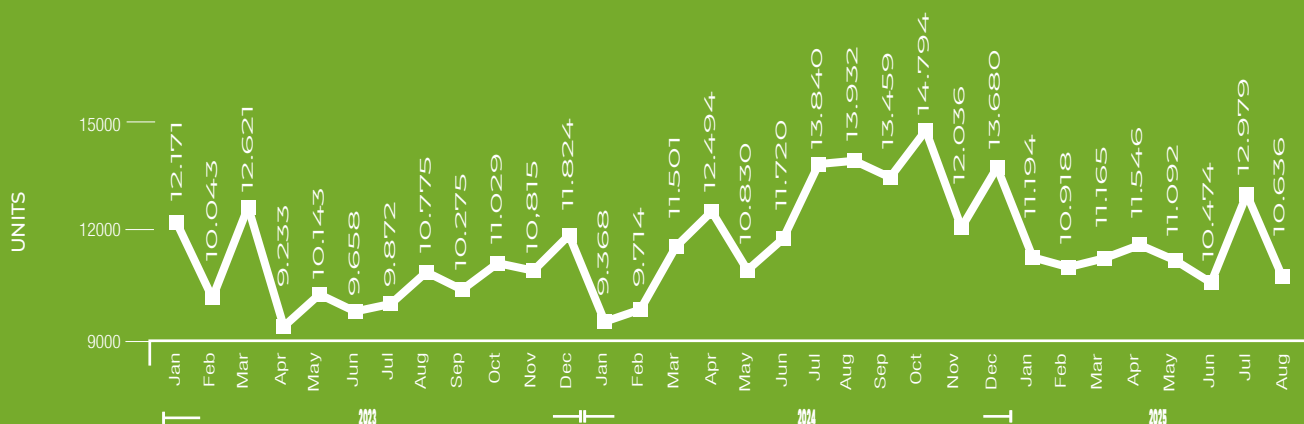
Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	49.425	20,8%	45.364	20,1%	320.587	19,8%	337.164	20,2%
VOLKSWAGEN	36.939	15,6%	42.342	18,8%	241.503	14,9%	291.281	17,5%
GENERAL MOTORS	28.022	11,8%	21.972	9,7%	195.368	12,0%	166.333	10,0%
TOYOTA	18.875	8,0%	15.632	6,9%	130.481	8,0%	121.948	7,3%
HYUNDAI	16.944	7,1%	16.930	7,5%	122.681	7,6%	119.838	7,2%
RENAULT	10.910	4,6%	10.796	4,8%	77.286	4,8%	81.337	4,9%
JEEP	11.209	4,7%	9.045	4,0%	77.235	4,8%	74.575	4,5%
HONDA	8.477	3,6%	7.473	3,3%	55.029	3,4%	65.596	3,9%
NISSAN	7.569	3,2%	6.040	2,7%	58.275	3,6%	48.981	2,9%
CHERY	5.337	2,2%	6.750	3,0%	38.653	2,4%	41.730	2,5%
OTHERS	43.675	18,4%	43.036	19,1%	305.593	18,8%	318.924	19,1%
TOTAL	237.382	100%	225.380	100%	1.622.691	100%	1.667.707	100%
LIGHT	223.450	94,1%	214.744	95,3%	1.529.292	94,2%	1.577.703	94,6%
HEAVY	13.932	5,9%	10.636	4,7%	93.399	5,8%	90.004	5,4%
TOTAL	237.382	100%	225.380	100%	1.622.691	100%	1.667.707	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



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

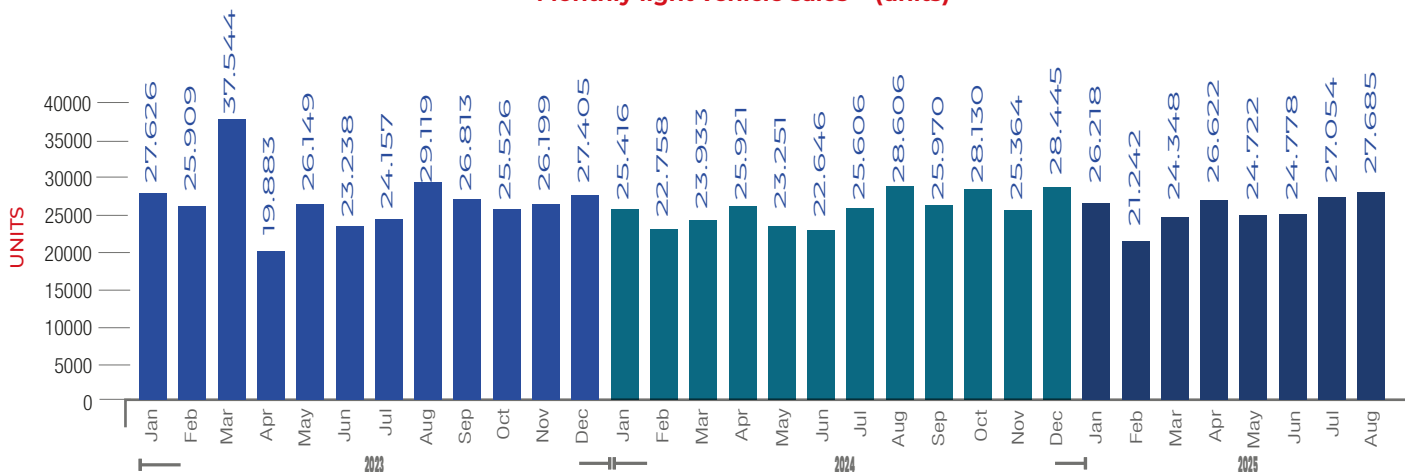
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

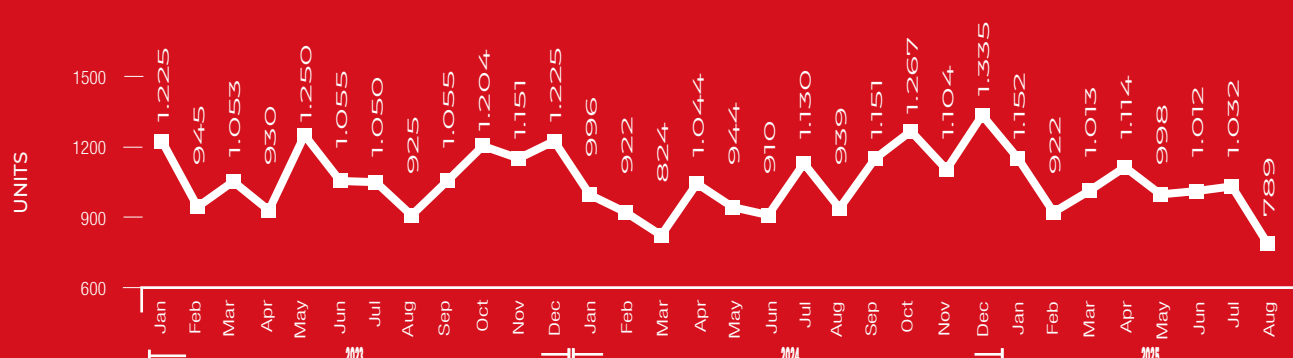
Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.726	5,8%	2.418	8,5%	15.042	7,3%	16.250	7,7%
SUZUKI	1.809	6,1%	2.038	7,2%	12.909	6,3%	15.052	7,1%
HYUNDAI	2.297	7,8%	2.269	8,0%	13.498	6,6%	13.805	6,6%
CHEVROLET	2.347	7,9%	1.837	6,5%	14.716	7,1%	13.074	6,2%
KIA	2.024	6,9%	1.712	6,0%	12.314	6,0%	12.390	5,9%
PEUGEOT	1.495	5,1%	1.073	3,8%	11.106	5,4%	10.474	5,0%
FORD	1.464	5,0%	1.354	4,8%	9.369	4,6%	10.108	4,8%
GREAT WALL	741	2,5%	1.065	3,7%	4.863	2,4%	8.861	4,2%
MITSUBISHI	853	2,9%	958	3,4%	7.621	3,7%	8.371	4,0%
CHANGAN	968	3,3%	1.140	4,0%	6.522	3,2%	7.802	3,7%
OTHERS	13.821	46,8%	12.610	44,3%	97.886	47,6%	94.514	44,9%
TOTAL	29.545	100%	28.474	100%	205.846	100%	210.701	100%
LIGHT	28.606	96,8%	27.685	97,2%	198.137	96,3%	202.669	96,2%
HEAVY	939	3,2%	789	2,8%	7.709	3,7%	8.032	3,8%
TOTAL	29.545	100%	28.474	100%	205.846	100%	210.701	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

COLOMBIA

Regional Automotive Market

2020

2021

2022

2023

2024

● Motorization index*

● GDP per capita (USD)

3,7 5.391

4,9 6.239

5,1 6.658

3,6 6.963

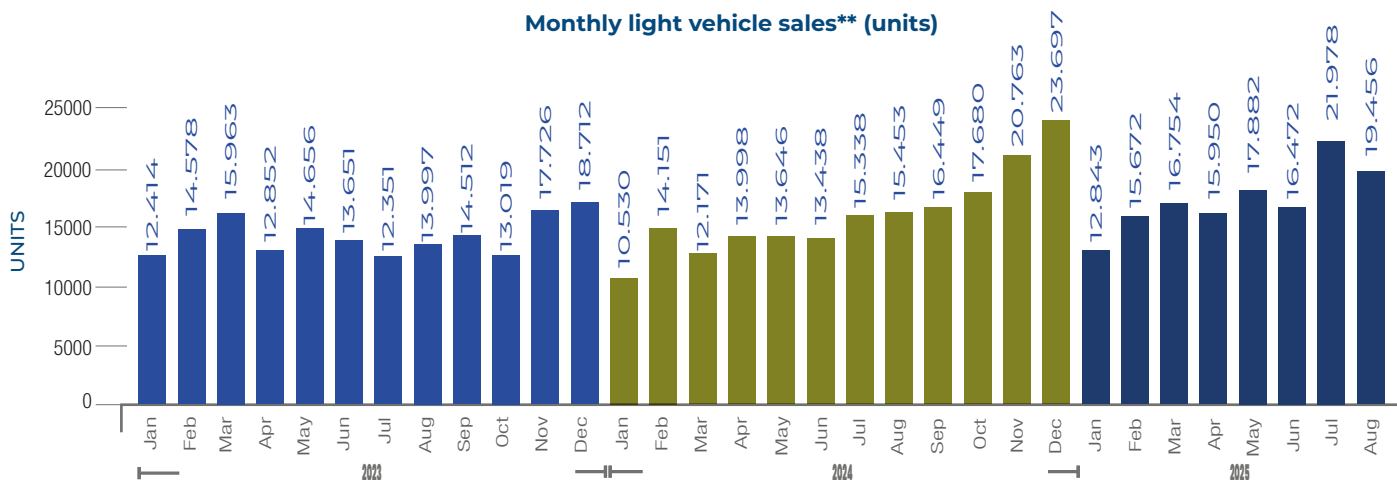
3,8 7.917

*Motorization index: vehicle sales per thousand people

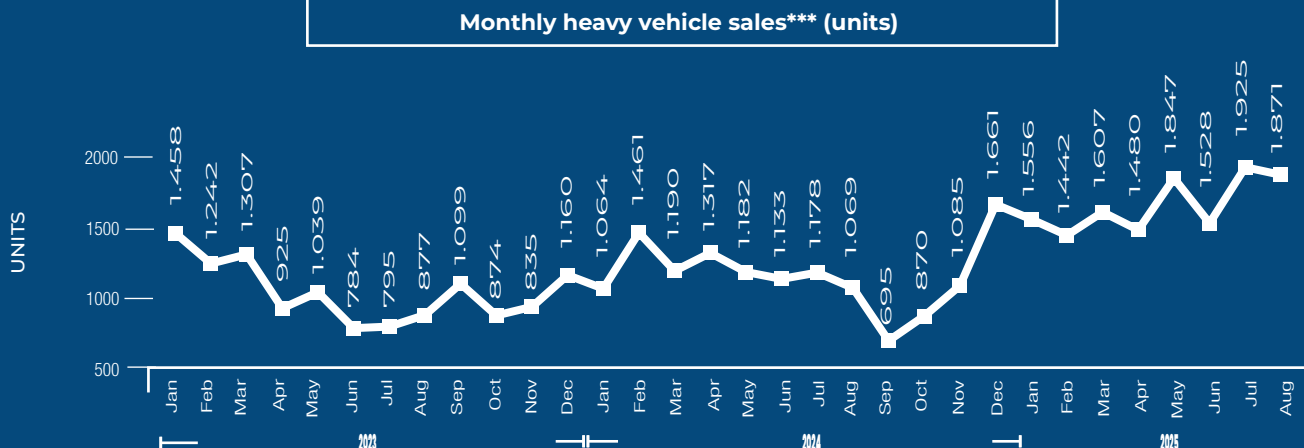
Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance
Heavy: Trucks <10,5 t, trucks >10,5 t, tractor trucks, dump trucks and buses

Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	2.124	12,9%	2.372	11,1%	13.941	11,8%	19.625	13,1%
RENAULT	2.081	12,6%	2.422	11,4%	14.601	12,3%	19.567	13,0%
TOYOTA	1.872	11,3%	2.513	11,8%	17.089	14,4%	17.033	11,3%
MAZDA	1.612	9,8%	2.119	9,9%	10.610	9,0%	13.505	9,0%
CHEVROLET	1.582	9,6%	1.836	8,6%	12.528	10,6%	12.600	8,4%
NISSAN	1.036	6,3%	1.060	5,0%	7.120	6,0%	8.164	5,4%
SUZUKI	924	5,6%	1.017	4,8%	6.702	5,7%	7.646	5,1%
HYUNDAI	654	4,0%	989	4,6%	3.374	2,9%	6.948	4,6%
VOLKSWAGEN	717	4,3%	932	4,4%	4.755	4,0%	6.018	4,0%
BYD	391	2,4%	994	4,7%	1.671	1,4%	5.795	3,9%
OTHERS	3.529	21,4%	5.073	23,8%	25.928	21,9%	33.362	22,2%
TOTAL	16.522	100%	21.327	100%	118.319	100%	150.263	100%
LIGHT	15.453	93,5%	19.456	91,2%	108.725	91,9%	137.007	91,2%
HEAVY	1.069	6,5%	1.871	8,8%	9.594	8,1%	13.256	8,8%
TOTAL	16.522	100%	21.327	100%	118.319	100%	150.263	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)

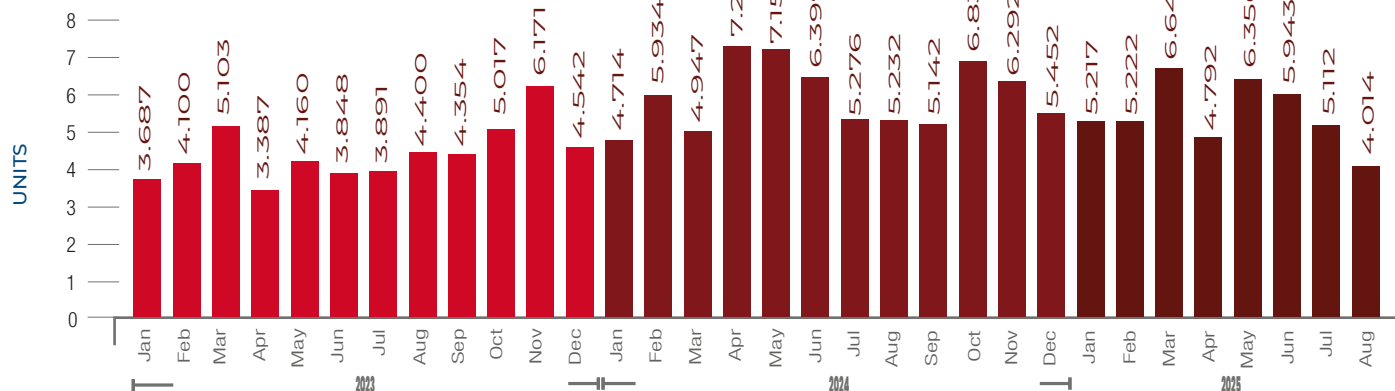
*Motorization index: vehicle sales per thousand people

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

Imports data

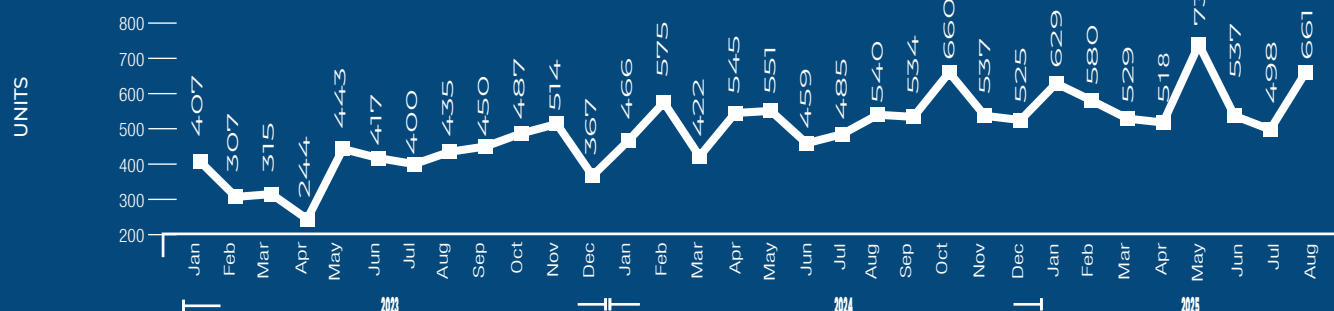
Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.047	18,1%	745	15,9%	10.418	20,5%	9.140	19,1%
NISSAN	550	9,5%	521	11,1%	4.544	8,9%	4.686	9,8%
SUZUKI	338	5,9%	356	7,6%	4.748	9,3%	3.484	7,3%
GEELY	393	6,8%	356	7,6%	2.632	5,2%	2.910	6,1%
BYD	135	2,3%	36	0,8%	1.641	3,2%	2.543	5,3%
MITSUBISHI	250	4,3%	236	5,0%	2.003	3,9%	2.497	5,2%
HYUNDAI	367	6,4%	278	5,9%	2.987	5,9%	2.462	5,1%
KIA	138	2,4%	136	2,9%	1.185	2,3%	1.619	3,4%
CHERY	235	4,1%	203	4,3%	2.595	5,1%	1.589	3,3%
CHEVROLET	164	2,8%	157	3,4%	1.927	3,8%	1.425	3,0%
OTHERS	2.155	37,3%	1.651	35,3%	16.208	31,9%	15.622	32,6%
TOTAL	5.772	100%	4.675	100%	50.888	100%	47.977	100%
LIGHT	5.232	90,6%	4.014	85,9%	46.853	92,1%	43.284	90,2%
HEAVY	540	9,4%	661	14,1%	4.035	7,9%	4.693	9,8%
TOTAL	5.772	100%	4.675	100%	50.888	100%	47.977	100%

Monthly light vehicle imports** (units)



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

Monthly heavy vehicle imports*** (units)



*** Heavy vehicles: trucks and buses

Source: AIVEMA - FMI



ECUADOR

Regional Automotive Market

2020

2021

2022

2023

2024

● Motorization index*

4,9 5.643

6,5 5.979

7,5 6.389

7,3 6.663

6,0 6.758

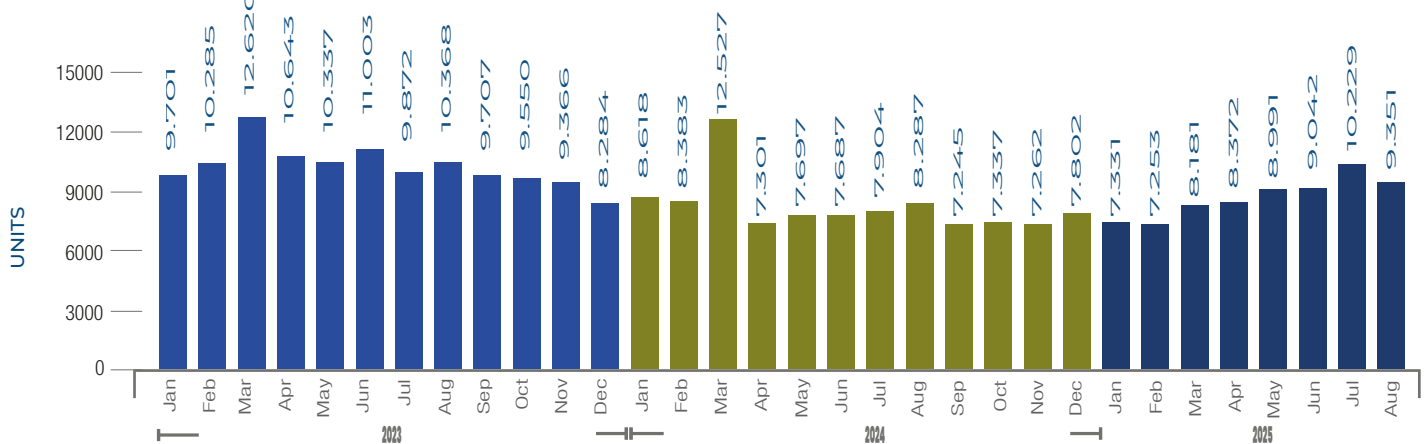
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.447	15,8%	1.762	17,0%	11.564	15,4%	12.655	16,4%
CHEVROLET	2.020	22,1%	1.238	12,0%	14.232	18,9%	10.600	13,7%
HYUNDAI	389	4,3%	751	7,3%	3.703	4,9%	4.829	6,2%
TOYOTA	460	5,0%	511	4,9%	4.625	6,2%	3.979	5,1%
GWM	203	2,2%	445	4,3%	2.077	2,8%	3.872	5,0%
CHERY	413	4,5%	503	4,9%	3.356	4,5%	3.549	4,6%
SUZUKI	337	3,7%	370	3,6%	2.882	3,8%	3.053	3,9%
RENAULT	284	3,1%	421	4,1%	2.537	3,4%	2.956	3,8%
JAC	224	2,4%	369	3,6%	2.013	2,7%	2.342	3,0%
DONGFENG	186	2,0%	364	3,5%	1.449	1,9%	2.087	2,7%
OTHERS	3.181	34,8%	3.623	35,0%	26.716	35,5%	27.384	35,4%
TOTAL	9.144	100%	10.357	100%	75.154	100%	77.306	100%
LIGHT	8.287	90,6%	9.351	90,3%	68.404	91,0%	68.750	88,9%
HEAVY	857	9,4%	1.006	9,7%	6.750	9,0%	8.556	11,1%
TOTAL	9.144	100%	10.357	100%	75.154	100%	77.306	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: AEADE - FMI



GUATEMALA

Regional Automotive Market

2022

2023

2024

● Motorization index*

2,6

5.509

3,1

5.933

3,3

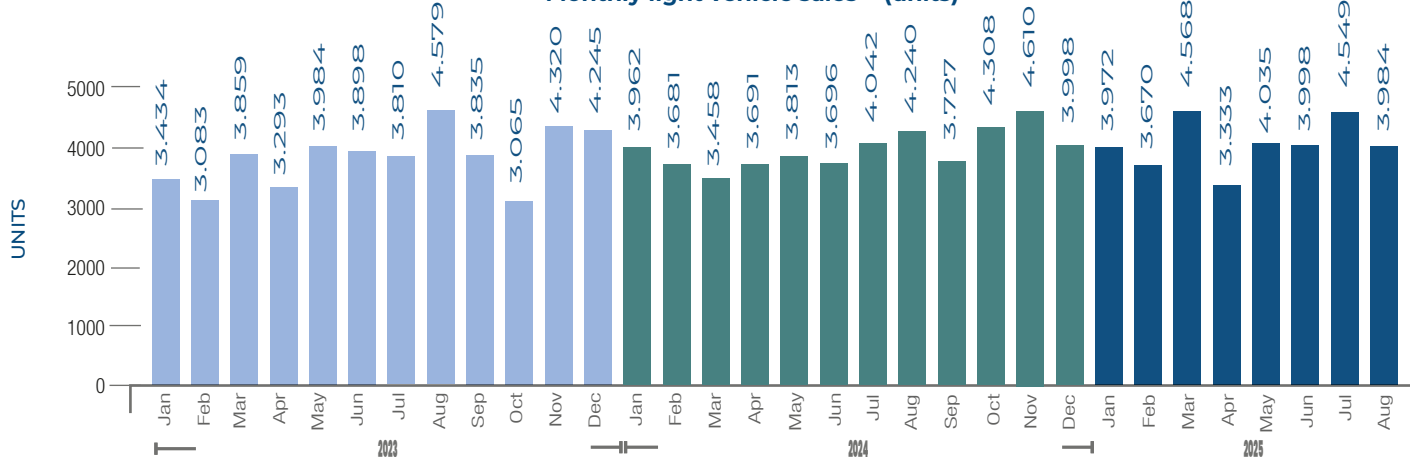
6.037

● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

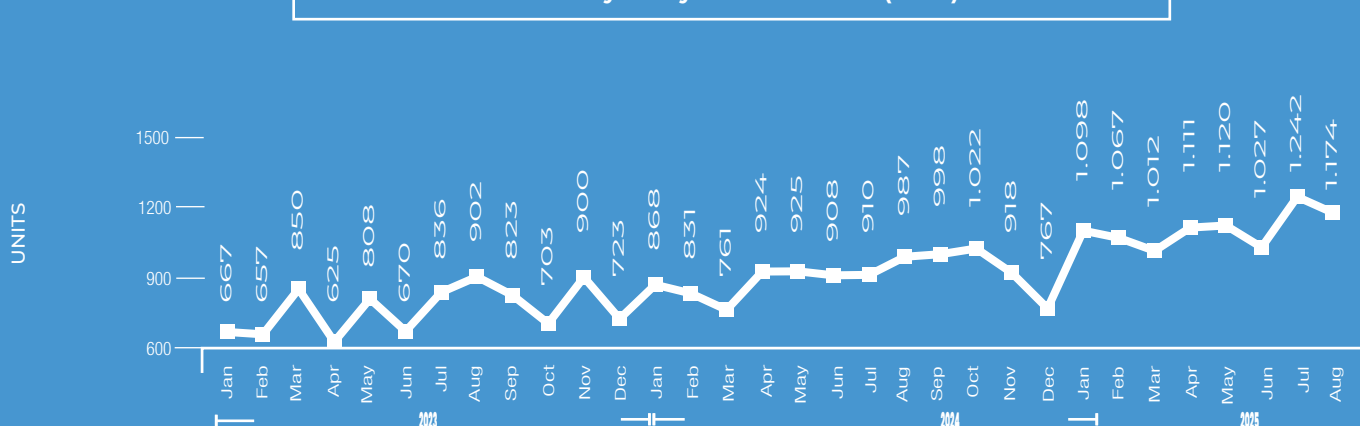
Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.475	28,2%	1.311	25,4%	10.945	29,0%	10.786	26,3%
ISUZU	439	8,4%	563	10,9%	2.896	7,7%	3.645	8,9%
KIA	351	6,7%	332	6,4%	2.617	6,9%	2.665	6,5%
MITSUBISHI	265	5,1%	317	6,1%	2.487	6,6%	2.466	6,0%
JAC	258	4,9%	324	6,3%	1.979	5,2%	2.282	5,6%
CHANGAN	288	5,5%	223	4,3%	1.875	5,0%	1.976	4,8%
HINO	212	4,1%	238	4,6%	1.644	4,4%	1.874	4,6%
SUZUKI	206	3,9%	207	4,0%	1.504	4,0%	1.826	4,5%
VOLKSWAGEN	185	3,5%	140	2,7%	1.252	3,3%	1.505	3,7%
FOTON	189	3,6%	222	4,3%	1.073	2,8%	1.494	3,6%
OTHERS	1.359	26,0%	1.281	24,8%	9.425	25,0%	10.441	25,5%
TOTAL	5.227	100%	5.158	100%	37.697	100%	40.960	100%
LIGHT	4.240	81,1%	3.984	77,2%	30.583	81,1%	32.109	78,4%
HEAVY	987	18,9%	1.174	22,8%	7.114	18,9%	8.851	21,6%
TOTAL	5.227	100%	5.158	100%	37.697	100%	40.960	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: AIDVA- FMI



MEXICO

Regional Automotive Market

2020

2021

2022

2023

2024

Motorization index*

7,6 8.404

8,1 10.177

8,7 11.266

10,8 13.641

11,8 13.971

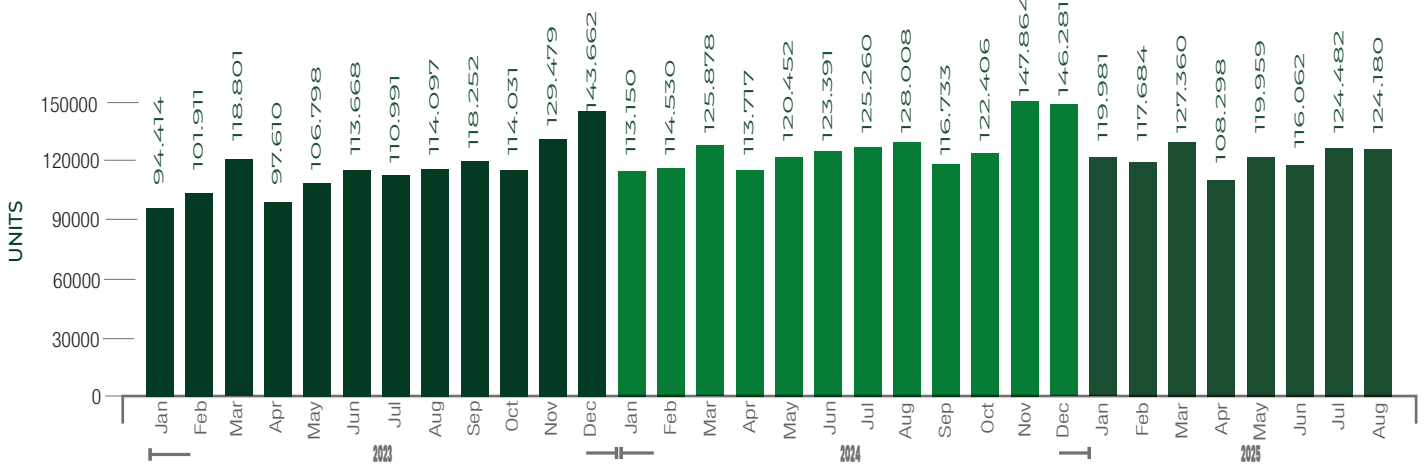
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	21.539	16,1%	23.671	18,6%	164.261	16,4%	175.568	17,8%
GENERAL MOTORS	18.156	13,6%	17.001	13,3%	134.994	13,5%	127.521	12,9%
VOLKSWAGEN	11.675	8,8%	11.126	8,7%	88.394	8,8%	87.811	8,9%
TOYOTA	10.916	8,2%	9.755	7,6%	80.063	8,0%	80.486	8,2%
KIA	8.747	6,6%	9.601	7,5%	68.575	6,8%	71.845	7,3%
MAZDA	8.452	6,3%	7.927	6,2%	61.220	6,1%	67.639	6,9%
FCA	6.613	5,0%	6.709	5,3%	48.146	4,8%	44.262	4,5%
FORD MOTOR	4.668	3,5%	4.713	3,7%	35.071	3,5%	34.829	3,5%
HYUNDAI	4.426	3,3%	4.360	3,4%	33.812	3,4%	34.312	3,5%
MG MOTOR	5.032	3,8%	4.275	3,4%	34.184	3,4%	31.872	3,2%
OTHERS	33.188	24,9%	28.398	22,3%	252.803	25,2%	229.143	23,3%
TOTAL	133.412	100%	127.536	100%	1.001.523	100%	985.288	100%
LIGHT	128.008	95,9%	124.180	97,4%	964.386	96,3%	958.006	97,2%
HEAVY	5.404	4,1%	3.356	2,6%	37.137	3,7%	27.282	2,8%
TOTAL	133.412	100%	127.536	100%	1.001.523	100%	985.288	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

2022

2023

2024

● Motorization index*

9,6 17.409

11,0 18.726

12,1 19.445

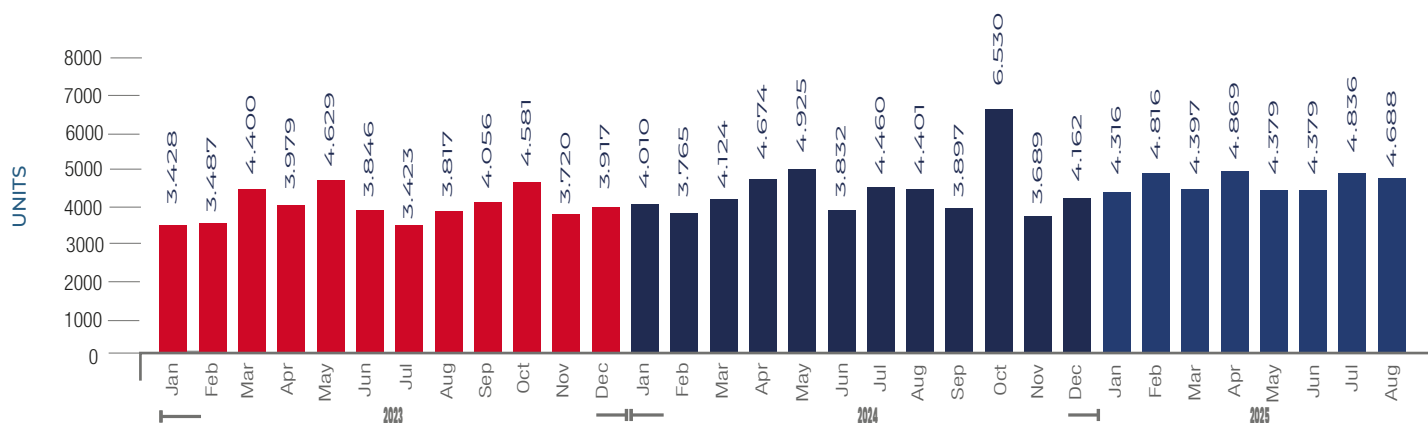
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

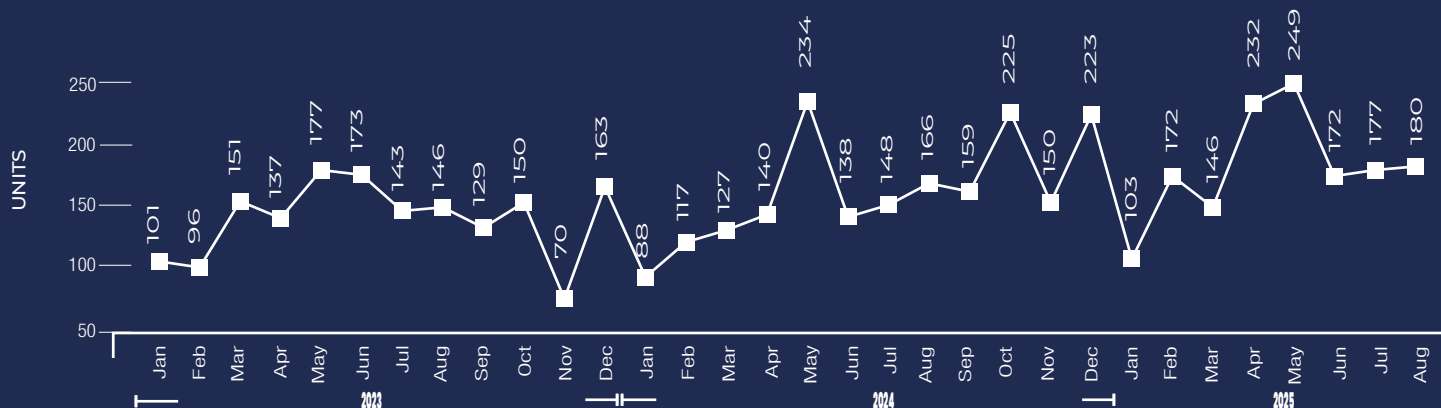
	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	923	20,2%	926	19,0%	7.499	21,2%	7.519	19,7%
KIA	668	14,6%	668	13,7%	4.953	14,0%	4.903	12,9%
HYUNDAI	632	13,8%	513	10,5%	4.519	12,8%	4.509	11,8%
SUZUKI	213	4,7%	263	5,4%	1.690	4,8%	1.974	5,2%
GEELY	237	5,2%	246	5,1%	1.533	4,3%	1.940	5,1%
DONG FENG	102	2,2%	196	4,0%	1.077	3,0%	1.407	3,7%
MITSUBISHI	165	3,6%	188	3,9%	1.486	4,2%	1.380	3,6%
NISSAN	244	5,3%	158	3,2%	1.720	4,9%	1.320	3,5%
JETOUR	127	2,8%	156	3,2%	771	2,2%	1.248	3,3%
CHANGAN	142	3,1%	149	3,1%	1.178	3,3%	1.128	3,0%
OTHERS	1.114	24,4%	1.405	28,9%	8.923	25,2%	10.783	28,3%
TOTAL	4.567	100%	4.868	100%	35.349	100%	38.111	100%
LIGHT	4.401	96,4%	4.688	96,3%	34.191	96,7%	36.680	96,2%
HEAVY	166	3,6%	180	3,7%	1.158	3,3%	1.431	3,8%
TOTAL	4.567	100%	4.868	100%	35.349	100%	38.111	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



**** Heavy vehicles: trucks and buses

PARAGUAY

Regional Automotive Market

2020

2021

2022

2023

2024

● Motorization index*

3,5 4.918

4,3 5.433

4,4 5.598

4,1 5.685

4,3 5.869

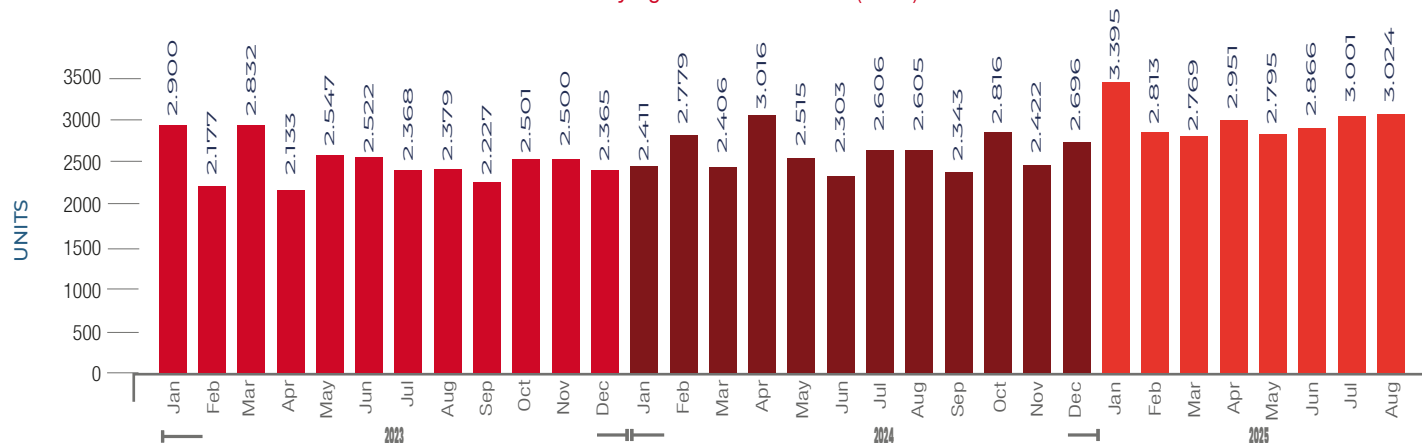
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

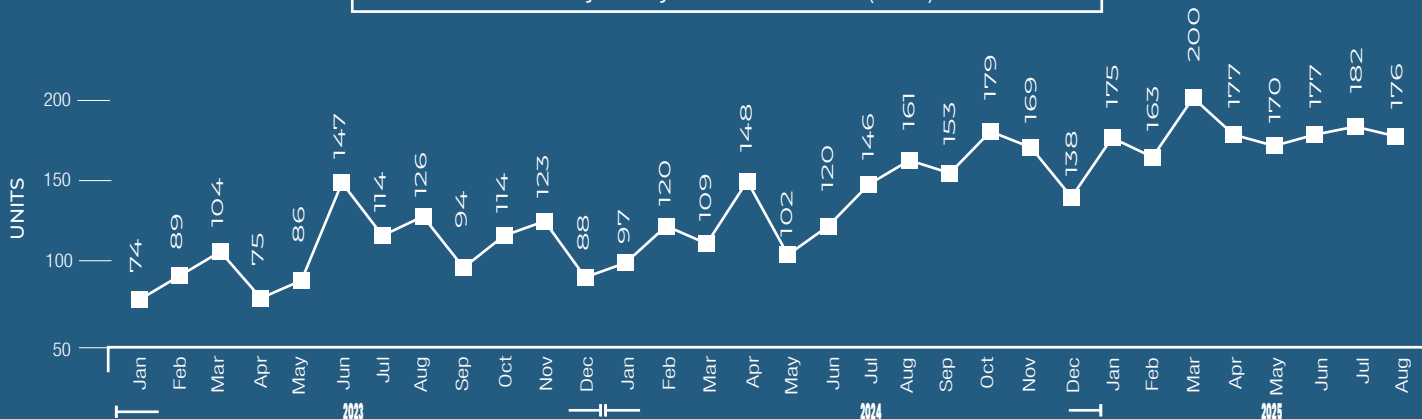
Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	412	14,9%	470	14,7%	3.467	16,0%	3.924	15,7%
TOYOTA	446	16,1%	394	12,3%	3.186	14,7%	3.219	12,9%
HYUNDAI	318	11,5%	353	11,0%	2.440	11,3%	2.800	11,2%
CHEVROLET	351	12,7%	301	9,4%	2.713	12,5%	2.637	10,5%
FIAT	125	4,5%	184	5,8%	814	3,8%	1.453	5,8%
VOLKSWAGEN	146	5,3%	177	5,5%	1.234	5,7%	1.384	5,5%
NISSAN	160	5,8%	145	4,5%	1.306	6,0%	1.209	4,8%
SUZUKI	20	0,7%	145	4,5%	48	0,2%	927	3,7%
GEELY	73	2,6%	111	3,5%	641	3,0%	818	3,3%
ISUZU	63	2,3%	73	2,3%	328	1,5%	476	1,9%
OTHERS	652	23,6%	847	26,5%	5.467	25,3%	6.187	24,7%
TOTAL	2.766	100%	3.200	100%	21.644	100%	25.034	100%
LIGHT	2.605	94,2%	3.024	94,5%	20.641	95,4%	23.614	94,3%
HEAVY	161	5,8%	176	5,5%	1.003	4,6%	1.420	5,7%
TOTAL	2.766	100%	3.200	100%	21.644	100%	25.034	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)

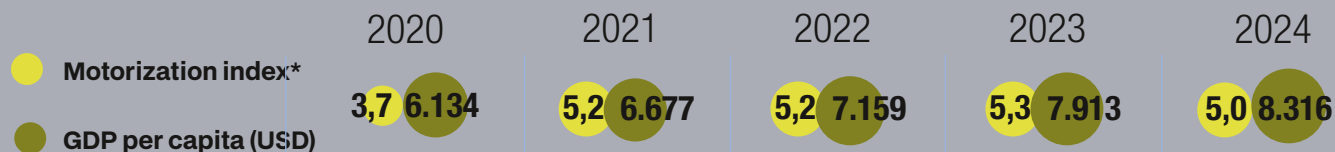


*** Heavy vehicles: trucks and buses

Source: CADAM - FMI



Cámara de Distribuidores Automotores y Maquinarias (Cadam)

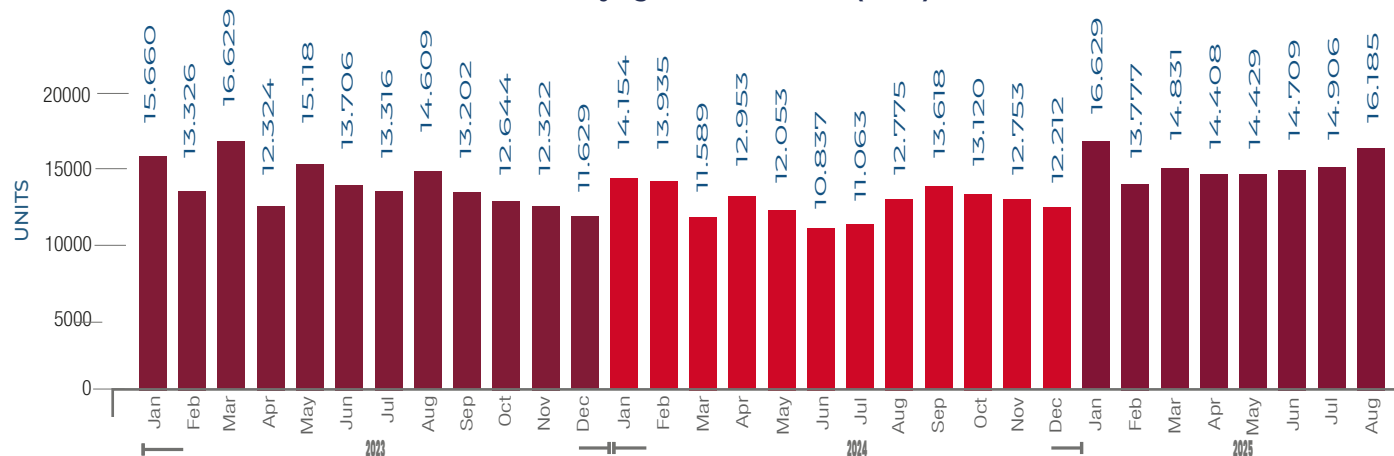


*Motorization index: vehicle sales per thousand people

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

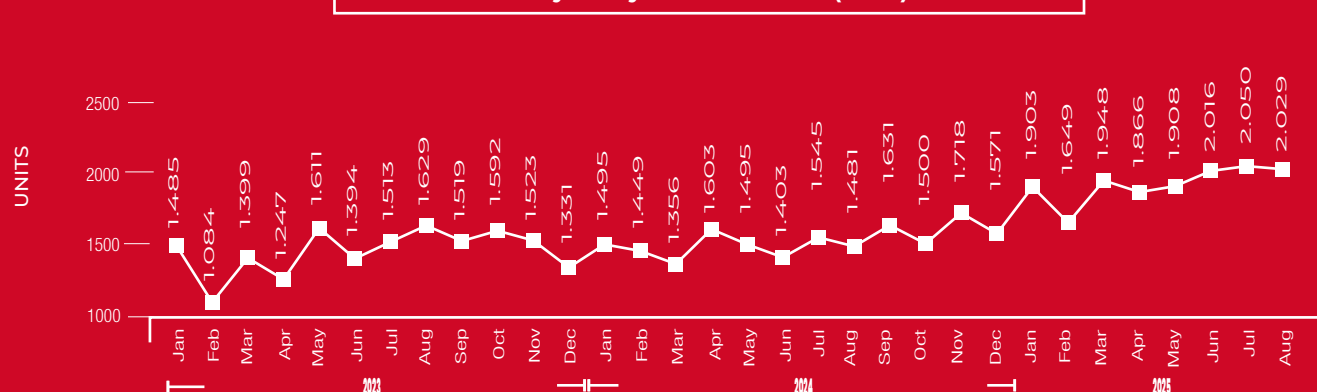
Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.753	19,3%	3.779	20,7%	21.015	18,9%	25.210	18,6%
KIA	1.264	8,9%	1.567	8,6%	8.920	8,0%	11.266	8,3%
HYUNDAI	1.169	8,2%	1.474	8,1%	9.838	8,8%	11.183	8,3%
CHANGAN	728	5,1%	1.006	5,5%	5.372	4,8%	7.281	5,4%
CHEVROLET	703	4,9%	641	3,5%	5.970	5,4%	5.957	4,4%
JAC	495	3,5%	745	4,1%	3.668	3,3%	5.218	3,9%
DFSK	528	3,7%	624	3,4%	4.524	4,1%	4.785	3,5%
FORD	395	2,8%	602	3,3%	2.920	2,6%	4.505	3,3%
JETOUR	316	2,2%	507	2,8%	2.256	2,0%	4.104	3,0%
GEELY	259	1,8%	666	3,7%	2.019	1,8%	3.681	2,7%
OTHERS	5.646	39,6%	6.603	36,3%	44.684	40,2%	52.053	38,5%
TOTAL	14.256	100%	18.214	100%	111.186	100%	135.243	100%
LIGHT	12.775	89,6%	16.185	88,9%	99.359	89,4%	119.874	88,6%
HEAVY	1.481	10,4%	2.029	11,1%	11.827	10,6%	15.369	11,4%
TOTAL	14.256	100%	18.214	100%	111.186	100%	135.243	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



2020

2021

2022

2023

2024

● Motorization index*

10,3

16.023

14,8

17.334

15,8

20.022

17,3

21.657

18,6

23.053

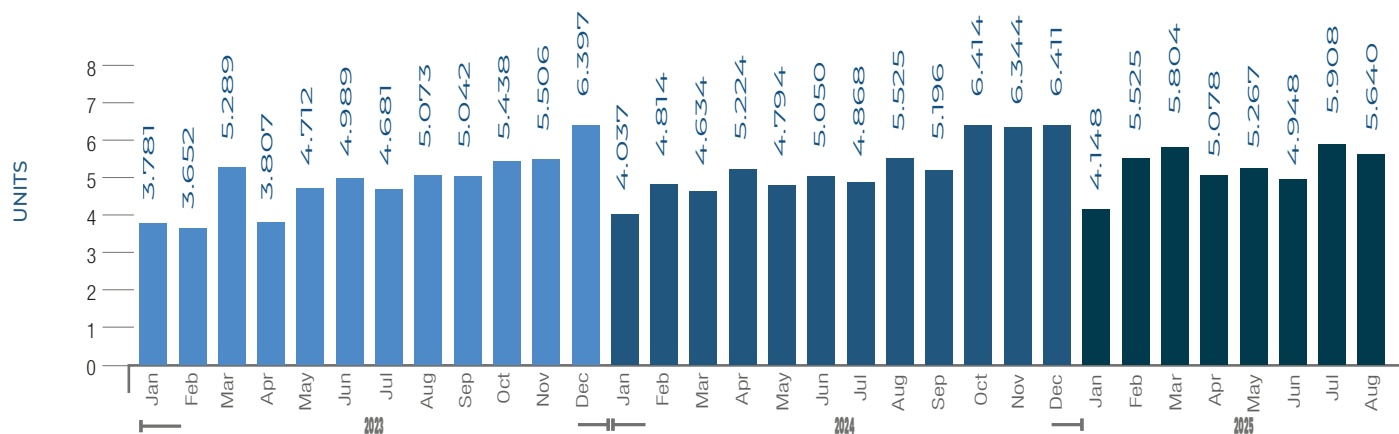
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

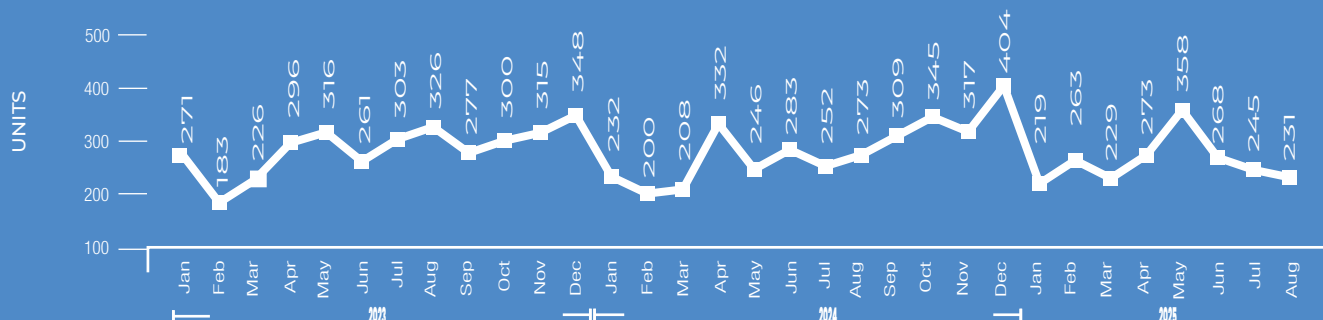
Brand	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	704	12,1%	750	12,8%	5.052	12,3%	6.326	14,2%
BYD	368	6,3%	745	12,7%	2.151	5,2%	4.269	9,6%
CHEVROLET	793	13,7%	634	10,8%	6.380	15,6%	4.178	9,4%
VOLKSWAGEN	648	11,2%	547	9,3%	3.411	8,3%	3.878	8,7%
RENAULT	490	8,5%	440	7,5%	3.010	7,3%	3.751	8,4%
HYUNDAI	402	6,9%	271	4,6%	3.137	7,7%	2.930	6,6%
SUZUKI	322	5,6%	339	5,8%	2.536	6,2%	2.605	5,9%
CITROËN	262	4,5%	200	3,4%	2.004	4,9%	1.556	3,5%
PEUGEOT	179	3,1%	172	2,9%	1.893	4,6%	1.242	2,8%
CHERY	104	1,8%	125	2,1%	644	1,6%	1.239	2,8%
OTHERS	1.526	26,3%	1.648	28,1%	10.754	26,2%	12.430	28,0%
TOTAL	5.798	100%	5.871	100%	40.972	100%	44.404	100%
LIGHT	5.525	95,3%	5.640	96,1%	38.946	95,1%	42.318	95,3%
HEAVY	273	4,7%	231	3,9%	2.026	4,9%	2.086	4,7%
TOTAL	5.798	100%	5.871	100%	40.972	100%	44.404	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

VENEZUELA

Regional Automotive Market

2020

2021

2022

2023

2024



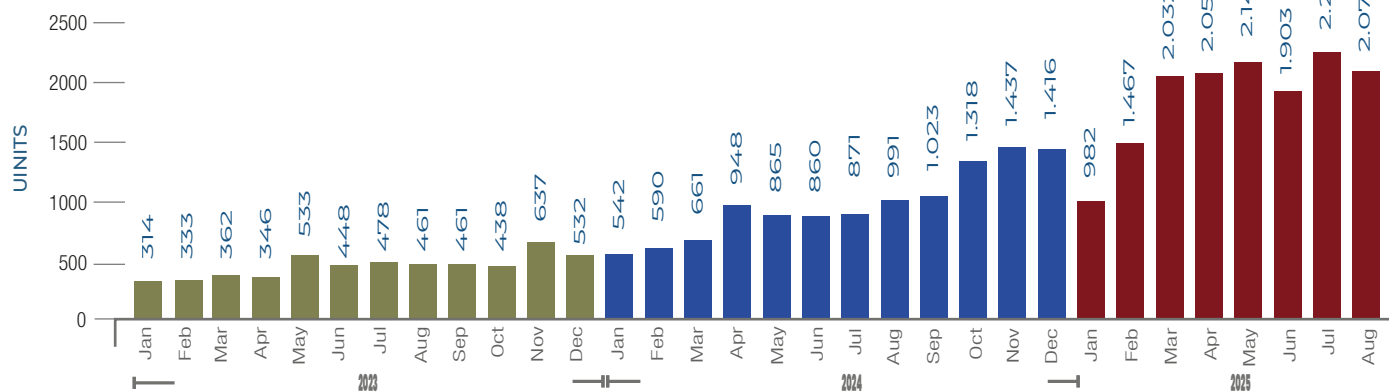
*Motorization index: vehicle sales per thousand people

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

	Sales by brand (August 2024)		Sales by brand (August 2025)		Accumulated sales by brand (January - August 2024)		Accumulated sales by brand (January - August 2025)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	406	25,5%	951	32,2%	4.268	42,2%	7.991	38,0%
JAC	556	34,9%	1.227	41,5%	2.698	26,7%	7.689	36,6%
CHANGAN	202	12,7%	186	6,3%	887	8,8%	1.387	6,6%
FIAT	118	7,4%	133	4,5%	428	4,2%	850	4,0%
FORD MOTOR	80	5,0%	117	4,0%	627	6,2%	701	3,3%
MMC AUTOMOTRIZ	46	2,9%	134	4,5%	291	2,9%	647	3,1%
FOTON	90	5,7%	92	3,1%	419	4,1%	612	2,9%
KIA	45	2,8%	7	0,2%	45	0,4%	420	2,0%
FCA	31	1,9%	41	1,4%	259	2,6%	377	1,8%
JMC	0	0,0%	14	0,5%	0	0,0%	133	0,6%
OTHERS	17	1,1%	52	1,8%	199	2,0%	217	1,0%
TOTAL	1.591	100%	2.954	100%	10.121	100%	21.024	100%
PASSENGER	991	62,3%	2.072	70,1%	6.328	62,5%	14.882	70,8%
COMMERCIAL	600	37,7%	882	29,9%	3.793	37,5%	6.142	29,2%
TOTAL	1.591	100%	2.954	100%	10.121	100%	21.024	100%

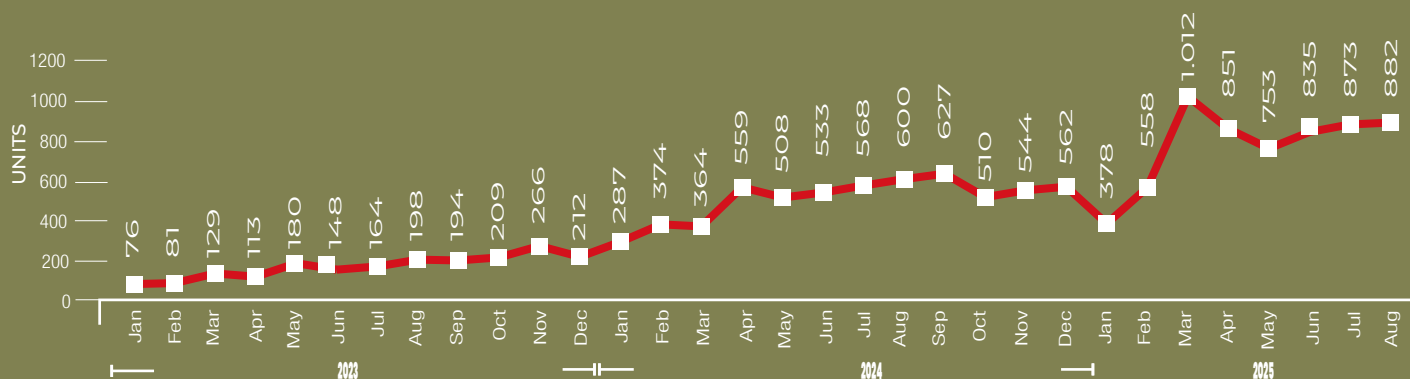
Note: In 2023 a methodological change was made to the information presented by Cavenéz. The information is divided into passenger and commercial segments.

Monthly passenger vehicle sales** (units)



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

Monthly commercial vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



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