



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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Regional Market
by the end of October 2025

Distributed for



Asociación Latinoamericana de
Distribuidores de Automotores

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

Regional automotive market - Summary

In Oct 2025 in comparison with Oct 2024: increase in **4,0%** in sales.

In October:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**137.5%**) and Ecuador(**47.3%**)
- Highest y-o-y decrease: Dominican Republic (**29.7%**) and Chile (**14,6%**)

Light Vehicles Sales:



- Highest y-o-y growth: Venezuela (**138.5%**), Ecuador (**46.7%**) and Colombia (**32.9%**)
- Highest y-o-y decrease: Dominican Republic (**28.4%**), Chile (**15,9%**) y Costa Rica (**7,0%**)

Heavy Vehicles Sales:



- Highest y-o-y growth: Venezuela (**134.9%**), Colombia (**74.2%**) and Ecuador (**51.7%**)
- Highest y-o-y decrease: Mexico (**45.5%**), Dominican Republic (**34.4%**) and Uruguay (**20.3%**)

Countries	October 2024	October 2025	Jan - Oct 2024	Jan - Oct 2025	% VAR Oct 2025 -2024	% VAR Jan - Oct 2025 -2024
Brazil	264.949	260.717	2.123.974	2.171.654	-1,6%	2,2%
Mexico	127.927	132.745	1.251.371	1.238.576	3,8%	-1,0%
Argentina	44.473	51.982	356.230	545.225	16,9%	53,1%
Chile	29.397	25.104	262.364	269.326	-14,6%	2,7%
Colombia	18.550	25.278	154.013	200.435	36,3%	30,1%
Peru	14.620	18.881	141.055	172.087	29,1%	22,0%
Ecuador	8.240	12.135	91.493	100.740	47,3%	10,1%
Costa Rica*	7.480	6.924	64.038	59.893	-7,4%	-6,5%
Uruguay	6.759	7.123	53.236	58.700	5,4%	10,3%
Guatemala	5.330	5.711	47.752	51.922	7,1%	8,7%
Panama	6.755	7.837	46.160	50.599	16,0%	9,6%
Dominican Republic	4.822	3.391	39.187	38.367	-29,7%	-2,1%
Paraguay	2.995	3.874	27.135	32.133	29,3%	18,4%
Venezuela	1.828	4.342	13.599	29.442	137,5%	116,5%

*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

	Países	2021	2022	2023	2024
*Imports	Brasil	2.119.851	2.104.461	2.308.689	2.634.917
	México	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
	Perú	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
	Panamá	-	42.169	48.919	54.384
	Dominican Republic	22.847	32.456	46.204	47.888
	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	4.966.290	5.356.170	5.781.068

(thousand units)

País	October 2024	October 2025	Jan - Oct 2024	Jan - Oct 2025	Ratio (population / light vehicle sales)
	264,9	260,7	2.124,0	2.171,7	2023: 94 2024: 85  x 
	127,9	132,7	1.251,4	1.238,6	2023: 96 2024: 88  x 
	44,5	52,0	356,2	545,2	2023: 111 2024: 122  x 
	29,4	25,1	262,4	269,3	2023: 64 2024: 66  x 
	18,6	25,3	154,0	200,4	2023: 338 2024: 276  x 
	14,6	18,9	141,1	172,1	2023: 210 2024: 226  x 
	8,2	12,1	91,5	100,7	2023: 150 2024: 183  x 
	7,5	6,9	64,0	59,9	2023: 100 2024: 75  x 
	6,8	7,1	53,2	58,7	2023: 61 2024: 57  x 
	5,3	5,7	47,8	51,9	2023: 388 2024: 378  x 
	6,8	7,8	46,2	50,6	2023: 94 2024: 86  x 
	3,0	3,9	27,1	32,1	2023: 257 2024: 248  x 
	4,8	3,4	39,2	38,4	2023: 284 2024: 281  x 
	1,8	4,3	13,6	29,4	2023: 4.967 2024: 2.296  x 

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

(thousand units)

País	*Light vehicle sales				**Heavy vehicle sales			
	Oct 2024	Oct 2025	Jan - oct 2024	Jan - oct 2025	Oct 2024	Oct 2025	Jan - oct 2024	Jan - oct 2025
	250,2	248,1	2.002,3	2.057,3	14,8	12,6	121,7	114,4
	122,4	129,7	1.203,6	1.204,9	5,5	3,0	47,8	33,7
	41,9	49,1	336,5	516,3	2,6	2,9	19,7	28,9
	28,1	23,7	252,2	258,6	1,3	1,4	10,1	10,7
	17,0	22,6	141,7	181,8	1,5	2,6	12,4	18,6
	13,1	16,6	126,1	152,0	1,5	2,2	15,0	20,1
	7,3	10,8	83,0	89,4	0,9	1,4	8,5	11,3
	6,8	6,3	58,8	54,1	0,7	0,6	5,2	5,8
	6,4	6,8	50,6	56,0	0,3	0,3	2,7	2,7
	4,3	4,5	38,6	40,6	1,0	1,2	9,1	11,3
	6,5	7,7	44,6	48,8	0,2	0,2	1,5	1,8
	2,8	3,6	25,8	30,3	0,2	0,2	1,3	1,8
	3,8	2,7	31,3	30,4	1,0	0,7	7,9	8,0
	1,3	3,1	8,7	21,1	0,5	1,2	4,9	8,3



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

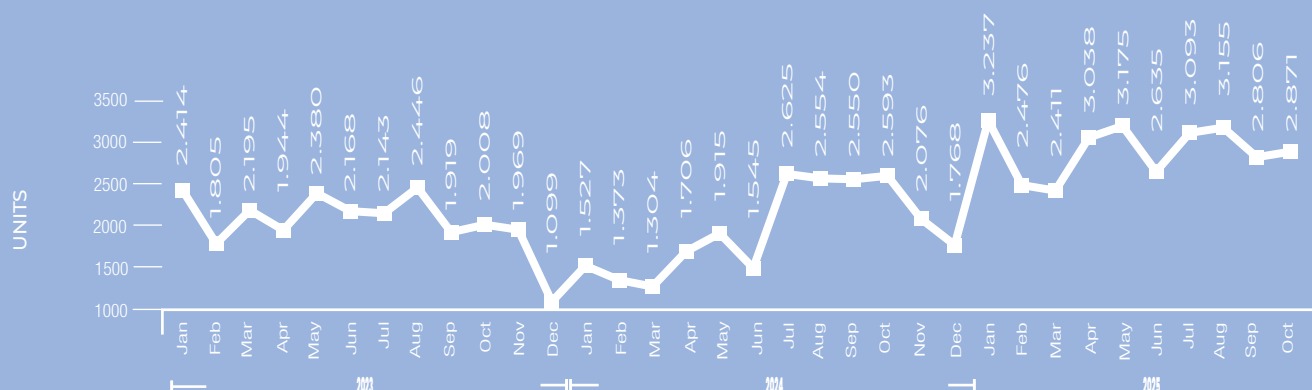
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	8.919	20,1%	7.682	14,8%	72.941	20,5%	88.604	16,3%
VOLKSWAGEN	7.622	17,1%	7.400	14,2%	56.671	15,9%	86.561	15,9%
FIAT	5.657	12,7%	5.492	10,6%	41.698	11,7%	67.722	12,4%
RENAULT	3.607	8,1%	4.784	9,2%	30.072	8,4%	51.690	9,5%
PEUGEOT	3.830	8,6%	4.103	7,9%	32.098	9,0%	44.849	8,2%
FORD	3.460	7,8%	5.054	9,7%	30.671	8,6%	43.282	7,9%
CHEVROLET	2.076	4,7%	4.237	8,2%	20.034	5,6%	40.797	7,5%
CITROEN	1.619	3,6%	1.985	3,8%	12.614	3,5%	21.501	3,9%
JEEP	1.587	3,6%	1.809	3,5%	11.517	3,2%	19.956	3,7%
NISSAN	1.115	2,5%	1.412	2,7%	11.110	3,1%	13.943	2,6%
OTHERS	4.981	11,2%	8.024	15,4%	36.804	10,3%	66.320	12,2%
TOTAL	44.473	100%	51.982	100%	356.230	100%	545.225	100%
LIGHT	41.880	94,2%	49.111	94,5%	336.538	94,5%	516.328	94,7%
HEAVY	2.593	5,8%	2.871	5,5%	19.692	5,5%	28.897	5,3%
TOTAL	44.473	100%	51.982	100%	356.230	100%	545.225	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

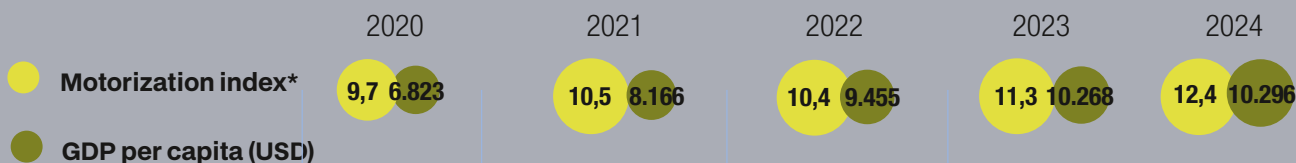


Asociación de Concesionarios de Automotores de la República Argentina (Acara)



BRAZIL

Regional Automotive Market

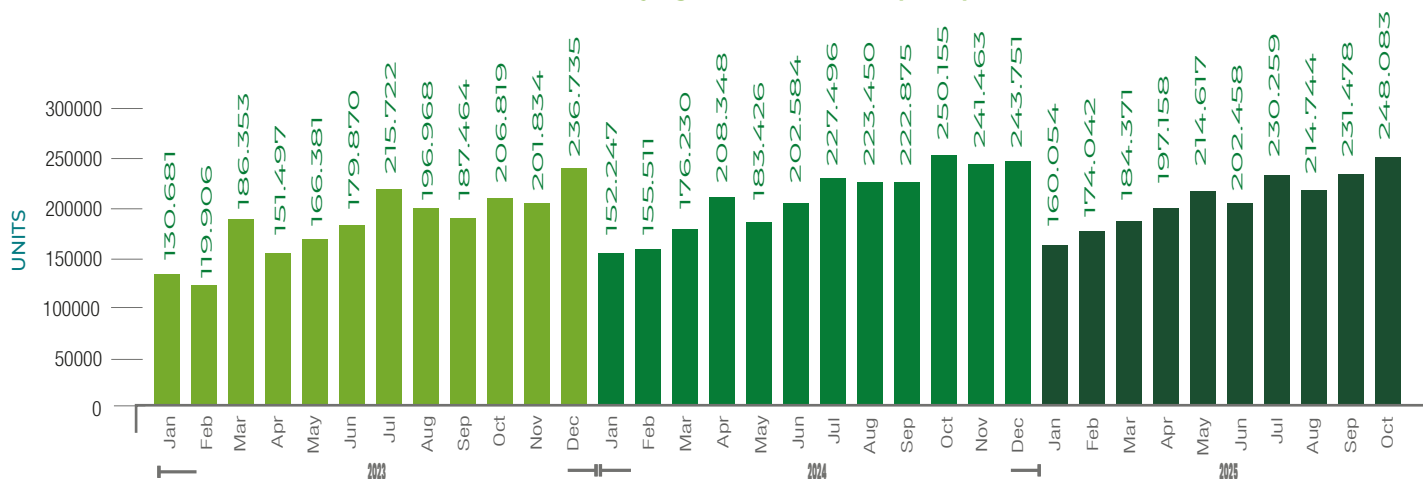


*Motorization index: vehicle sales per thousand people

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

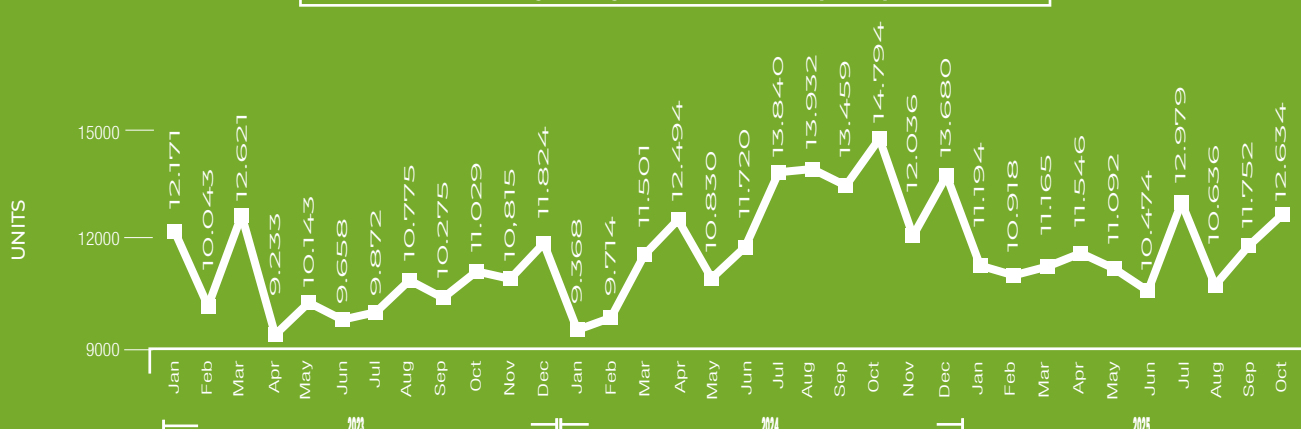
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	51.943	19,6%	50.650	19,4%	422.164	19,9%	435.056	20,0%
VOLKSWAGEN	42.082	15,9%	45.113	17,3%	318.797	15,0%	379.617	17,5%
GENERAL MOTORS	29.263	11,0%	26.947	10,3%	252.306	11,9%	218.996	10,1%
HYUNDAI	23.167	8,7%	24.173	9,3%	160.706	7,6%	163.015	7,5%
TOYOTA	20.534	7,8%	12.763	4,9%	170.835	8,0%	150.826	6,9%
RENAULT	12.901	4,9%	11.989	4,6%	105.360	5,0%	104.900	4,8%
JEEP	12.080	4,6%	12.698	4,9%	99.978	4,7%	98.812	4,6%
HONDA	9.957	3,8%	10.088	3,9%	73.678	3,5%	83.666	3,9%
NISSAN	8.376	3,2%	7.160	2,7%	74.771	3,5%	63.862	2,9%
CHERY	6.197	2,3%	8.082	3,1%	50.401	2,4%	57.178	2,6%
OTHERS	48.449	18,3%	51.054	19,6%	394.978	18,6%	415.726	19,1%
TOTAL	264.949	100%	260.717	100%	2.123.974	100%	2.171.654	100%
LIGHT	250.155	94,4%	248.083	95,2%	2.002.322	94,3%	2.057.264	94,7%
HEAVY	14.794	5,6%	12.634	4,8%	121.652	5,7%	114.390	5,3%
TOTAL	264.949	100%	260.717	100%	2.123.974	100%	2.171.654	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*

14,0 12.993

22,1 16.092

22,5 15.166

16,5 16.815

15,9 16.365

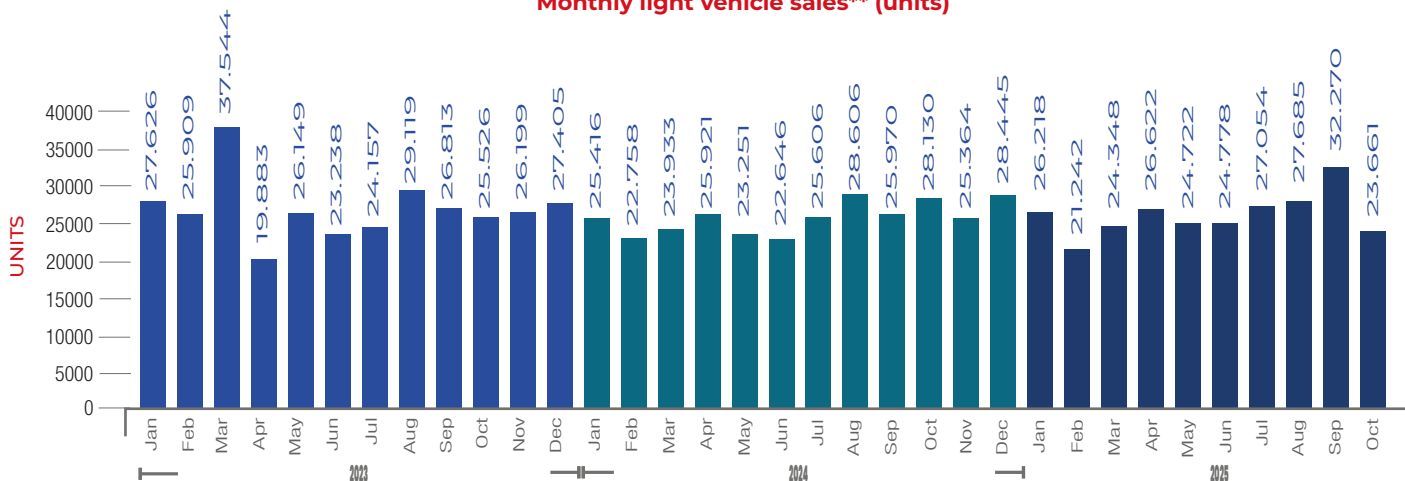
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

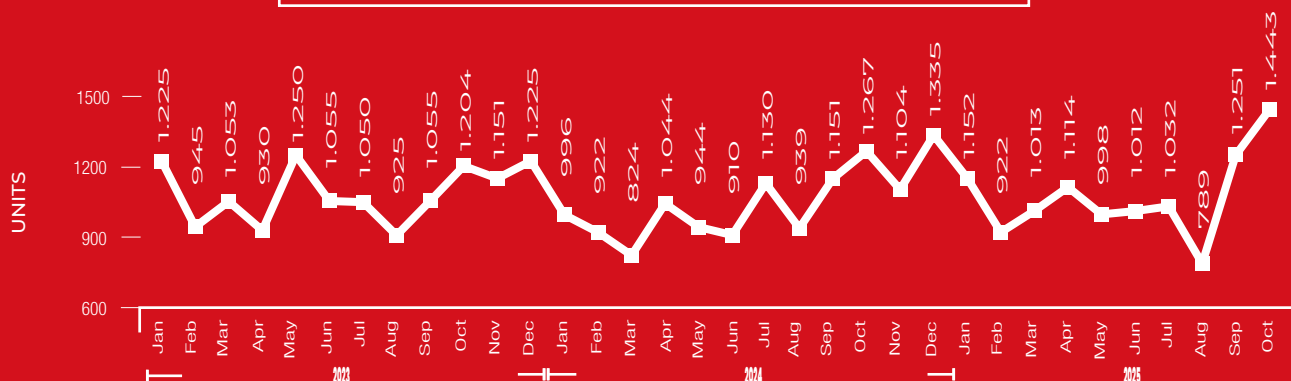
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.086	7,1%	1.783	7,1%	19.435	7,4%	20.569	7,6%
SUZUKI	1.893	6,4%	1.178	4,7%	16.416	6,3%	18.637	6,9%
HYUNDAI	2.041	6,9%	2.004	8,0%	17.428	6,6%	17.841	6,6%
CHEVROLET	1.853	6,3%	1.564	6,2%	18.281	7,0%	16.186	6,0%
KIA	1.864	6,3%	1.140	4,5%	15.808	6,0%	15.489	5,8%
PEUGEOT	1.542	5,2%	1.018	4,1%	14.020	5,3%	13.086	4,9%
FORD	1.557	5,3%	1.361	5,4%	12.342	4,7%	12.822	4,8%
GREAT WALL	1.484	5,0%	1.285	5,1%	7.181	2,7%	10.994	4,1%
MITSUBISHI	1.136	3,9%	920	3,7%	9.830	3,7%	10.484	3,9%
CHANGAN	938	3,2%	1.125	4,5%	8.209	3,1%	10.221	3,8%
OTHERS	13.003	44,2%	11.726	46,7%	123.414	47,0%	122.997	45,7%
TOTAL	29.397	100%	25.104	100%	262.364	100%	269.326	100%
LIGHT	28.130	95,7%	23.661	94,3%	252.237	96,1%	258.600	96,0%
HEAVY	1.267	4,3%	1.443	5,7%	10.127	3,9%	10.726	4,0%
TOTAL	29.397	100%	25.104	100%	262.364	100%	269.326	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: CAVEM - FMI

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

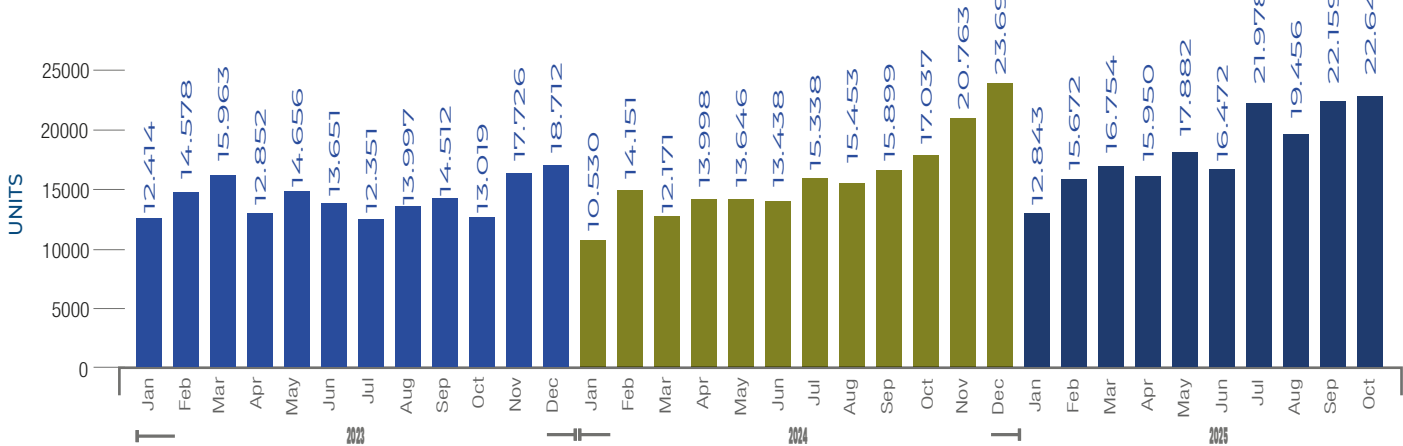
3,8 7.917

*Motorization index: vehicle sales per thousand people

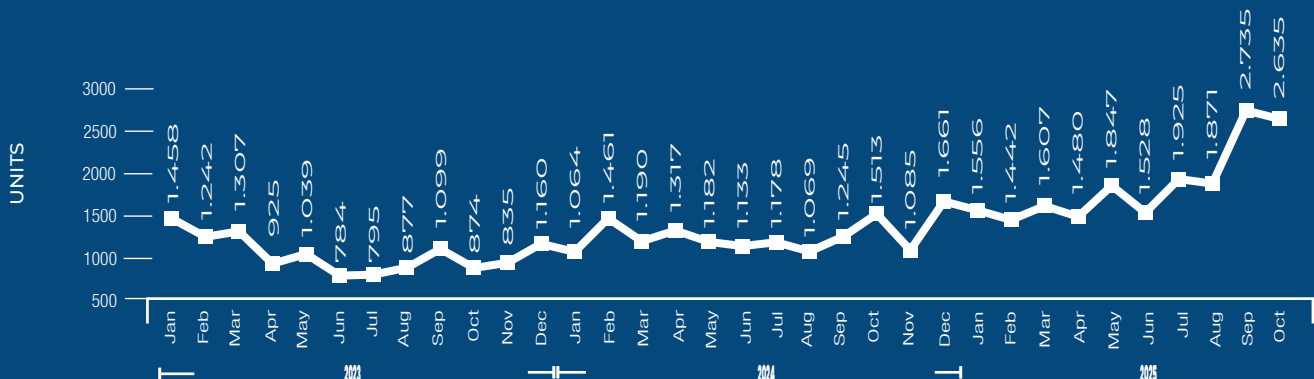
Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance
Heavy: Trucks <10,5 t, trucks >10,5 t, tractor trucks, dump trucks and buses

Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	2.482	13,4%	3.405	13,5%	18.444	12,0%	26.610	13,3%
RENAULT	2.485	13,4%	3.751	14,8%	19.228	12,5%	26.309	13,1%
TOYOTA	2.325	12,5%	1.941	7,7%	21.974	14,3%	20.838	10,4%
MAZDA	1.596	8,6%	1.684	6,7%	13.886	9,0%	17.124	8,5%
CHEVROLET	1.611	8,7%	1.995	7,9%	15.517	10,1%	16.838	8,4%
SUZUKI	885	4,8%	1.612	6,4%	8.575	5,6%	10.898	5,4%
NISSAN	1.095	5,9%	1.289	5,1%	9.328	6,1%	10.752	5,4%
HYUNDAI	903	4,9%	1.059	4,2%	4.943	3,2%	9.203	4,6%
VOLKSWAGEN	891	4,8%	1.246	4,9%	6.316	4,1%	8.356	4,2%
BYD	606	3,3%	1.177	4,7%	2.618	1,7%	8.083	4,0%
OTHERS	3.671	19,8%	6.119	24,2%	33.184	21,5%	45.424	22,7%
TOTAL	18.550	100%	25.278	100%	154.013	100%	200.435	100%
LIGHT	17.037	91,8%	22.643	89,6%	141.661	92,0%	181.809	90,7%
HEAVY	1.513	8,2%	2.635	10,4%	12.352	8,0%	18.626	9,3%
TOTAL	18.550	100%	25.278	100%	154.013	100%	200.435	100%

Monthly light vehicle sales** (units)



Monthly heavy vehicle sales*** (units)



Source: : ANDEMOS - FMI



Asociación Nacional de Movilidad Sostenible (Andemos)

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

*** Heavy vehicles: trucks and buses



COSTA RICA

Regional Automotive Market

2020

2021

2022

2023

2024

● Motorization index*

4,7 12.164

6,2 12.539

7,7 13.239

10,9 16.390

14,4 17.860

● GDP per capita (USD)

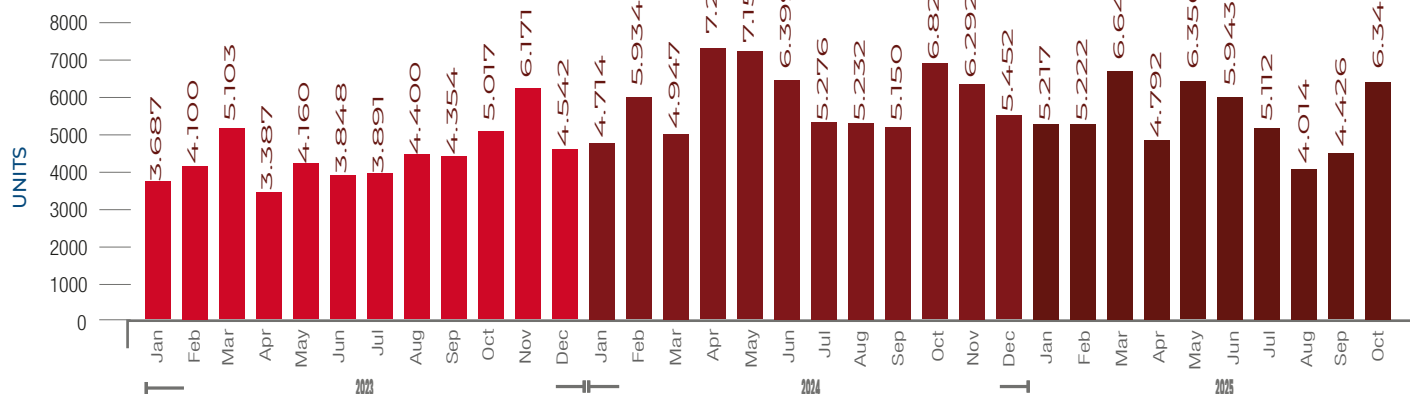
*Motorization index: vehicle sales per thousand people

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

Imports data

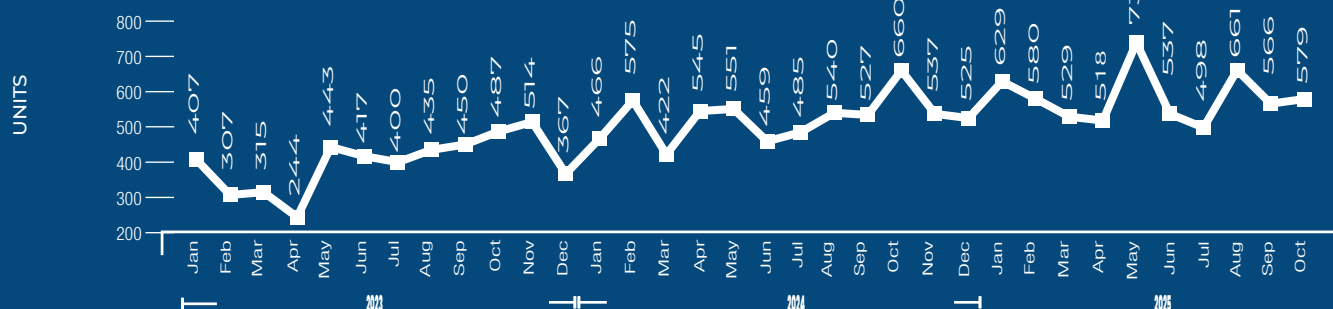
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.661	22,2%	1.311	18,9%	12.746	19,9%	11.126	18,6%
NISSAN	442	5,9%	694	10,0%	5.685	8,9%	5.791	9,7%
SUZUKI	629	8,4%	777	11,2%	5.750	9,0%	4.674	7,8%
GEELY	429	5,7%	335	4,8%	3.487	5,4%	3.576	6,0%
BYD	346	4,6%	419	6,1%	2.422	3,8%	3.355	5,6%
MITSUBISHI	302	4,0%	429	6,2%	2.535	4,0%	3.282	5,5%
HYUNDAI	555	7,4%	331	4,8%	3.942	6,2%	3.018	5,0%
CHERY	256	3,4%	251	3,6%	3.099	4,8%	2.046	3,4%
KIA	219	2,9%	302	4,4%	1.564	2,4%	2.042	3,4%
ISUZU	262	3,5%	231	3,3%	2.076	3,2%	1.796	3,0%
OTHERS	2.379	31,8%	1.844	26,6%	20.732	32,4%	19.187	32,0%
TOTAL	7.480	100%	6.924	100%	64.038	100%	59.893	100%
LIGHT	6.820	91,2%	6.345	91,6%	58.816	91,8%	54.055	90,3%
HEAVY	660	8,8%	579	8,4%	5.222	8,2%	5.838	9,7%
TOTAL	7.480	100%	6.924	100%	64.038	100%	59.893	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

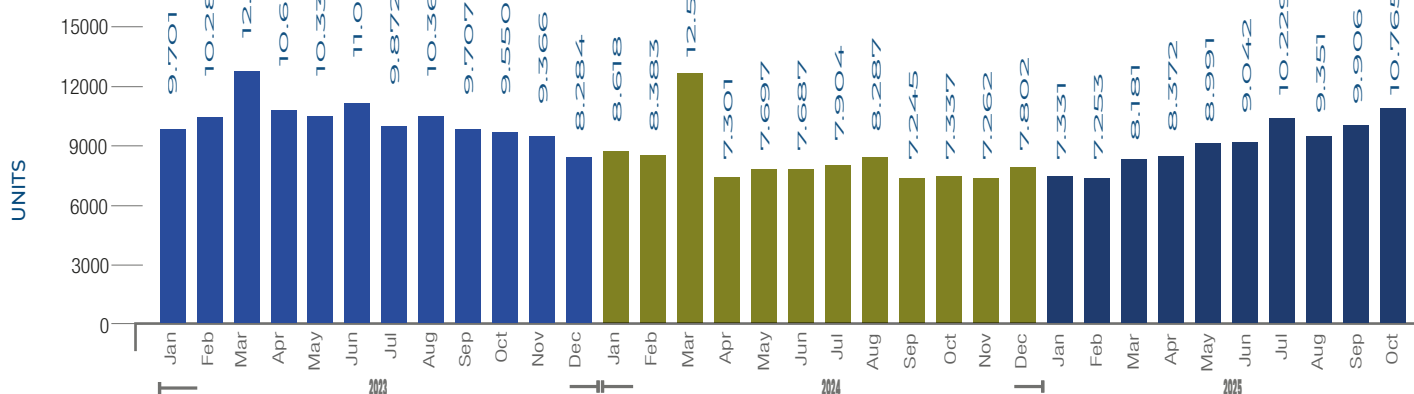
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

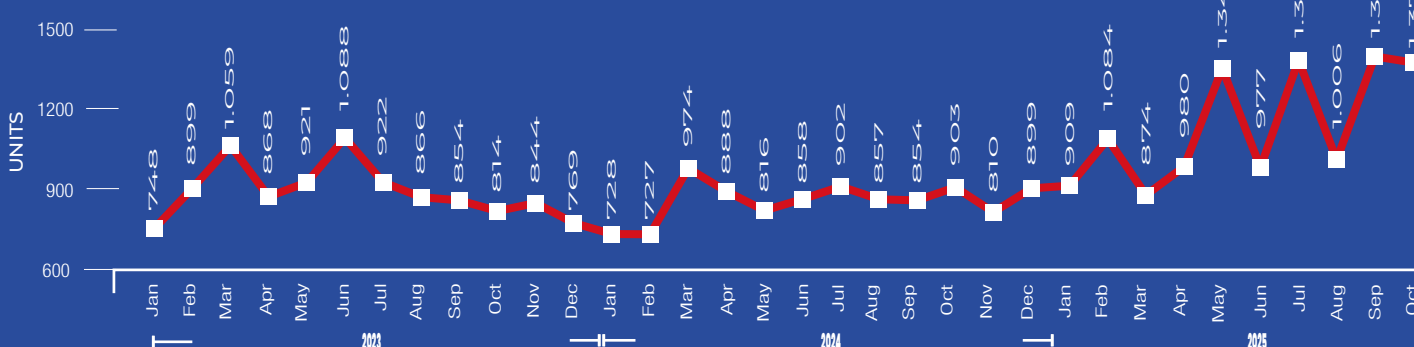
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.222	14,8%	1.676	13,8%	14.142	15,5%	15.911	15,8%
CHEVROLET	1.466	17,8%	1.283	10,6%	17.137	18,7%	13.194	13,1%
HYUNDAI	402	4,9%	722	5,9%	4.478	4,9%	6.227	6,2%
TOYOTA	525	6,4%	612	5,0%	5.619	6,1%	5.114	5,1%
GWM	297	3,6%	541	4,5%	2.643	2,9%	4.919	4,9%
CHERY	428	5,2%	499	4,1%	4.079	4,5%	4.589	4,6%
SUZUKI	305	3,7%	401	3,3%	3.517	3,8%	3.971	3,9%
RENAULT	270	3,3%	454	3,7%	3.089	3,4%	3.878	3,8%
JAC	207	2,5%	410	3,4%	2.465	2,7%	3.130	3,1%
DONGFENG	194	2,4%	427	3,5%	1.844	2,0%	2.852	2,8%
OTHERS	2.924	35,5%	5.110	42,1%	32.480	35,5%	36.955	36,7%
TOTAL	8.240	100%	12.135	100%	91.493	100%	100.740	100%
LIGHT	7.337	89,0%	10.765	88,7%	82.986	90,7%	89.421	88,8%
HEAVY	903	11,0%	1.370	11,3%	8.507	9,3%	11.319	11,2%
TOTAL	8.240	100%	12.135	100%	91.493	100%	100.740	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

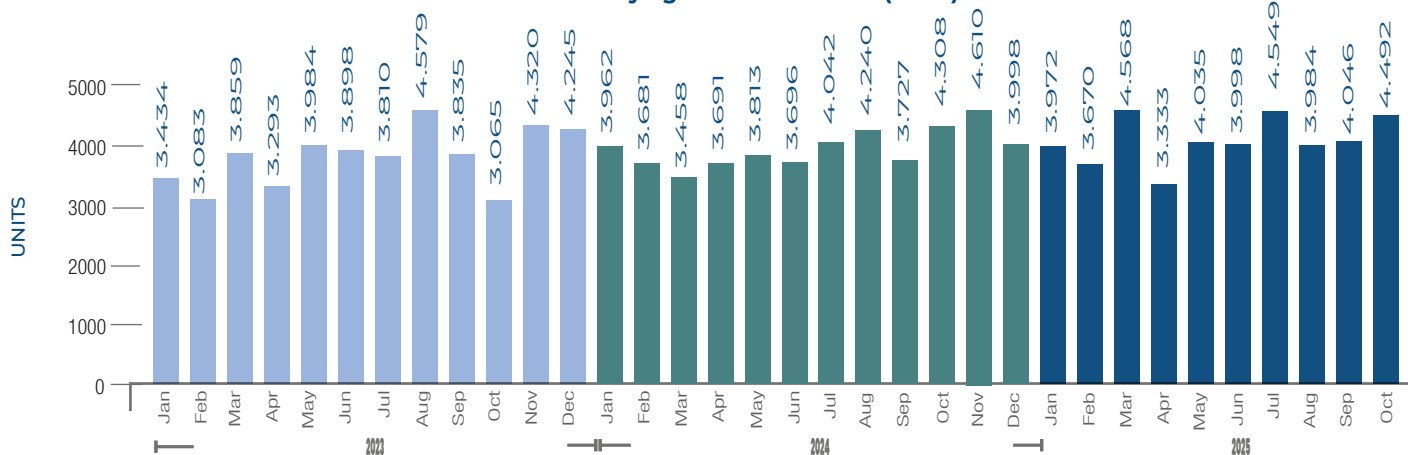
6.037

● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

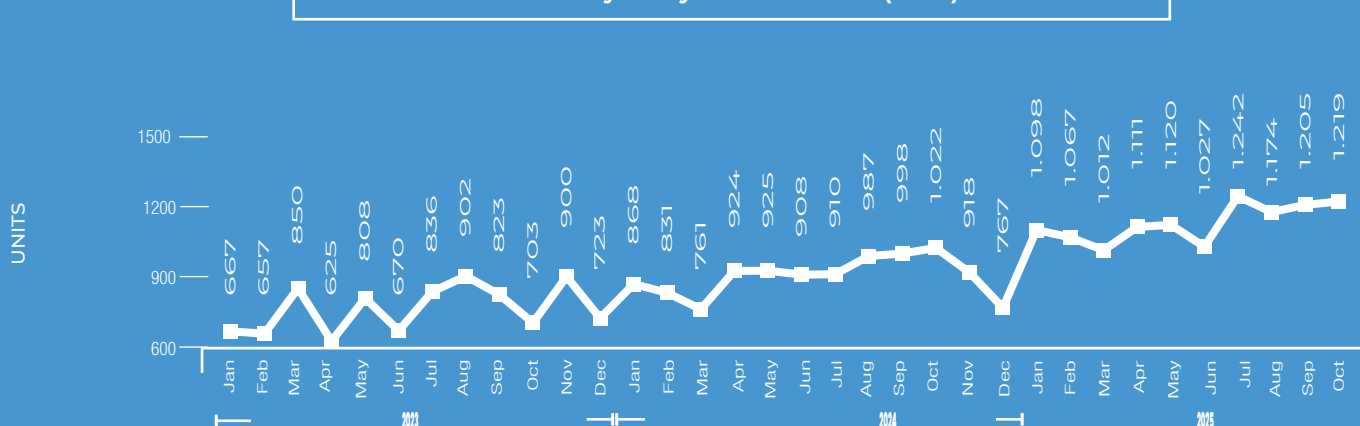
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.440	27,0%	1.448	25,4%	13.577	28,4%	13.689	26,4%
ISUZU	446	8,4%	526	9,2%	3.749	7,9%	4.701	9,1%
KIA	318	6,0%	334	5,8%	3.261	6,8%	3.350	6,5%
MITSUBISHI	351	6,6%	406	7,1%	3.153	6,6%	3.139	6,0%
JAC	290	5,4%	350	6,1%	2.580	5,4%	2.955	5,7%
CHANGAN	225	4,2%	314	5,5%	2.349	4,9%	2.515	4,8%
SUZUKI	320	6,0%	314	5,5%	2.030	4,3%	2.386	4,6%
HINO	220	4,1%	246	4,3%	2.105	4,4%	2.368	4,6%
FOTON	152	2,9%	213	3,7%	1.390	2,9%	1.906	3,7%
VOLKSWAGEN	252	4,7%	158	2,8%	1.683	3,5%	1.802	3,5%
OTHERS	1.316	24,7%	1.402	24,5%	11.875	24,9%	13.111	25,3%
TOTAL	5.330	100%	5.711	100%	47.752	100%	51.922	100%
LIGHT	4.308	80,8%	4.492	78,7%	38.618	80,9%	40.647	78,3%
HEAVY	1.022	19,2%	1.219	21,3%	9.134	19,1%	11.275	21,7%
TOTAL	5.330	100%	5.711	100%	47.752	100%	51.922	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

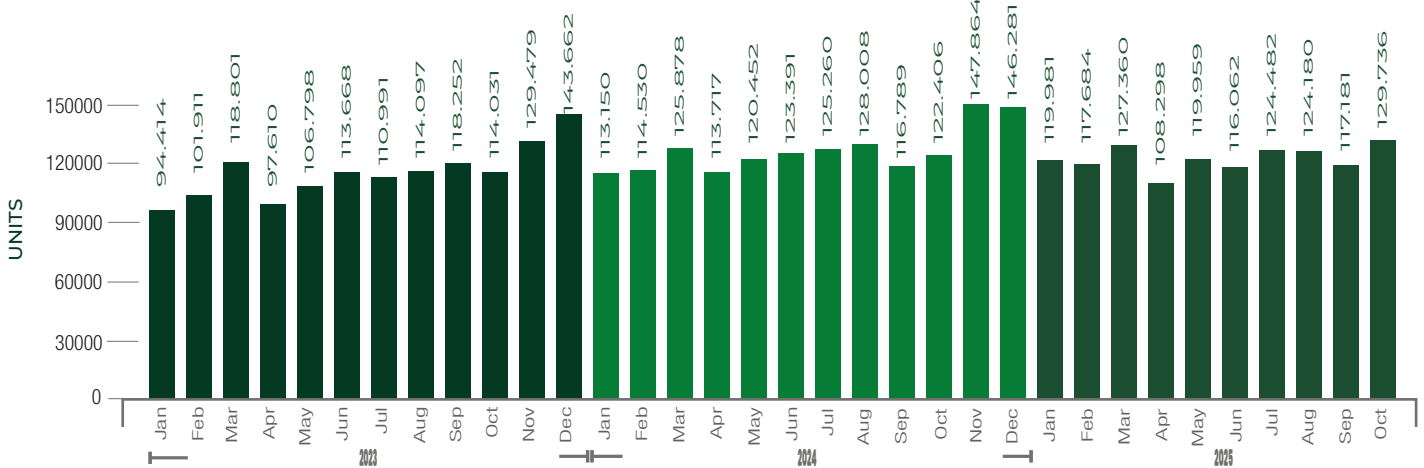
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

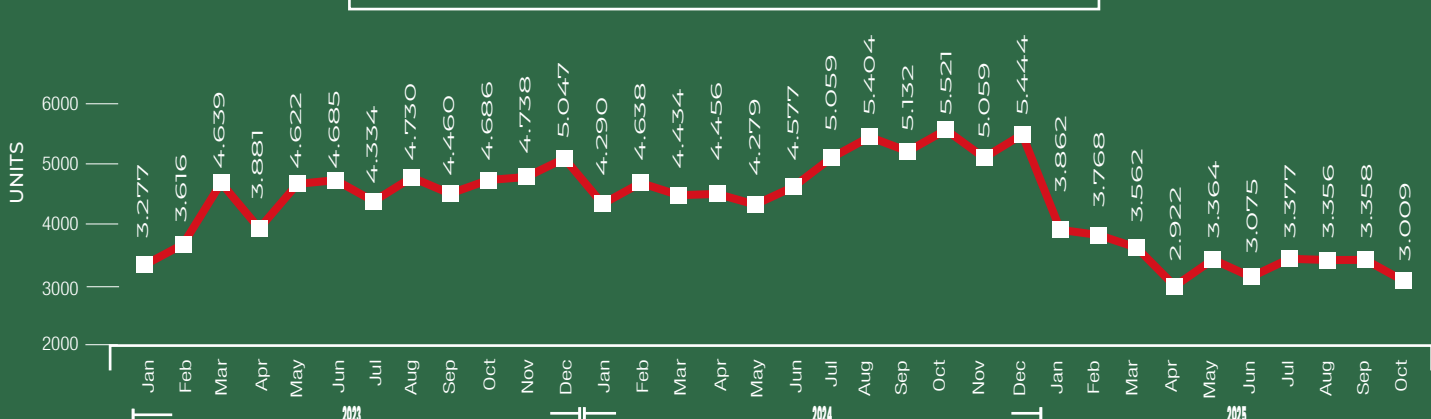
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	21.002	16,4%	22.701	17,1%	203.990	16,3%	219.141	17,7%
CHEVROLET	15.174	11,9%	15.019	11,3%	157.121	12,6%	147.205	11,9%
VOLKSWAGEN	12.080	9,4%	12.399	9,3%	112.175	9,0%	111.878	9,0%
TOYOTA	9.171	7,2%	11.977	9,0%	99.427	7,9%	102.356	8,3%
KIA	8.305	6,5%	9.431	7,1%	84.882	6,8%	90.577	7,3%
MAZDA	8.456	6,6%	9.282	7,0%	77.436	6,2%	84.351	6,8%
FORD MOTOR	3.681	2,9%	4.756	3,6%	42.419	3,4%	43.713	3,5%
HYUNDAI	4.966	3,9%	4.594	3,5%	42.770	3,4%	43.042	3,5%
MG MOTOR	5.408	4,2%	4.024	3,0%	44.415	3,5%	39.904	3,2%
HONDA	2.854	2,2%	3.890	2,9%	33.916	2,7%	32.123	2,6%
OTHERS	36.830	28,8%	34.672	26,1%	352.820	28,2%	324.286	26,2%
TOTAL	127.927	100%	132.745	100%	1.251.371	100%	1.238.576	100%
LIGHT	122.406	95,7%	129.736	97,7%	1.203.581	96,2%	1.204.923	97,3%
HEAVY	5.521	4,3%	3.009	2,3%	47.790	3,8%	33.653	2,7%
TOTAL	127.927	100%	132.745	100%	1.251.371	100%	1.238.576	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

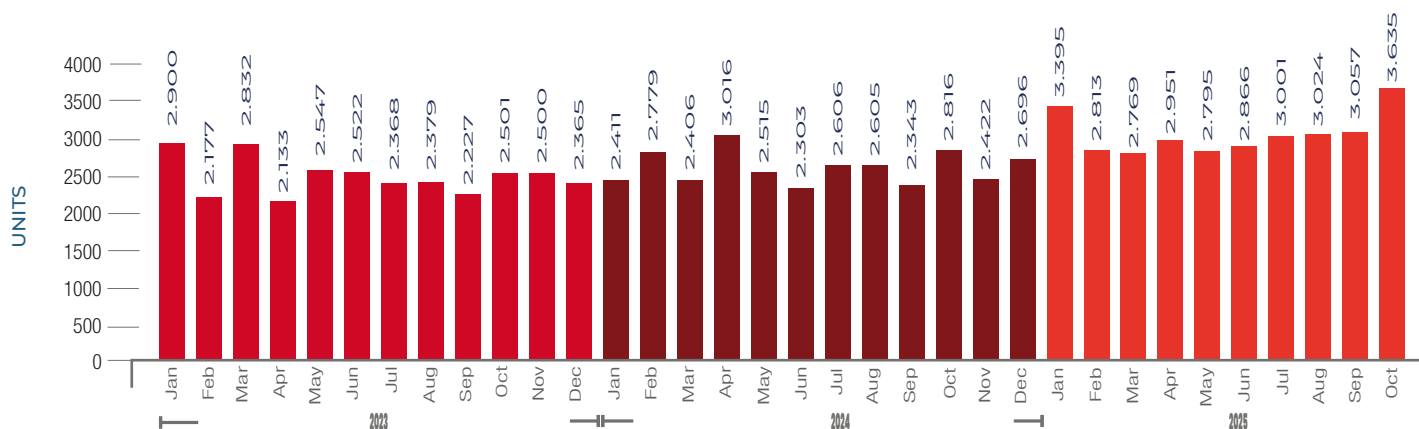
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

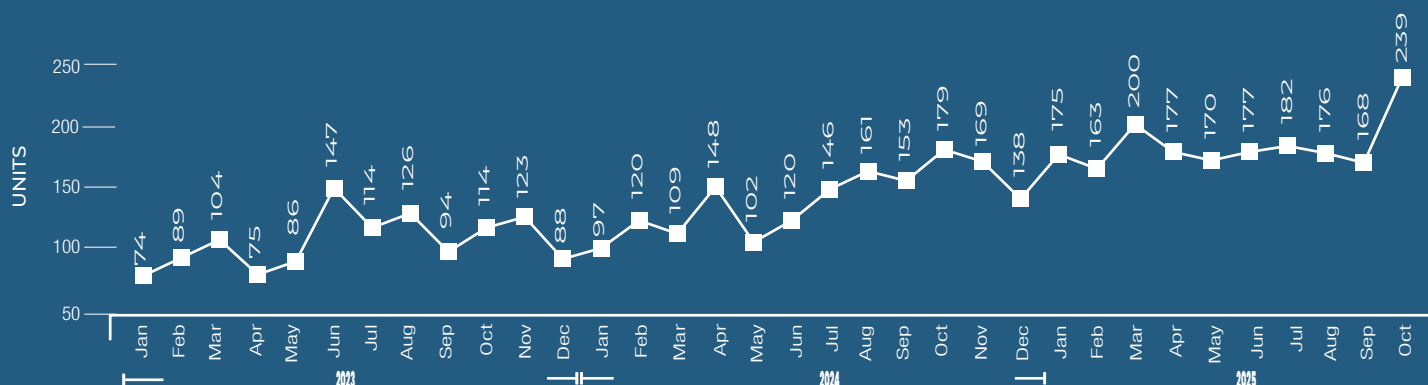
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	387	12,9%	541	14,0%	4.359	16,1%	4.898	15,2%
TOYOTA	462	15,4%	541	14,0%	3.977	14,7%	4.211	13,1%
HYUNDAI	373	12,5%	406	10,5%	3.101	11,4%	3.537	11,0%
CHEVROLET	360	12,0%	406	10,5%	3.337	12,3%	3.355	10,4%
FIAT	113	3,8%	198	5,1%	1.041	3,8%	1.823	5,7%
VOLKSWAGEN	192	6,4%	190	4,9%	1.567	5,8%	1.769	5,5%
NISSAN	127	4,2%	172	4,4%	1.545	5,7%	1.525	4,7%
SUZUKI	77	2,6%	171	4,4%	141	0,5%	1.266	3,9%
GEELY	101	3,4%	118	3,0%	802	3,0%	1.041	3,2%
ISUZU	72	2,4%	72	1,9%	445	1,6%	608	1,9%
OTHERS	731	24,4%	1.059	27,3%	6.820	25,1%	8.100	25,2%
TOTAL	2.995	100%	3.874	100%	27.135	100%	32.133	100%
LIGHT	2.816	94,0%	3.635	93,8%	25.800	95,1%	30.302	94,3%
HEAVY	179	6,0%	239	6,2%	1.335	4,9%	1.831	5,7%
TOTAL	2.995	100%	3.874	100%	27.135	100%	32.133	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)

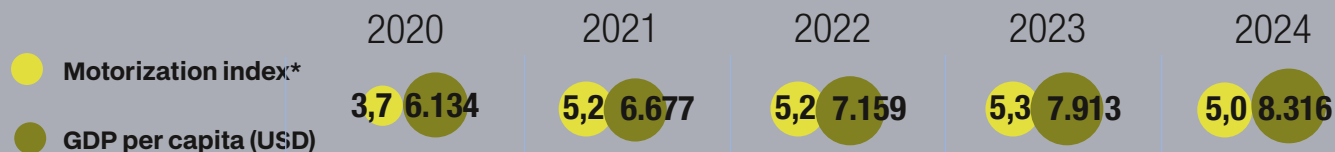


*** Heavy vehicles: trucks and buses

Source: CADAM - FMI



Cámara de Distribuidores Automotores y Maquinarias (Cadam)

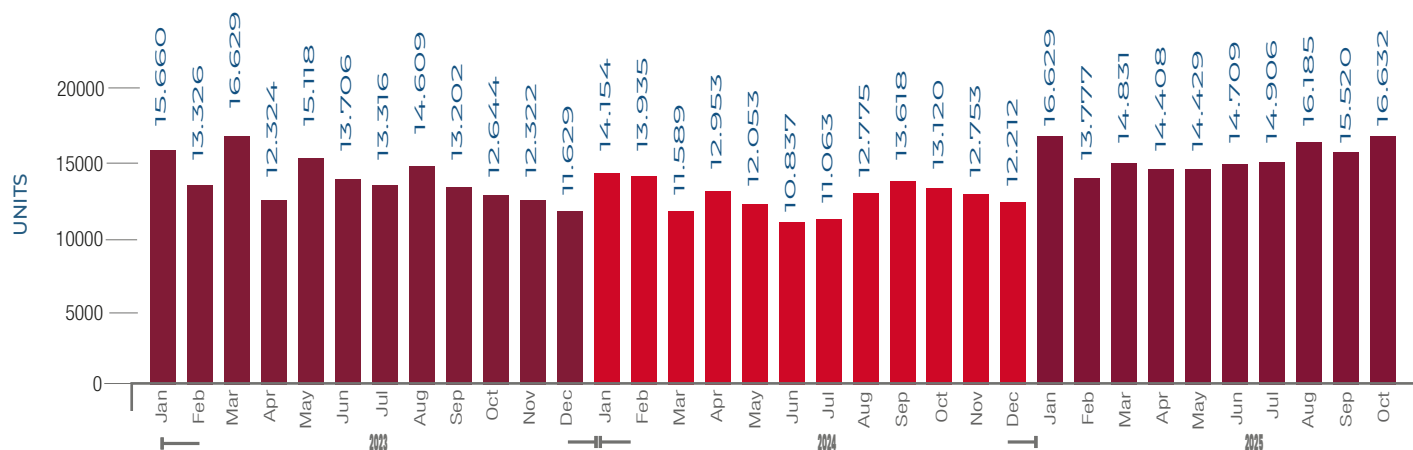


*Motorization index: vehicle sales per thousand people

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

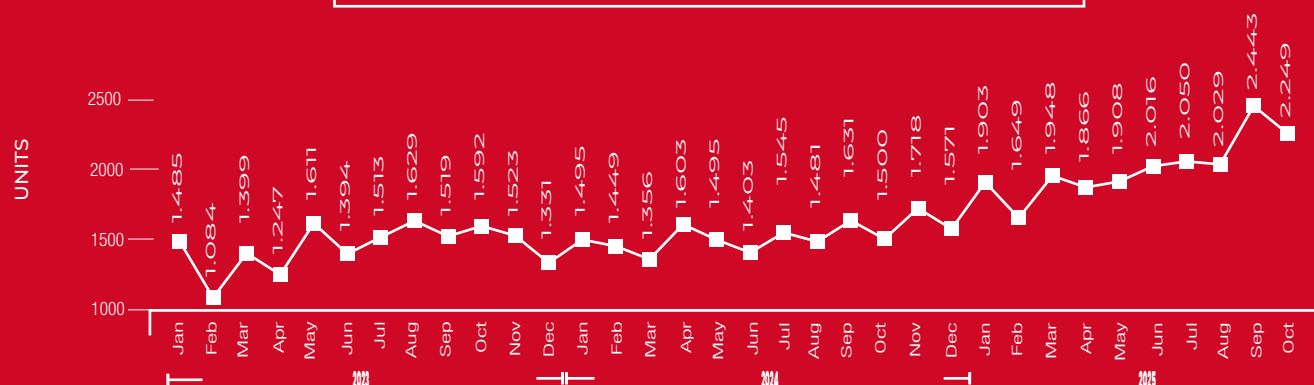
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.797	19,1%	3.328	17,6%	26.829	19,0%	31.648	18,4%
KIA	1.270	8,7%	1.542	8,2%	11.517	8,2%	14.321	8,3%
HYUNDAI	1.261	8,6%	1.593	8,4%	12.441	8,8%	14.245	8,3%
CHANGAN	709	4,8%	1.254	6,6%	6.886	4,9%	9.586	5,6%
CHEVROLET	745	5,1%	808	4,3%	7.407	5,3%	7.537	4,4%
JAC	522	3,6%	769	4,1%	4.687	3,3%	6.725	3,9%
DFSK	642	4,4%	592	3,1%	5.668	4,0%	6.001	3,5%
FORD	452	3,1%	678	3,6%	3.755	2,7%	5.849	3,4%
JETOUR	331	2,3%	681	3,6%	2.980	2,1%	5.390	3,1%
GEELY	248	1,7%	691	3,7%	2.532	1,8%	4.926	2,9%
OTHERS	5.643	38,6%	6.945	36,8%	56.353	40,0%	65.859	38,3%
TOTAL	14.620	100%	18.881	100%	141.055	100%	172.087	100%
LIGHT	13.120	89,7%	16.632	88,1%	126.097	89,4%	152.026	88,3%
HEAVY	1.500	10,3%	2.249	11,9%	14.958	10,6%	20.061	11,7%
TOTAL	14.620	100%	18.881	100%	141.055	100%	172.087	100%

Monthly light vehicle sales** (units)

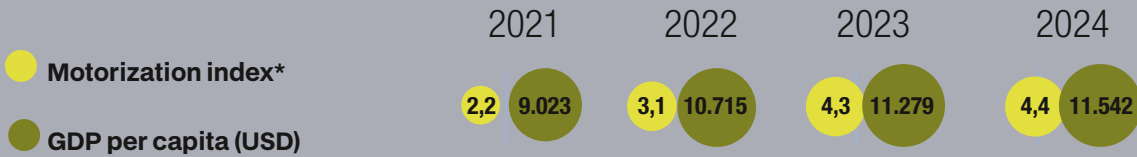


**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



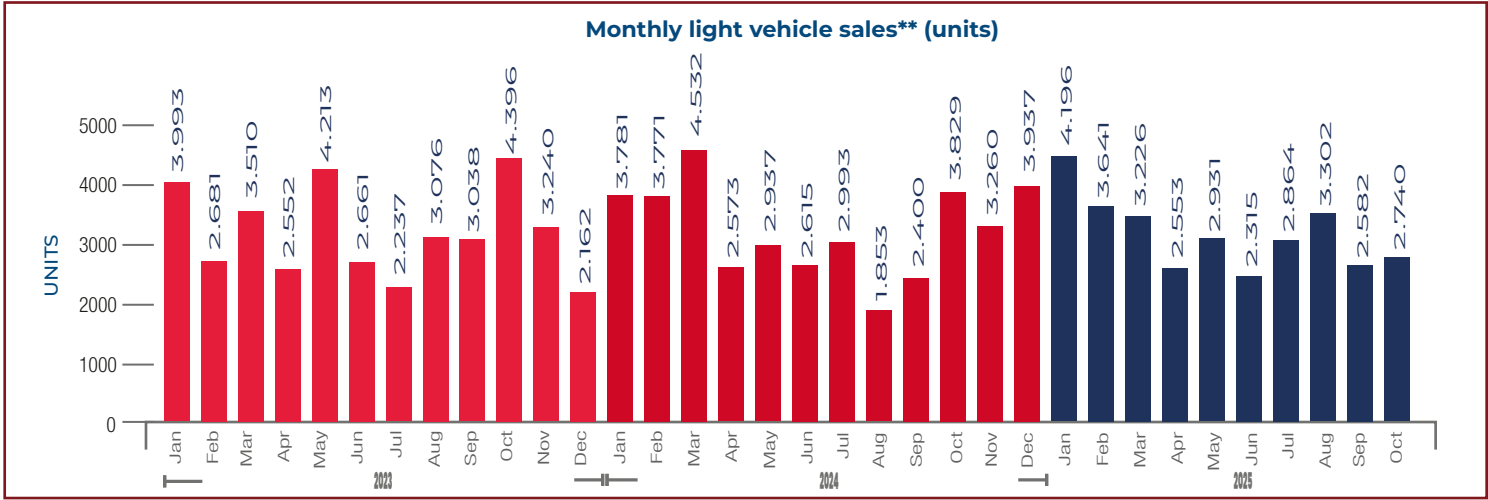
*** Heavy vehicles: trucks and buses



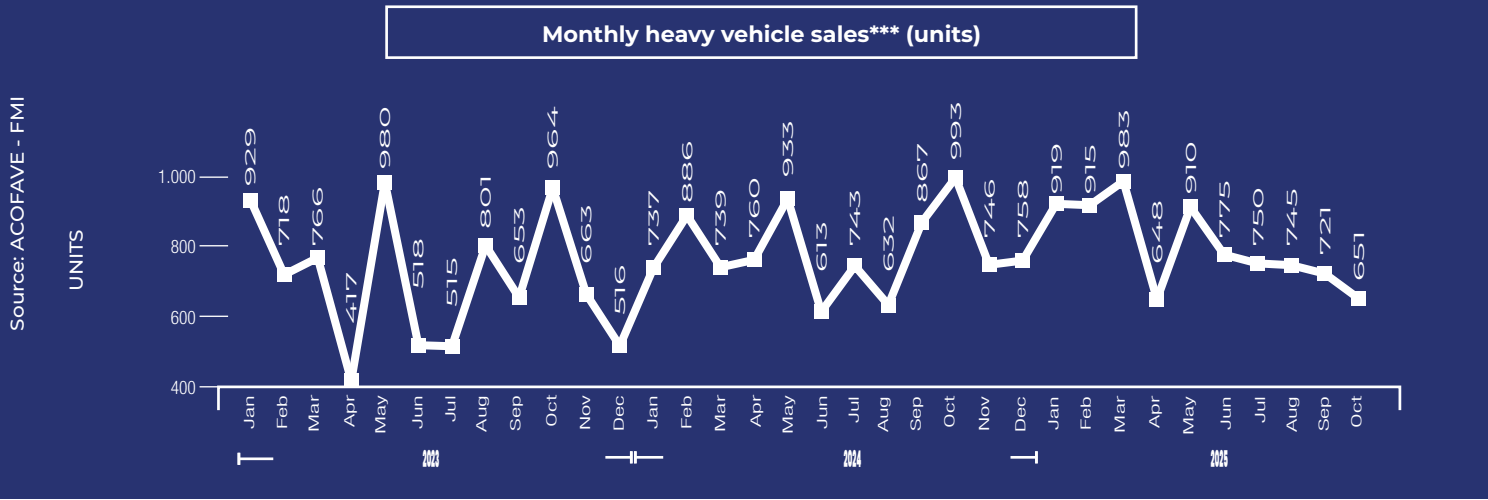
*Motorization index: vehicle sales per thousand people

Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	949	19,7%	527	15,5%	6.130	15,6%	5.844	15,2%
KIA	789	16,4%	406	12,0%	5.726	14,6%	5.452	14,2%
HYUNDAI	509	10,6%	90	2,7%	3.583	9,1%	3.453	9,0%
ISUZU	372	7,7%	387	11,4%	2.458	6,3%	3.256	8,5%
SUZUKI	189	3,9%	236	7,0%	1.629	4,2%	1.798	4,7%
CHEVROLET	166	3,4%	205	6,0%	2.179	5,6%	1.524	4,0%
GEELY	170	3,5%	203	6,0%	703	1,8%	1.322	3,4%
NISSAN	160	3,3%	167	4,9%	2.093	5,3%	1.293	3,4%
CHANGAN	144	3,0%	94	2,8%	1.371	3,5%	1.253	3,3%
HONDA	112	2,3%	51	1,5%	1.252	3,2%	948	2,5%
OTHERS	1.262	26,2%	1.025	30,2%	12.063	30,8%	12.224	31,9%
TOTAL	4.822	100%	3.391	100%	39.187	100%	38.367	100%
LIGHT	3.829	79,4%	2.740	80,8%	31.284	79,8%	30.350	79,1%
HEAVY	993	20,6%	651	19,2%	7.903	20,2%	8.017	20,9%
TOTAL	4.822	100%	3.391	100%	39.187	100%	38.367	100%

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



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



*** 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

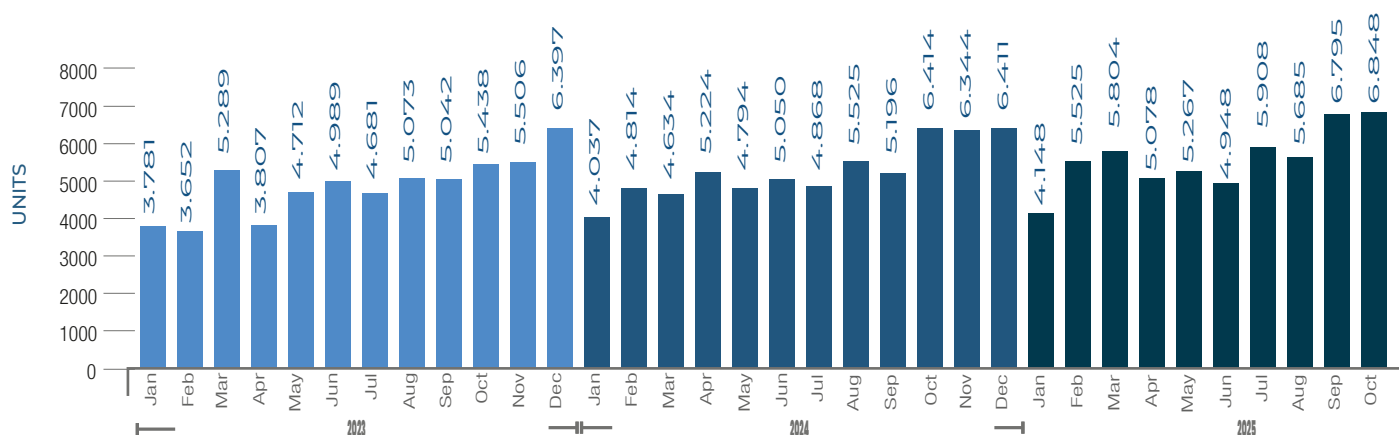
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

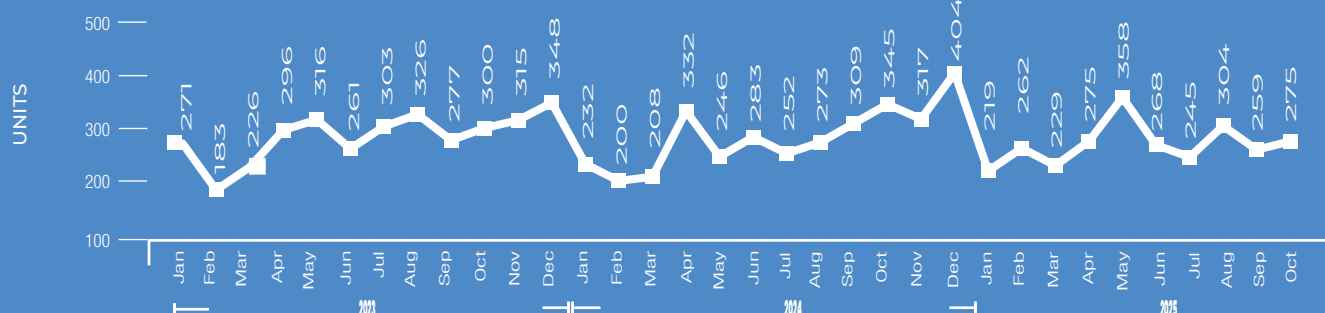
Brand	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	1.009	14,9%	777	10,9%	6.604	12,4%	7.972	13,6%
BYD	281	4,2%	730	10,2%	2.662	5,0%	6.272	10,7%
CHEVROLET	666	9,9%	868	12,2%	7.963	15,0%	5.759	9,8%
VOLKSWAGEN	663	9,8%	676	9,5%	4.723	8,9%	5.319	9,1%
RENAULT	565	8,4%	560	7,9%	4.095	7,7%	4.803	8,2%
SUZUKI	516	7,6%	560	7,9%	3.103	5,8%	3.660	6,2%
HYUNDAI	467	6,9%	358	5,0%	3.985	7,5%	3.645	6,2%
CITROËN	305	4,5%	145	2,0%	2.606	4,9%	1.871	3,2%
CHERY	87	1,3%	217	3,0%	836	1,6%	1.667	2,8%
PEUGEOT	263	3,9%	171	2,4%	2.482	4,7%	1.535	2,6%
OTHERS	1.937	28,7%	2.061	28,9%	14.177	26,6%	16.197	27,6%
TOTAL	6.759	100%	7.123	100%	53.236	100%	58.700	100%
LIGHT	6.414	94,9%	6.848	96,1%	50.556	95,0%	56.006	95,4%
HEAVY	345	5,1%	275	3,9%	2.680	5,0%	2.694	4,6%
TOTAL	6.759	100%	7.123	100%	53.236	100%	58.700	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



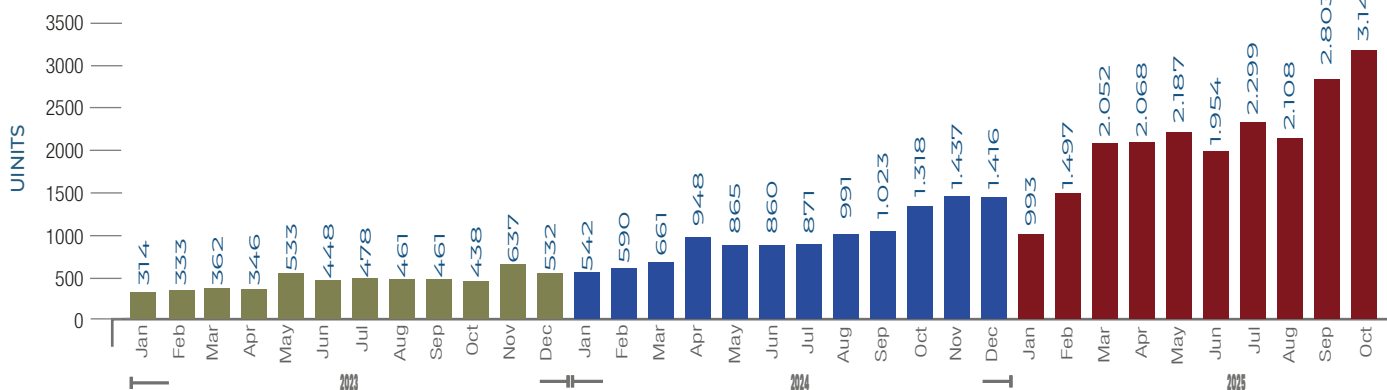
*Motorization index: vehicle sales per thousand people

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

	Sales by brand (October 2024)		Sales by brand (October 2025)		Accumulated sales by brand (January - October 2024)		Accumulated sales by brand (January - October 2025)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
JAC	509	27,8%	2.013	46,4%	3.719	27,3%	11.149	37,9%
TOYOTA	67	3,7%	1.101	25,4%	5.559	40,9%	10.319	35,0%
CHANGAN	298	16,3%	301	6,9%	1.260	9,3%	1.923	6,5%
FIAT	107	5,9%	140	3,2%	641	4,7%	1.140	3,9%
FORD MOTOR	109	6,0%	139	3,2%	799	5,9%	984	3,3%
MMC AUTOMOTRIZ	67	3,7%	159	3,7%	405	3,0%	957	3,3%
FOTON	51	2,8%	153	3,5%	564	4,1%	947	3,2%
KIA	15	0,8%	92	2,1%	96	0,7%	589	2,0%
FCA	51	2,8%	55	1,3%	328	2,4%	513	1,7%
RENAULT	0	0,0%	52	1,2%	0	0,0%	370	1,3%
OTHERS	554	30,3%	137	3,2%	228	1,7%	551	1,9%
TOTAL	1.828	100%	4.342	100%	13.599	100%	29.442	100%
PASSENGER	1.318	72,1%	3.144	72,4%	8.669	63,7%	21.105	71,7%
COMMERCIAL	510	27,9%	1.198	27,6%	4.930	36,3%	8.337	28,3%
TOTAL	1.828	100%	4.342	100%	13.599	100%	29.442	100%

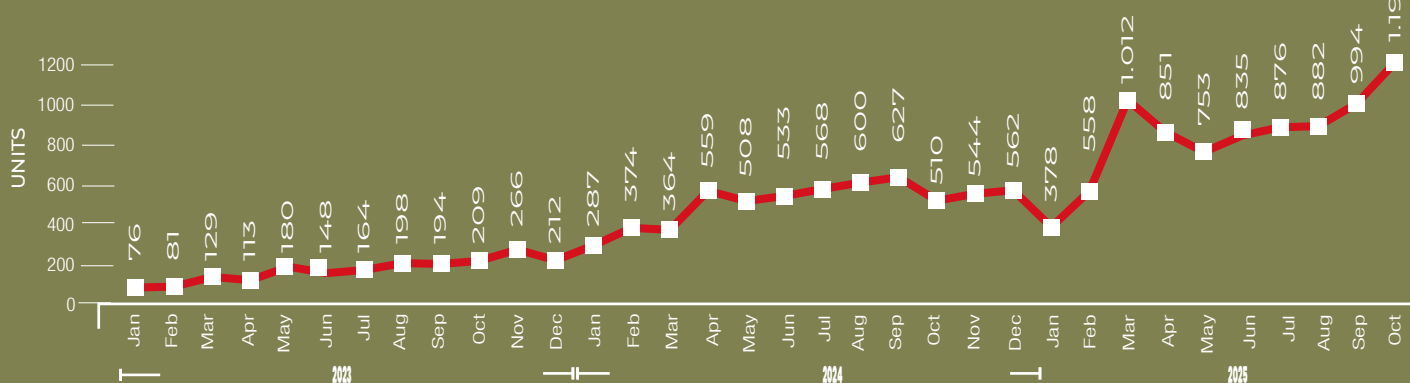
Note: In 2023 a methodological change was made to the information presented by Cavenéz. The information is divided into passenger and commercial segments.

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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