



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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Regional Market
by the end of November 2025

Distributed for



ALADDA
Asociación Latinoamericana de
Distribuidores de Automotores

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

Regional automotive market - Summary

In Nov 2025 in comparison with Nov 2024: decrease in **0,7%** in sales.

In November:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**139.6%**) and Ecuador (**46.3%**)
- Highest y-o-y decrease: Republica Dominicana (**32.2%**) and Brazil (**5.9%**)

Light Vehicles Sales:



- Highest y-o-y growth: Venezuela (**128.6%**), Ecuador (**46.4%**) and Paraguay (**39.1%**)
- Highest y-o-y decrease: Republica Dominicana (**31.7%**), Brazil (**5.8%**) y Argentina (**3.5%**)

Heavy Vehicles Sales:



- Highest y-o-y growth: Venezuela (**168.6%**), Ecuador (**45.8%**) and Peru (**37.5%**)
- Highest y-o-y decrease: Mexico (**43.2%**), Dominican Republic (**34.6%**) and Uruguay (**9.5%**)

Countries	November 2024	November 2025	Jan - nov 2024	Jan - nov 2025	% VAR	% VAR
					Nov 2025 -2024	Jan - nov 2025 -2024
Brasil	253.499	238.564	2.377.473	2.410.218	-5,9%	1,4%
Mexico	153.923	151.235	1.410.031	1.406.715	-1,7%	-0,2%
Argentina	36.220	34.905	392.450	580.130	-3,6%	47,8%
Chile	26.468	27.213	288.832	296.539	2,8%	2,7%
Colombia	21.848	23.825	175.861	224.260	9,0%	27,5%
Peru	14.471	19.193	155.526	191.280	32,6%	23,0%
Ecuador	8.072	11.810	99.565	112.550	46,3%	13,0%
Costa Rica*	6.726	7.572	70.764	67.465	12,6%	-4,7%
Uruguay	6.661	6.559	59.897	65.286	-1,5%	9,0%
Guatemala	5.528	5.962	53.280	57.884	7,9%	8,6%
Panama	3.839	4.255	49.999	54.854	10,8%	9,7%
Dominican Rep.	4.006	2.716	43.193	41.468	-32,2%	-4,0%
Paraguay	2.591	3.583	29.726	35.716	38,3%	20,2%
Venezuela	1.981	4.746	15.580	34.188	139,6%	119,4%

*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

	Countries	Imports			
		2021	2022	2023	2024
	Brasil	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
	Dominican Rep.	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)

Country	November 2024	November 2025	Jan - nov 2024	Jan - nov 2025	Ratio (population / light vehicle sales)
	253,5	238,6	2.377,5	2.410,2	2023: 94 2024: 85  x 
	153,9	151,2	1.410,0	1.406,7	2023: 96 2024: 88  x 
	36,2	34,9	392,5	580,1	2023: 111 2024: 122  x 
	26,5	27,2	288,8	296,5	2023: 64 2024: 66  x 
	21,8	23,8	175,9	224,3	2023: 338 2024: 276  x 
	14,5	19,2	155,5	191,3	2023: 210 2024: 226  x 
	8,1	11,8	99,6	112,6	2023: 150 2024: 183  x 
	6,7	7,6	70,8	67,5	2023: 100 2024: 75  x 
	6,7	6,6	59,9	65,3	2023: 61 2024: 57  x 
	5,5	6,0	53,3	57,9	2023: 388 2024: 378  x 
	3,8	4,3	50,0	54,9	2023: 94 2024: 86  x 
	2,6	3,6	29,7	35,7	2023: 257 2024: 248  x 
	4,0	2,7	43,2	41,5	2023: 284 2024: 281  x 
	2,0	4,7	15,6	34,2	2023: 4.967 2024: 2.296  x 

Country	*Light vehicle sales				**Heavy vehicle sales			
	Nov 2024	Nov 2025	Jan - nov 2024	Jan - nov 2025	Nov 2024	Nov 2025	Jan - nov 2024	Jan - nov 2025
	241,5	227,4	2.243,8	2.284,7	12,0	11,1	133,7	125,5
	148,9	148,4	1.357,2	1.370,2	5,1	2,9	52,8	36,5
	34,1	32,9	370,6	549,2	2,1	2,0	21,8	30,9
	25,4	25,8	277,6	284,4	1,1	1,4	11,2	12,2
	20,2	21,8	161,8	203,6	1,7	2,0	14,0	20,7
	12,8	16,8	138,9	168,9	1,7	2,4	16,7	22,4
	7,3	10,6	90,2	100,1	0,8	1,2	9,3	12,5
	6,2	7,0	65,0	61,0	0,5	0,6	5,8	6,4
	6,3	6,3	56,9	62,3	0,3	0,3	3,0	3,0
	4,6	4,8	43,2	45,5	0,9	1,1	10,1	12,4
	3,7	4,1	48,3	52,9	0,2	0,1	1,7	1,9
	2,4	3,4	28,2	33,7	0,2	0,2	1,5	2,0
	3,3	2,2	34,5	33,1	0,7	0,5	8,6	8,4
	1,4	3,3	10,1	24,4	0,5	1,5	5,5	9,8



ARGENTINA

Regional Automotive Market

2020

2021

2022

2023

2024

Vehicle sales
per thousand inhabitants*

7,5 8.572

8,4 10.632

8,8 13.620

9,5 13.823

8,7 12.814

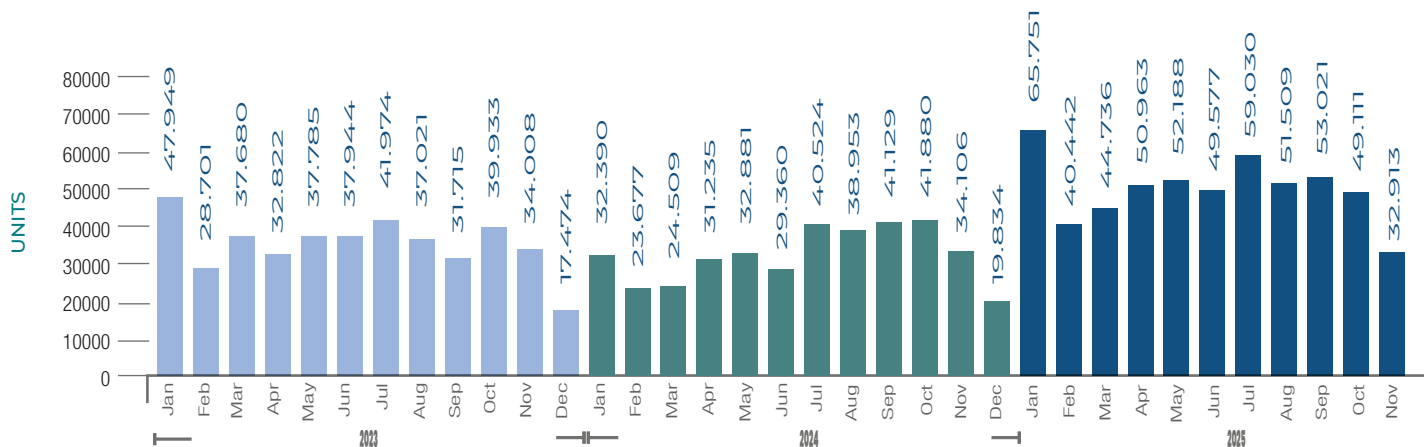
GDP per capita (USD)

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

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

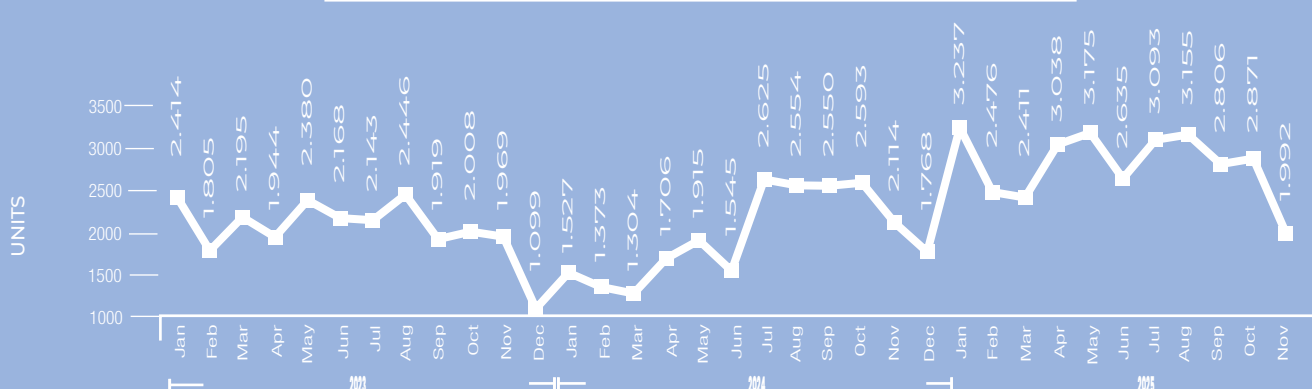
Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	7.283	20,1%	4.474	12,8%	80.224	20,4%	93.078	16,0%
VOLKSWAGEN	5.918	16,3%	5.174	14,8%	62.589	15,9%	91.735	15,8%
FIAT	4.012	11,1%	3.654	10,5%	45.710	11,6%	71.376	12,3%
RENAULT	3.060	8,4%	3.468	9,9%	33.132	8,4%	55.158	9,5%
PEUGEOT	3.512	9,7%	2.678	7,7%	35.610	9,1%	47.527	8,2%
FORD	3.129	8,6%	3.183	9,1%	33.800	8,6%	46.465	8,0%
CHEVROLET	2.022	5,6%	2.986	8,6%	22.056	5,6%	43.783	7,5%
CITROEN	1.230	3,4%	1.380	4,0%	13.844	3,5%	22.881	3,9%
JEEP	981	2,7%	1.206	3,5%	12.498	3,2%	21.162	3,6%
NISSAN	938	2,6%	639	1,8%	12.048	3,1%	14.582	2,5%
OTHERS	4.135	11,4%	6.063	17,4%	40.939	10,4%	72.383	12,5%
TOTAL	36.220	100%	34.905	100%	392.450	100%	580.130	100%
LIGHT	34.106	94,2%	32.913	94,3%	370.644	94,4%	549.241	94,7%
HEAVY	2.114	5,8%	1.992	5,7%	21.806	5,6%	30.889	5,3%
TOTAL	36.220	100%	34.905	100%	392.450	100%	580.130	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

2020

2021

2022

2023

2024

Vehicle sales
per thousand inhabitants*

9,7 6.823

10,5 8.166

10,4 9.455

11,3 10.268

12,4 10.296

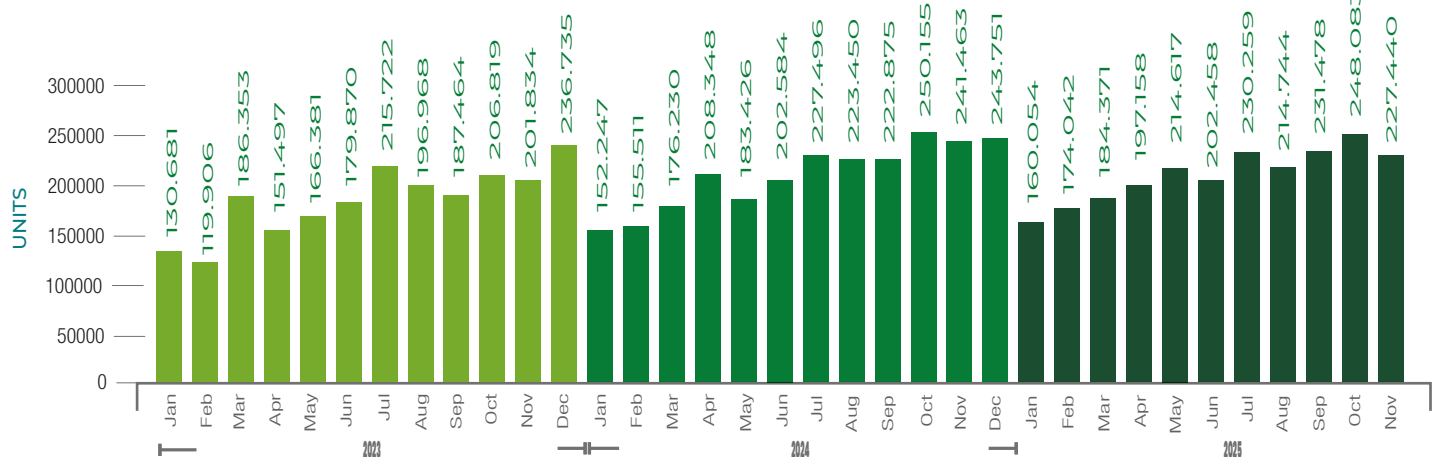
GDP per capita (USD)

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

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

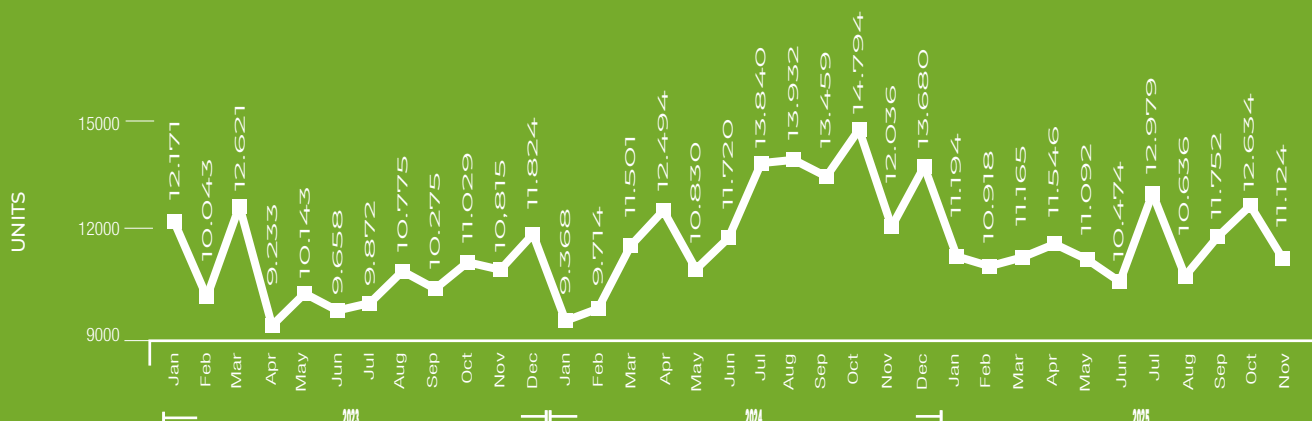
Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	48.946	19,3%	45.100	18,9%	471.110	19,8%	480.156	19,9%
VOLKSWAGEN	41.291	16,3%	43.935	18,4%	360.088	15,1%	423.552	17,6%
GENERAL MOTORS	30.261	11,9%	27.528	11,5%	282.567	11,9%	246.524	10,2%
HYUNDAI	25.389	10,0%	19.968	8,4%	186.095	7,8%	182.983	7,6%
TOYOTA	17.018	6,7%	8.078	3,4%	187.853	7,9%	158.904	6,6%
RENAULT	15.828	6,2%	13.658	5,7%	121.188	5,1%	118.558	4,9%
JEEP	11.047	4,4%	11.964	5,0%	111.025	4,7%	110.776	4,6%
HONDA	8.754	3,5%	8.975	3,8%	82.432	3,5%	92.641	3,8%
NISSAN	5.899	2,3%	6.516	2,7%	80.670	3,4%	70.378	2,9%
CHERY	5.334	2,1%	7.052	3,0%	55.735	2,3%	64.230	2,7%
OTHERS	43.732	17,3%	45.790	19,2%	438.710	18,5%	461.516	19,1%
TOTAL	253.499	100%	238.564	100%	2.377.473	100%	2.410.218	100%
LIGHT	241.463	95,3%	227.440	95,3%	2.243.785	94,4%	2.284.704	94,8%
HEAVY	12.036	4,7%	11.124	4,7%	133.688	5,6%	125.514	5,2%
TOTAL	253.499	100%	238.564	100%	2.377.473	100%	2.410.218	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

Vehicle sales
per thousand inhabitants*

14,0

12.993

22,1

16.092

22,5

15.166

16,5

16.815

15,9

16.365

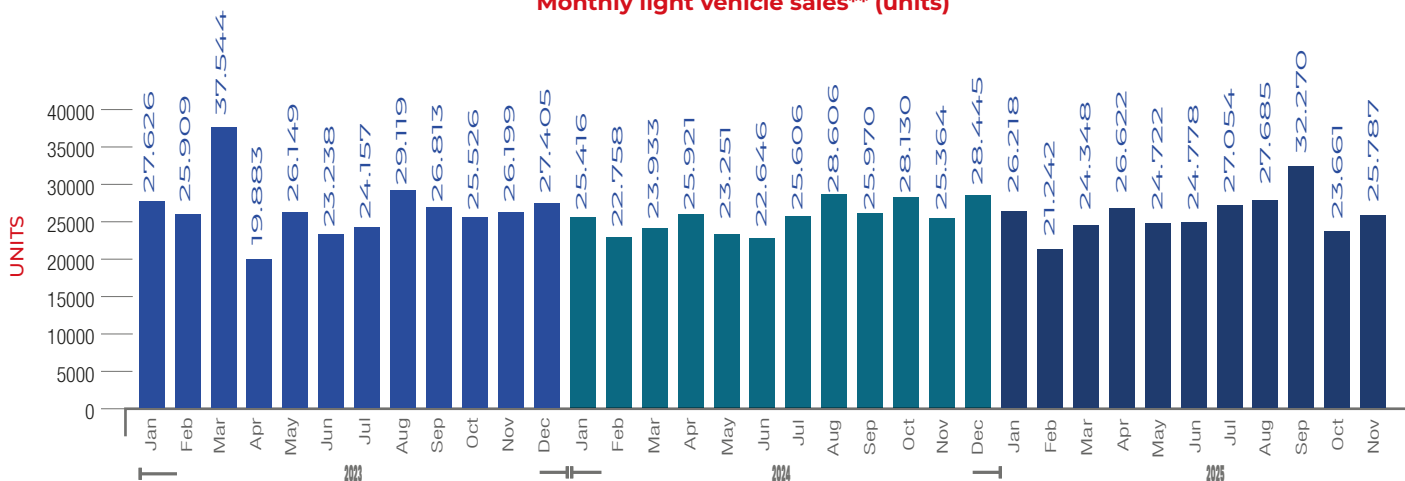
GDP per capita (USD)

* 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, commercial cars and SUV
Heavy: Trucks and buses

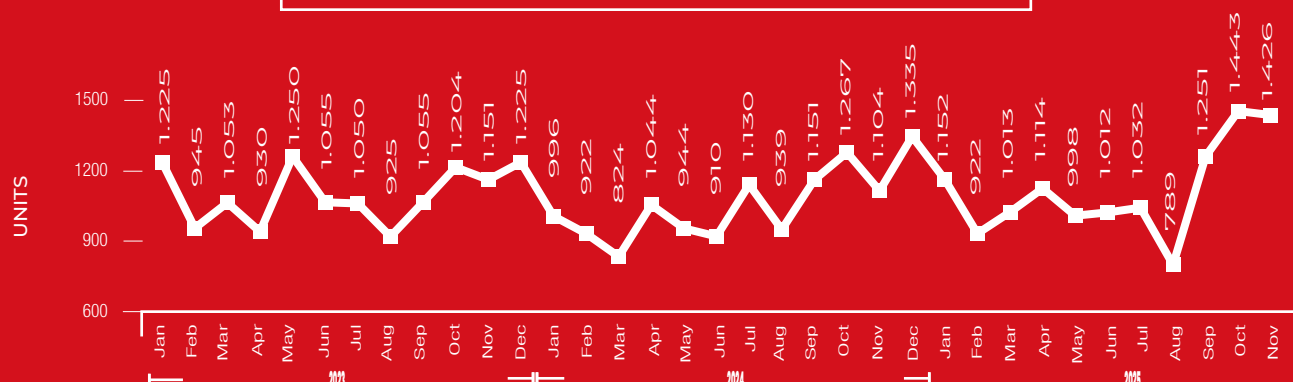
Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.090	7,9%	1.936	7,1%	21.525	7,5%	22.505	7,6%
SUZUKI	1.580	6,0%	1.437	5,3%	17.996	6,2%	20.074	6,8%
HYUNDAI	1.959	7,4%	1.836	6,7%	19.387	6,7%	19.677	6,6%
CHEVROLET	1.806	6,8%	1.713	6,3%	20.087	7,0%	17.899	6,0%
KIA	1.520	5,7%	1.852	6,8%	17.328	6,0%	17.341	5,8%
PEUGEOT	1.432	5,4%	1.247	4,6%	15.452	5,3%	14.333	4,8%
FORD	1.376	5,2%	1.422	5,2%	13.718	4,7%	14.244	4,8%
GREAT WALL	1.039	3,9%	1.278	4,7%	8.220	2,8%	12.272	4,1%
CHANGAN	870	3,3%	1.087	4,0%	9.079	3,1%	11.308	3,8%
MITSUBISHI	1.027	3,9%	821	3,0%	10.857	3,8%	11.305	3,8%
OTHERS	11.769	44,5%	12.584	46,2%	135.183	46,8%	135.581	45,7%
TOTAL	26.468	100%	27.213	100%	288.832	100%	296.539	100%
LIGHT	25.364	95,8%	25.787	94,8%	277.601	96,1%	284.387	95,9%
HEAVY	1.104	4,2%	1.426	5,2%	11.231	3,9%	12.152	4,1%
TOTAL	26.468	100%	27.213	100%	288.832	100%	296.539	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

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

3,7 5.391

4,9 6.239

5,1 6.658

3,6 6.963

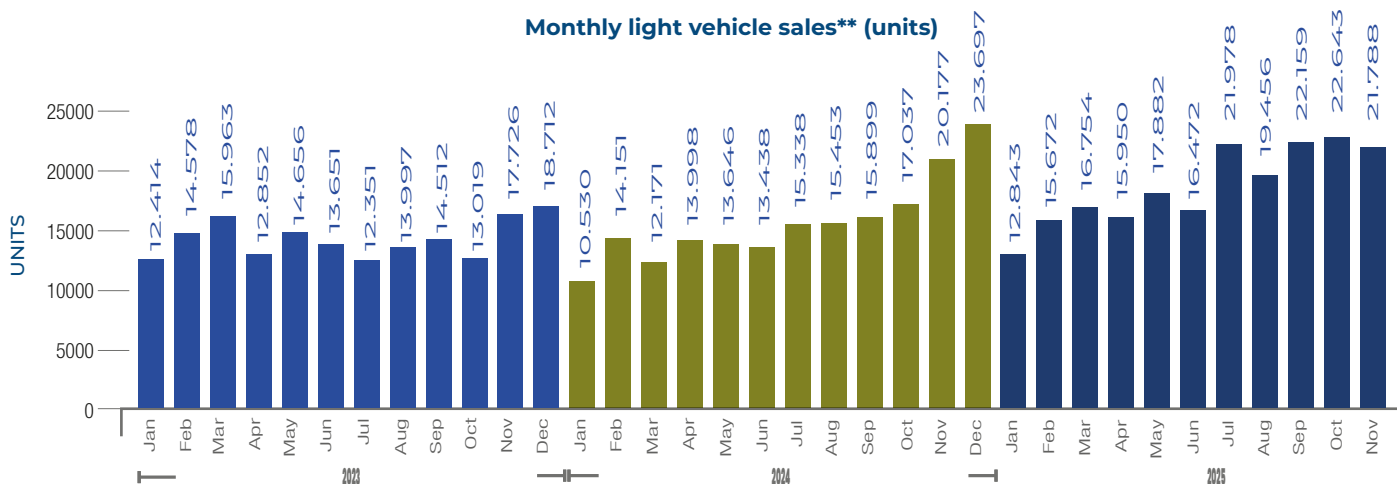
3,8 7.917

* 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.

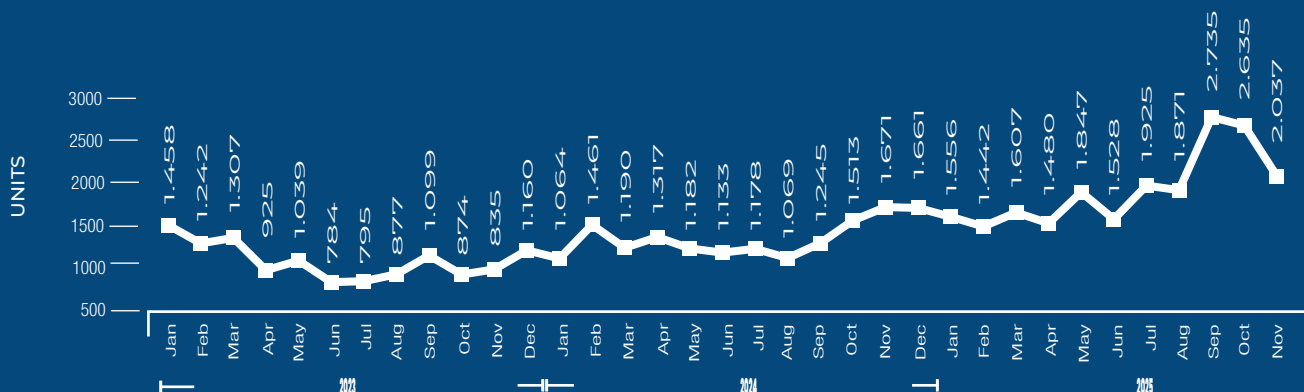
Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance
Heavy: Trucks <10,5 t, trucks >10,5 t, tractor trucks, dump trucks and buses

Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	2.768	12,7%	3.549	14,9%	21.212	12,1%	30.159	13,4%
RENAULT	3.091	14,1%	3.589	15,1%	22.319	12,7%	29.898	13,3%
TOYOTA	2.318	10,6%	1.216	5,1%	24.292	13,8%	22.054	9,8%
MAZDA	1.970	9,0%	1.985	8,3%	15.856	9,0%	19.109	8,5%
CHEVROLET	1.960	9,0%	2.051	8,6%	17.477	9,9%	18.889	8,4%
SUZUKI	957	4,4%	1.351	5,7%	9.532	5,4%	12.249	5,5%
NISSAN	1.230	5,6%	1.339	5,6%	10.558	6,0%	12.091	5,4%
HYUNDAI	1.035	4,7%	1.193	5,0%	5.978	3,4%	10.396	4,6%
VOLKSWAGEN	880	4,0%	1.013	4,3%	7.196	4,1%	9.369	4,2%
BYD	887	4,1%	999	4,2%	3.505	2,0%	9.082	4,0%
OTHERS	4.752	21,8%	5.540	23,3%	37.936	21,6%	50.964	22,7%
TOTAL	21.848	100%	23.825	100%	175.861	100%	224.260	100%
LIGHT	20.177	92,4%	21.788	91,5%	161.838	92,0%	203.597	90,8%
HEAVY	1.671	7,6%	2.037	8,5%	14.023	8,0%	20.663	9,2%
TOTAL	21.848	100%	23.825	100%	175.861	100%	224.260	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

● Vehicle imports
per thousand inhabitants*

4,7 12.164

6,2 12.539

7,7 13.239

10,9 16.390

14,4 17.860

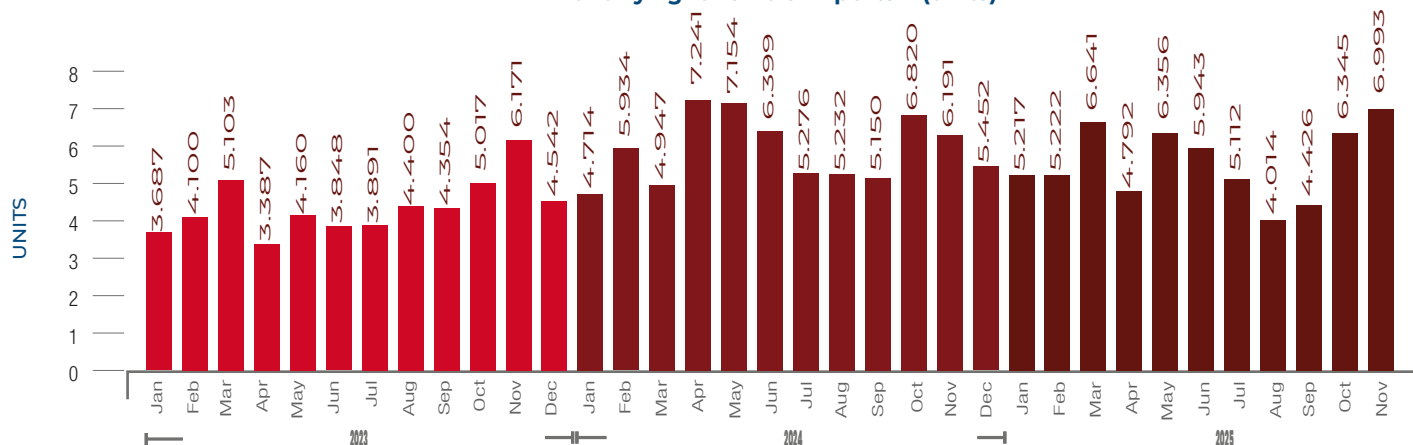
● GDP per capita (USD)

* 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 data

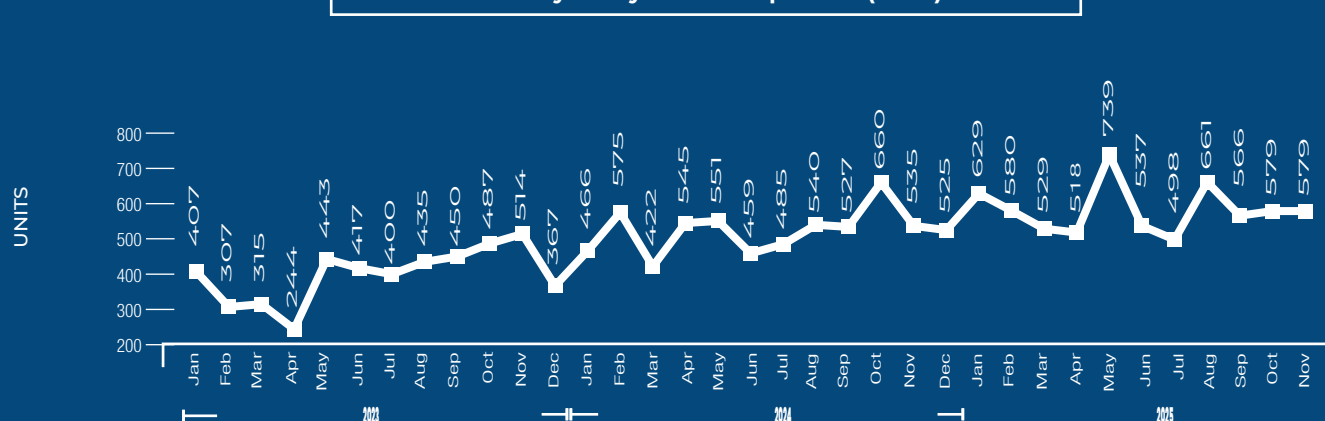
Brand	Imports by brand (November 2024)		Imports by brand (November 2025)		Accumulated imports by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.278	19,0%	1.390	18,4%	14.024	19,8%	12.516	18,6%
NISSAN	629	9,4%	327	4,3%	6.314	8,9%	6.118	9,1%
SUZUKI	371	5,5%	959	12,7%	6.121	8,6%	5.633	8,3%
GEELY	379	5,6%	542	7,2%	3.866	5,5%	4.118	6,1%
BYD	416	6,2%	565	7,5%	2.838	4,0%	3.920	5,8%
HYUNDAI	769	11,4%	799	10,6%	4.711	6,7%	3.817	5,7%
MITSUBISHI	531	7,9%	317	4,2%	3.066	4,3%	3.599	5,3%
KIA	205	3,0%	275	3,6%	1.769	2,5%	2.317	3,4%
CHERY	201	3,0%	252	3,3%	3.300	4,7%	2.298	3,4%
ISUZU	221	3,3%	199	2,6%	2.297	3,2%	1.995	3,0%
OTHERS	1.726	25,7%	1.947	25,7%	22.458	31,7%	21.134	31,3%
TOTAL	6.726	100%	7.572	100%	70.764	100%	67.465	100%
LIGHT	6.191	92,0%	6.993	92,4%	65.007	91,9%	61.048	90,5%
HEAVY	535	8,0%	579	7,6%	5.757	8,1%	6.417	9,5%
TOTAL	6.726	100%	7.572	100%	70.764	100%	67.465	100%

Monthly light vehicle imports** (units)



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

Monthly heavy vehicle imports*** (units)



*** Heavy vehicles: trucks and buses

Source: AVEMA - FMI



ECUADOR

Regional Automotive Market

2020

2021

2022

2023

2024

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

4,9 5.643

6,5 5.979

7,5 6.389

7,3 6.663

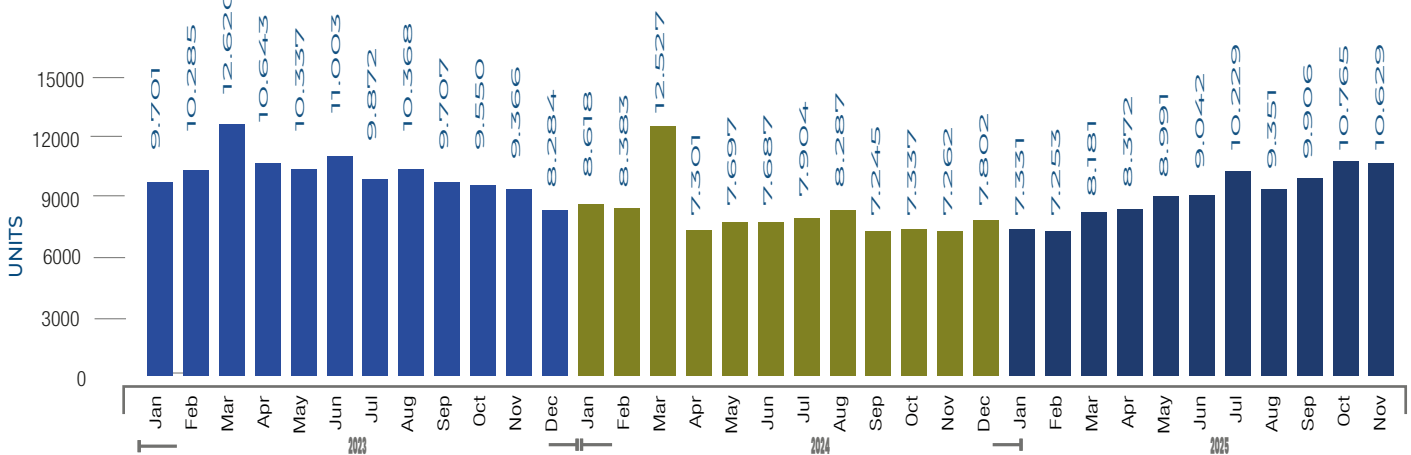
6,0 6.758

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

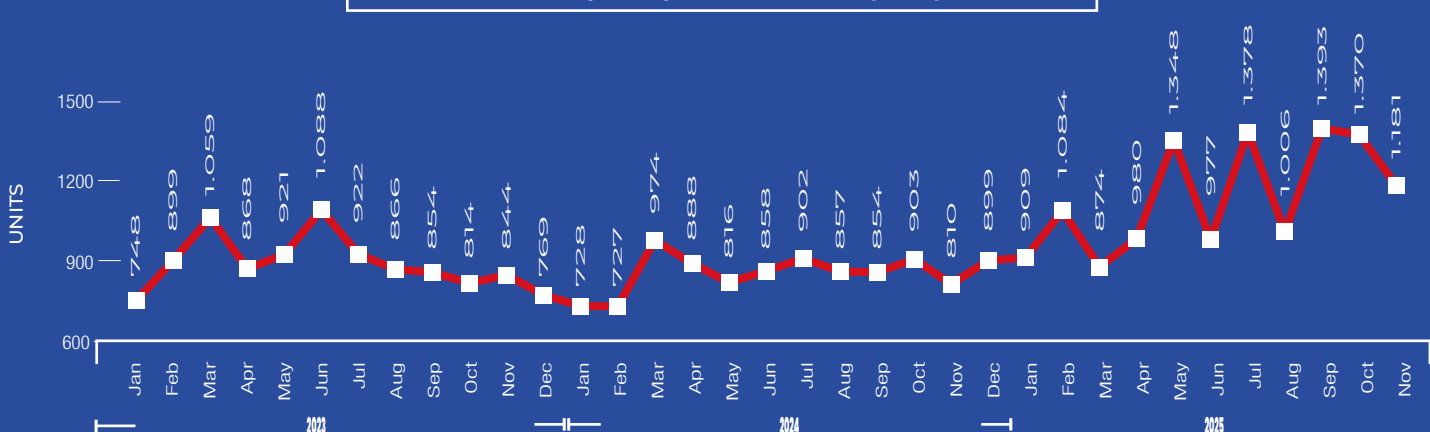
Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.331	16,5%	1.841	15,6%	15.473	15,5%	17.752	15,8%
CHEVROLET	1.401	17,4%	1.323	11,2%	18.538	18,6%	14.517	12,9%
HYUNDAI	379	4,7%	801	6,8%	4.857	4,9%	7.028	6,2%
GWM	306	3,8%	738	6,2%	2.949	3,0%	5.657	5,0%
TOYOTA	536	6,6%	443	3,8%	6.155	6,2%	5.557	4,9%
CHERY	316	3,9%	566	4,8%	4.395	4,4%	5.155	4,6%
RENAULT	316	3,9%	505	4,3%	3.405	3,4%	4.383	3,9%
SUZUKI	344	4,3%	328	2,8%	3.861	3,9%	4.299	3,8%
JAC	226	2,8%	416	3,5%	2.691	2,7%	3.546	3,2%
DONGFENG	150	1,9%	318	2,7%	1.994	2,0%	3.170	2,8%
OTHERS	2.767	34,3%	4.531	38,4%	35.247	35,4%	41.486	36,9%
TOTAL	8.072	100%	11.810	100%	99.565	100%	112.550	100%
LIGHT	7.262	90,0%	10.629	90,0%	90.248	90,6%	100.050	88,9%
HEAVY	810	10,0%	1.181	10,0%	9.317	9,4%	12.500	11,1%
TOTAL	8.072	100%	11.810	100%	99.565	100%	112.550	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

Vehicle sales per thousand inhabitants*

2,6 5.509

3,1 5.933

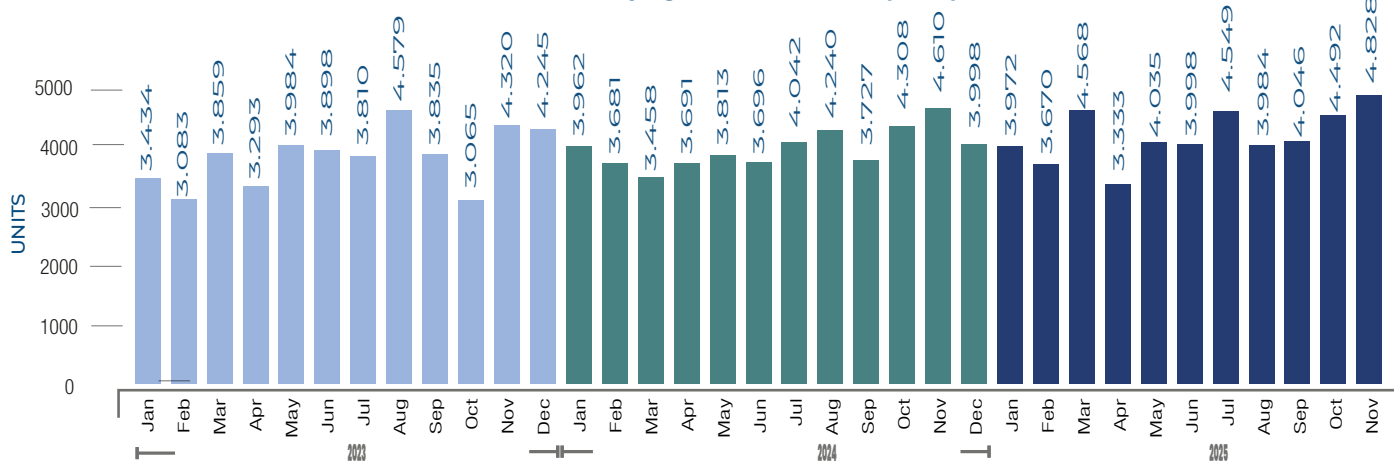
3,3 6.037

GDP per capita (USD)

* 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.

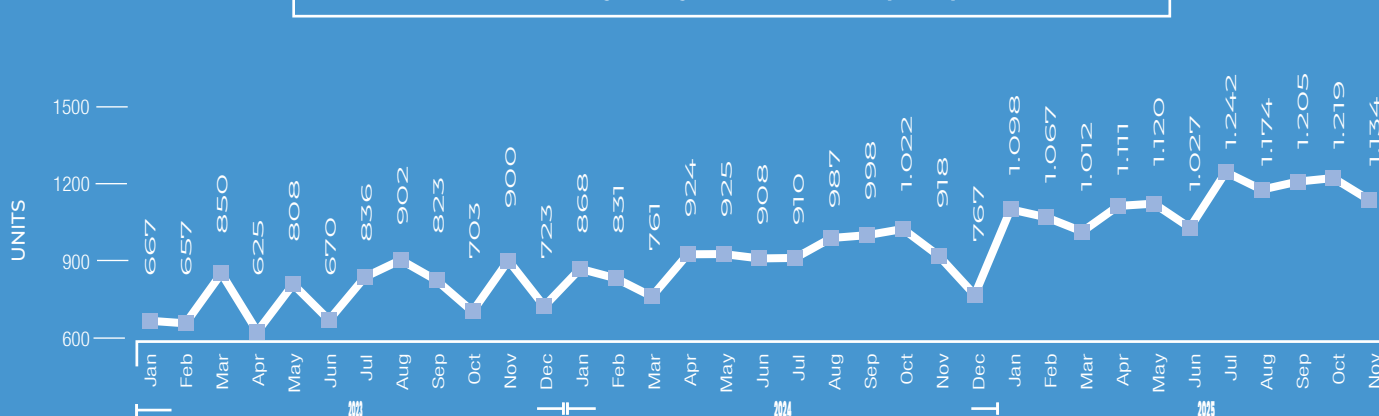
Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.690	30,6%	1.937	32,5%	15.267	28,7%	15.626	27,0%
ISUZU	396	7,2%	552	9,3%	4.145	7,8%	5.253	9,1%
KIA	331	6,0%	280	4,7%	3.592	6,7%	3.630	6,3%
MITSUBISHI	353	6,4%	327	5,5%	3.506	6,6%	3.466	6,0%
JAC	305	5,5%	390	6,5%	2.885	5,4%	3.345	5,8%
CHANGAN	198	3,6%	229	3,8%	2.547	4,8%	2.744	4,7%
SUZUKI	253	4,6%	243	4,1%	2.283	4,3%	2.629	4,5%
HINO	212	3,8%	249	4,2%	2.317	4,3%	2.617	4,5%
FOTON	119	2,2%	220	3,7%	1.509	2,8%	2.126	3,7%
VOLKSWAGEN	238	4,3%	169	2,8%	1.921	3,6%	1.971	3,4%
OTRAS	1.433	25,9%	1.366	22,9%	13.308	25,0%	14.477	25,0%
TOTAL	5.528	100%	5.962	100%	53.280	100%	57.884	100%
LIGHT	4.610	83,4%	4.828	81,0%	43.228	81,1%	45.475	78,6%
HEAVY	918	16,6%	1.134	19,0%	10.052	18,9%	12.409	21,4%
TOTAL	5.528	100%	5.962	100%	53.280	100%	57.884	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

Vehicle sales
per thousand inhabitants*

GDP per capita (USD)

2020

7,6 8.404

2021

8,1 10.177

2022

8,7 11.266

2023

10,8 13.641

2024

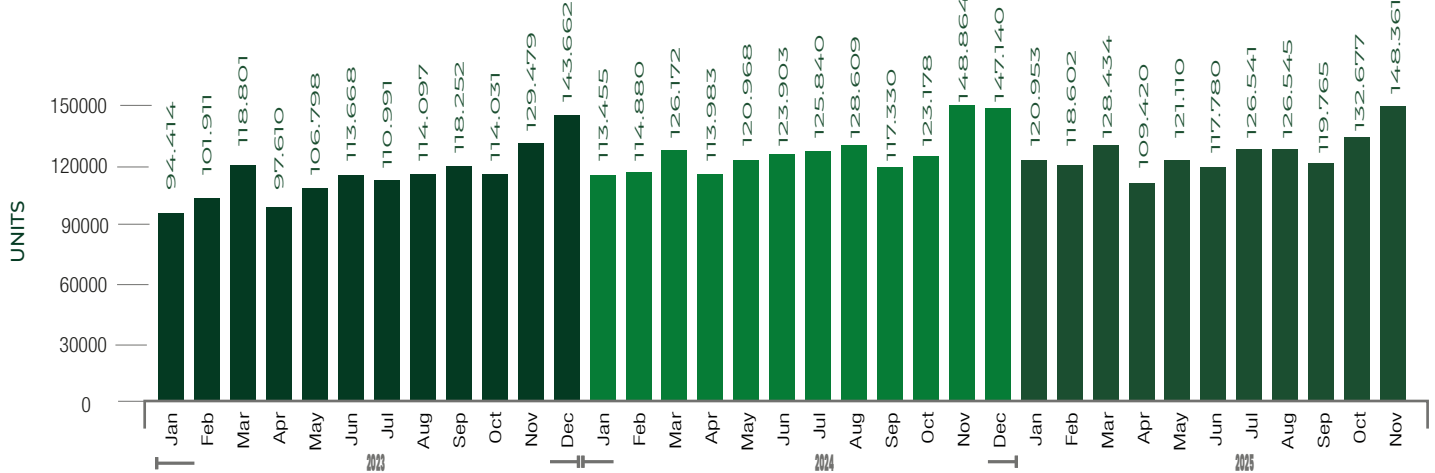
11,8 13.971

* 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, SUV, minivans and pick up
Heavy: Cargo and passenger vehicles

Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	25.893	16,8%	26.041	17,2%	229.883	16,3%	245.182	17,4%
CHEVROLET	17.044	11,1%	16.260	10,8%	174.165	12,4%	163.465	11,6%
VOLKSWAGEN	14.394	9,4%	13.757	9,1%	126.569	9,0%	125.635	8,9%
TOYOTA	11.935	7,8%	11.418	7,5%	111.362	7,9%	113.774	8,1%
KIA	10.001	6,5%	10.202	6,7%	94.883	6,7%	100.779	7,2%
MAZDA	13.684	8,9%	13.810	9,1%	91.120	6,5%	98.161	7,0%
HYUNDAI	5.157	3,4%	5.804	3,8%	47.927	3,4%	48.845	3,5%
FORD MOTOR	4.519	2,9%	4.894	3,2%	46.938	3,3%	48.607	3,5%
MG MOTOR	6.829	4,4%	3.804	2,5%	51.244	3,6%	43.708	3,1%
HONDA	4.502	2,9%	4.553	3,0%	38.418	2,7%	36.676	2,6%
OTRAS	39.965	26,0%	40.692	26,9%	397.522	28,2%	381.883	27,1%
TOTAL	153.923	100%	151.235	100%	1.410.031	100%	1.406.715	100%
LIGHT	148.864	96,7%	148.361	98,1%	1.357.182	96,3%	1.370.188	97,4%
HEAVY	5.059	3,3%	2.874	1,9%	52.849	3,7%	36.527	2,6%
TOTAL	153.923	100%	151.235	100%	1.410.031	100%	1.406.715	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

**Vehicle sales
per thousand inhabitants***

9,6 17.409

11,0 18.726

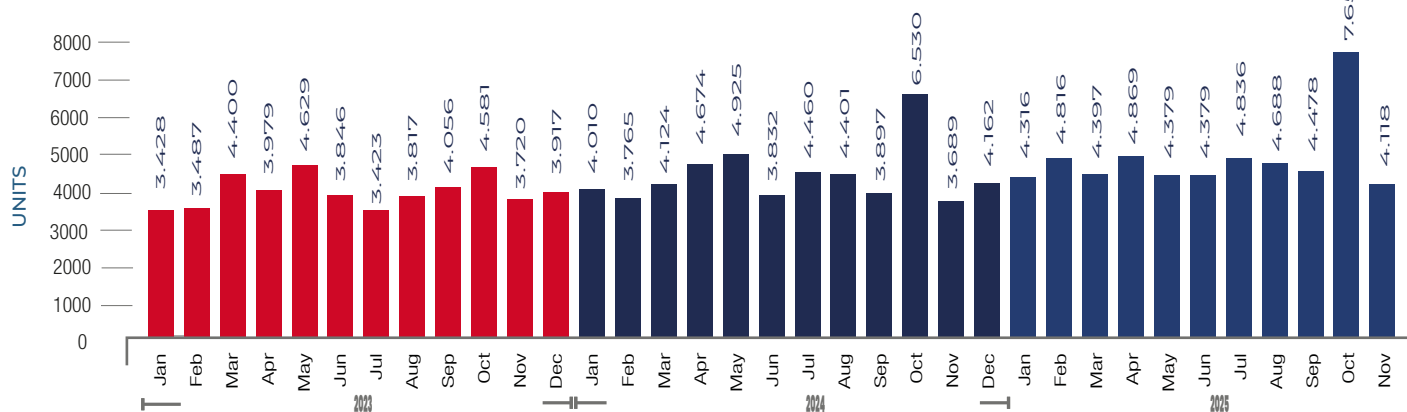
12,1 19.445

GDP per capita (USD)

* 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.

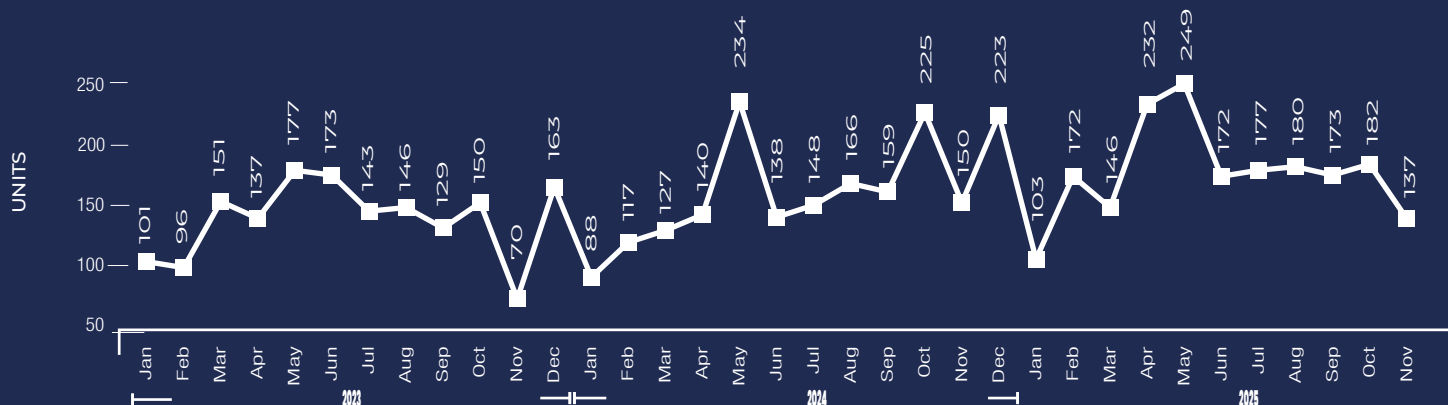
		Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share	
TOYOTA	658	17,1%	730	17,2%	10.298	20,6%	10.458	19,1%	
KIA	489	12,7%	480	11,3%	6.927	13,9%	6.981	12,7%	
HYUNDAI	511	13,3%	328	7,7%	6.482	13,0%	6.422	11,7%	
SUZUKI	187	4,9%	190	4,5%	2.503	5,0%	2.864	5,2%	
GEELY	167	4,4%	270	6,3%	2.142	4,3%	2.858	5,2%	
NISSAN	132	3,4%	195	4,6%	2.224	4,4%	2.003	3,7%	
MITSUBISHI	164	4,3%	194	4,6%	2.046	4,1%	1.988	3,6%	
JETOUR	92	2,4%	145	3,4%	1.167	2,3%	1.867	3,4%	
CHANGAN	130	3,4%	186	4,4%	1.626	3,3%	1.640	3,0%	
ISUZU	145	3,8%	113	2,7%	1.420	2,8%	1.568	2,9%	
OTRAS	1.164	30,3%	1.424	33,5%	13.164	26,3%	16.205	29,5%	
TOTAL	3.839	100%	4.255	100%	49.999	100%	54.854	100%	
LIGHT	3.689	96,1%	4.118	96,8%	48.307	96,6%	52.931	96,5%	
HEAVY	150	3,9%	137	3,2%	1.692	3,4%	1.923	3,5%	
TOTAL	3.839	100%	4.255	100%	49.999	100%	54.854	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

● Vehicle sales
per thousand inhabitants*

3,5 4.918

4,3 5.433

4,4 5.598

4,1 5.685

4,3 5.869

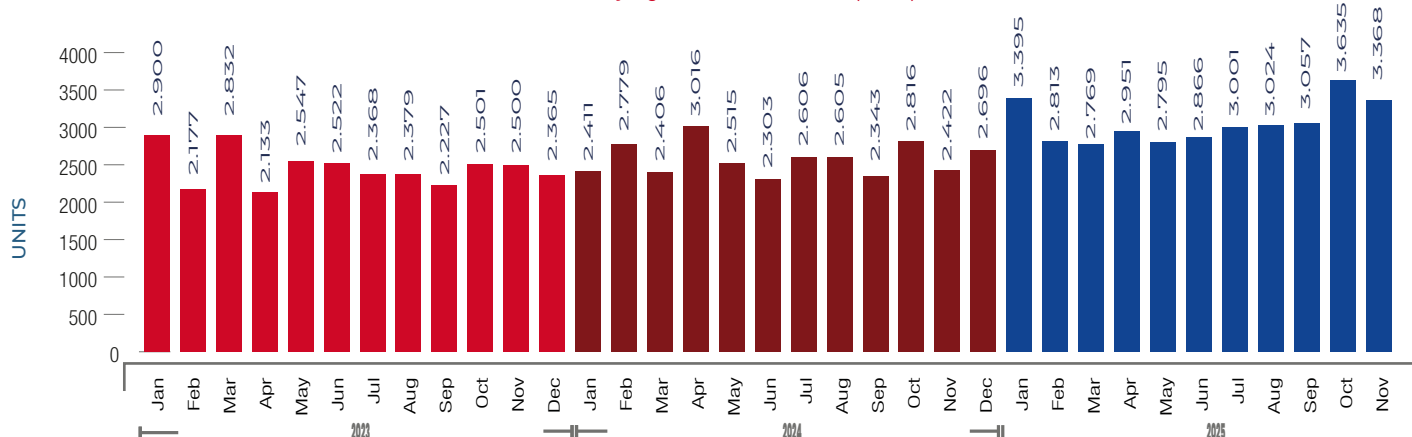
● GDP per capita (USD)

* 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, minibus and SUV
Heavy: Trucks and omnibus

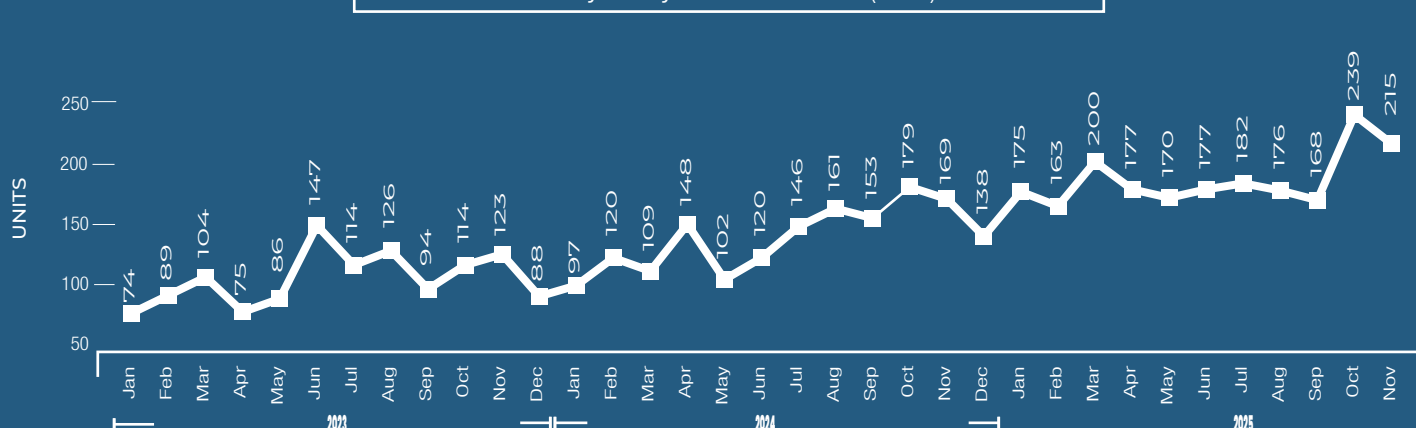
Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	366	14,1%	429	12,0%	4.725	15,9%	5.327	14,9%
TOYOTA	379	14,6%	482	13,5%	4.356	14,7%	4.693	13,1%
HYUNDAI	288	11,1%	374	10,4%	3.389	11,4%	3.911	11,0%
CHEVROLET	301	11,6%	325	9,1%	3.638	12,2%	3.680	10,3%
FIAT	92	3,6%	220	6,1%	1.133	3,8%	2.043	5,7%
VOLKSWAGEN	173	6,7%	215	6,0%	1.740	5,9%	1.984	5,6%
NISSAN	145	5,6%	215	6,0%	1.690	5,7%	1.740	4,9%
SUZUKI	36	1,4%	123	3,4%	177	0,6%	1.389	3,9%
GEELY	77	3,0%	101	2,8%	879	3,0%	1.142	3,2%
ISUZU	47	1,8%	82	2,3%	492	1,7%	690	1,9%
OTRAS	687	26,5%	1.017	28,4%	7.507	25,3%	9.117	25,5%
TOTAL	2.591	100%	3.583	100%	29.726	100%	35.716	100%
LIGHT	2.422	93,5%	3.368	94,0%	28.222	94,9%	33.670	94,3%
HEAVY	169	6,5%	215	6,0%	1.504	5,1%	2.046	5,7%
TOTAL	2.591	100%	3.583	100%	29.726	100%	35.716	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

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

2020

3,7 6.134

2021

5,2 6.677

2022

5,2 7.159

2023

5,3 7.913

2024

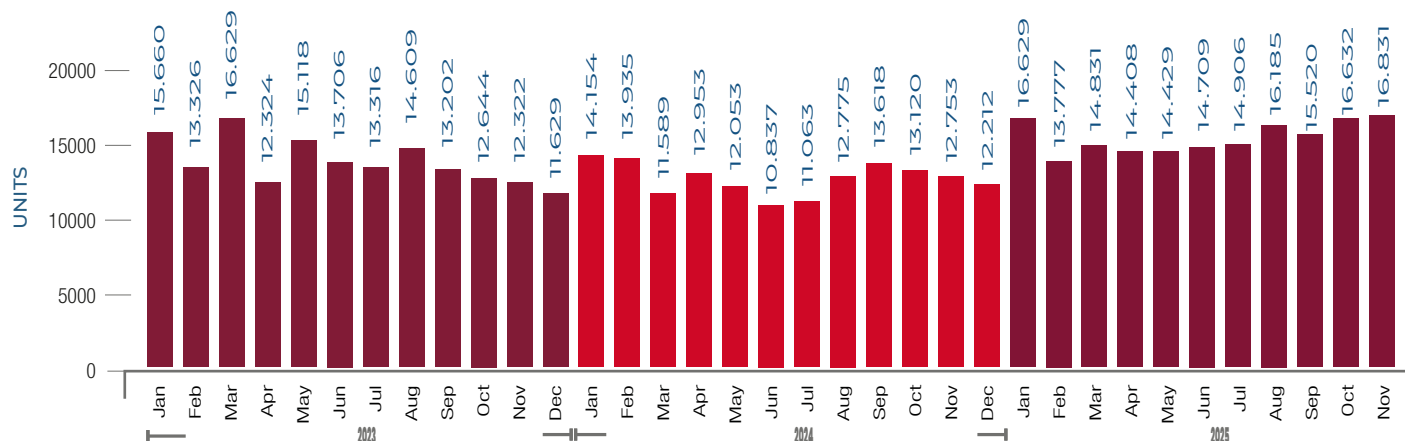
5,0 8.316

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

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

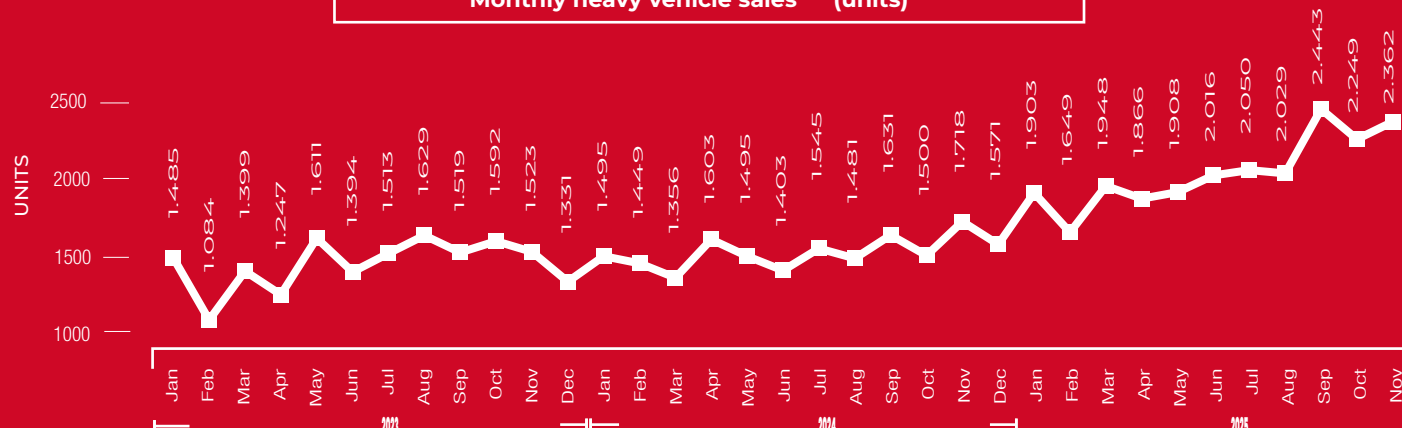
Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.846	19,7%	3.054	15,9%	29.675	19,1%	34.702	18,1%
HYUNDAI	1.208	8,3%	1.688	8,8%	13.649	8,8%	15.933	8,3%
KIA	1.201	8,3%	1.466	7,6%	12.718	8,2%	15.787	8,3%
CHANGAN	760	5,3%	1.288	6,7%	7.646	4,9%	10.874	5,7%
CHEVROLET	645	4,5%	921	4,8%	8.052	5,2%	8.458	4,4%
JAC	503	3,5%	856	4,5%	5.190	3,3%	7.581	4,0%
DFSK	601	4,2%	704	3,7%	6.269	4,0%	6.705	3,5%
FORD	486	3,4%	732	3,8%	4.241	2,7%	6.581	3,4%
JETOUR	347	2,4%	630	3,3%	3.327	2,1%	6.020	3,1%
GEELY	193	1,3%	587	3,1%	2.725	1,8%	5.513	2,9%
OTRAS	5.681	39,3%	7.267	37,9%	62.034	39,9%	73.126	38,2%
TOTAL	14.471	100%	19.193	100%	155.526	100%	191.280	100%
LIGHT	12.753	88,1%	16.831	87,7%	138.850	89,3%	168.857	88,3%
HEAVY	1.718	11,9%	2.362	12,3%	16.676	10,7%	22.423	11,7%
TOTAL	14.471	100%	19.193	100%	155.526	100%	191.280	100%

Monthly light vehicle sales** (units)

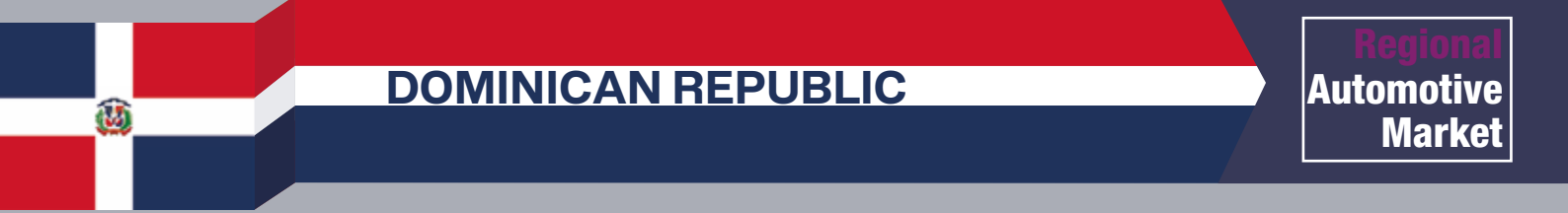


**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)

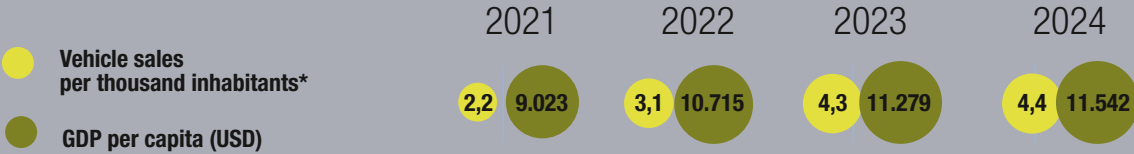


*** Heavy vehicles: trucks and buses



DOMINICAN REPUBLIC

Regional Automotive Market

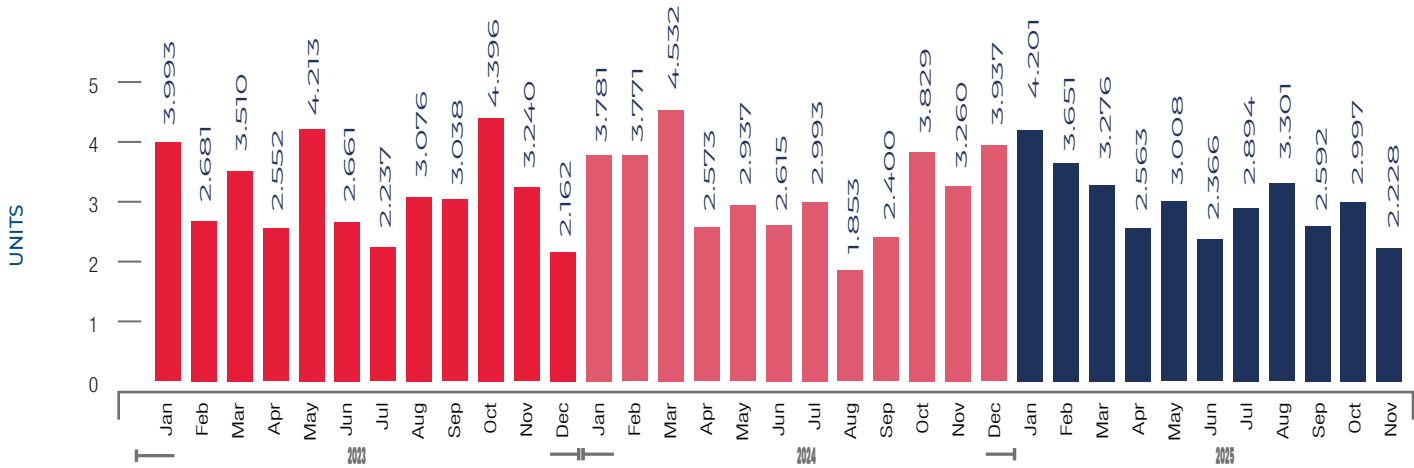


* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

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

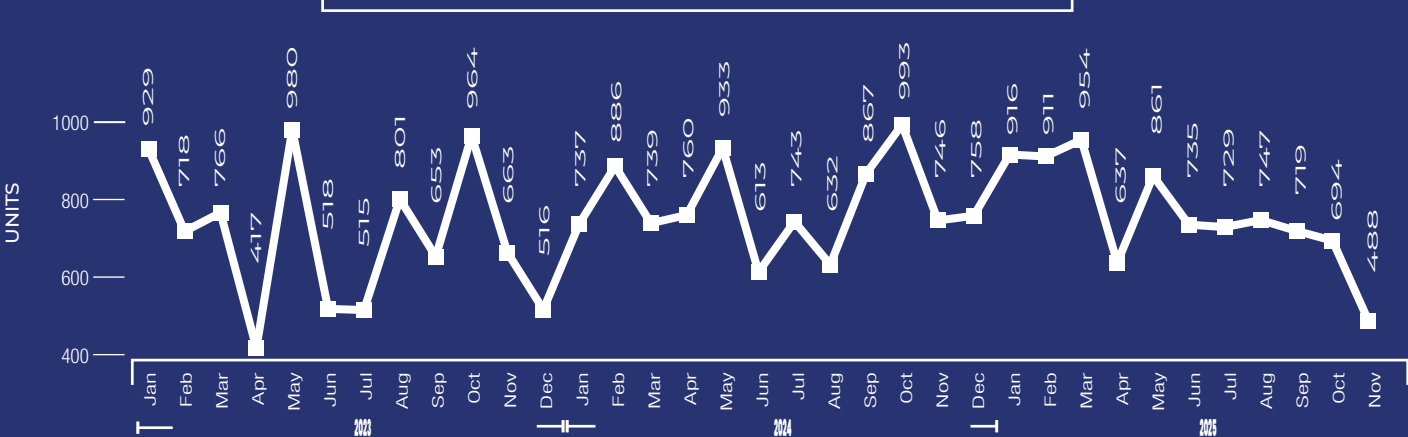
Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	402	10,0%	118	4,3%	6.532	15,1%	5.994	14,5%
KIA	664	16,6%	301	11,1%	6.390	14,8%	5.761	13,9%
HYUNDAI	316	7,9%	175	6,4%	3.899	9,0%	3.712	9,0%
ISUZU	273	6,8%	283	10,4%	2.731	6,3%	3.544	8,5%
SUZUKI	279	7,0%	250	9,2%	1.908	4,4%	2.048	4,9%
CHEVROLET	226	5,6%	91	3,4%	2.405	5,6%	1.643	4,0%
NISSAN	296	7,4%	147	5,4%	2.389	5,5%	1.460	3,5%
CHANGAN	103	2,6%	185	6,8%	1.474	3,4%	1.450	3,5%
GEELY	114	2,8%	68	2,5%	817	1,9%	1.390	3,4%
mitsubishi fuso	83	2,1%	68	2,5%	1.079	2,5%	1.097	2,6%
OTRAS	1.250	31,2%	1.030	37,9%	13.569	31,4%	13.369	32,2%
TOTAL	4.006	100%	2.716	100%	43.193	100%	41.468	100%
LIVIANOS	3.260	81,4%	2.228	82,0%	34.544	80,0%	33.077	79,8%
PESADOS	746	18,6%	488	18,0%	8.649	20,0%	8.391	20,2%
TOTAL	4.006	100%	2.716	100%	43.193	100%	41.468	100%

Monthly light vehicle sales** (units)



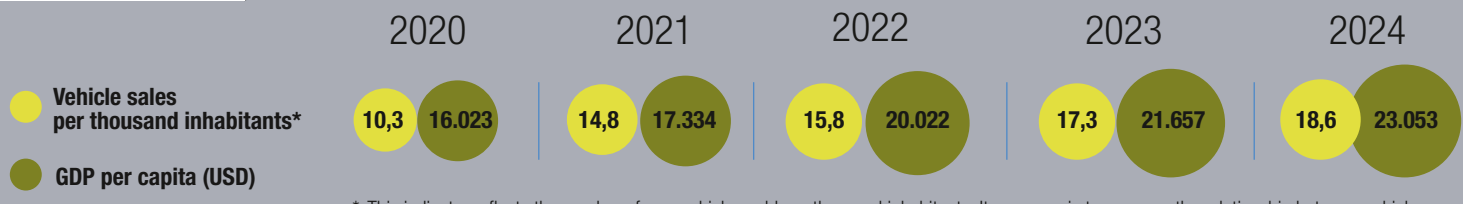
**Light vehicles: SUV, passenger cars, Pick up, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

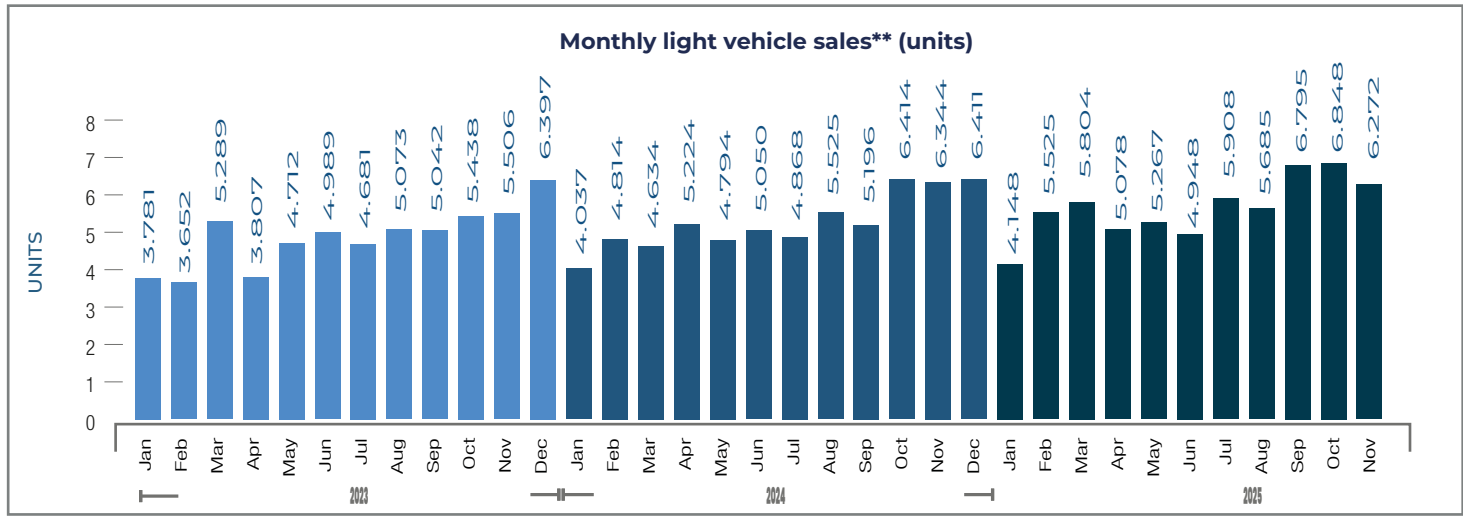




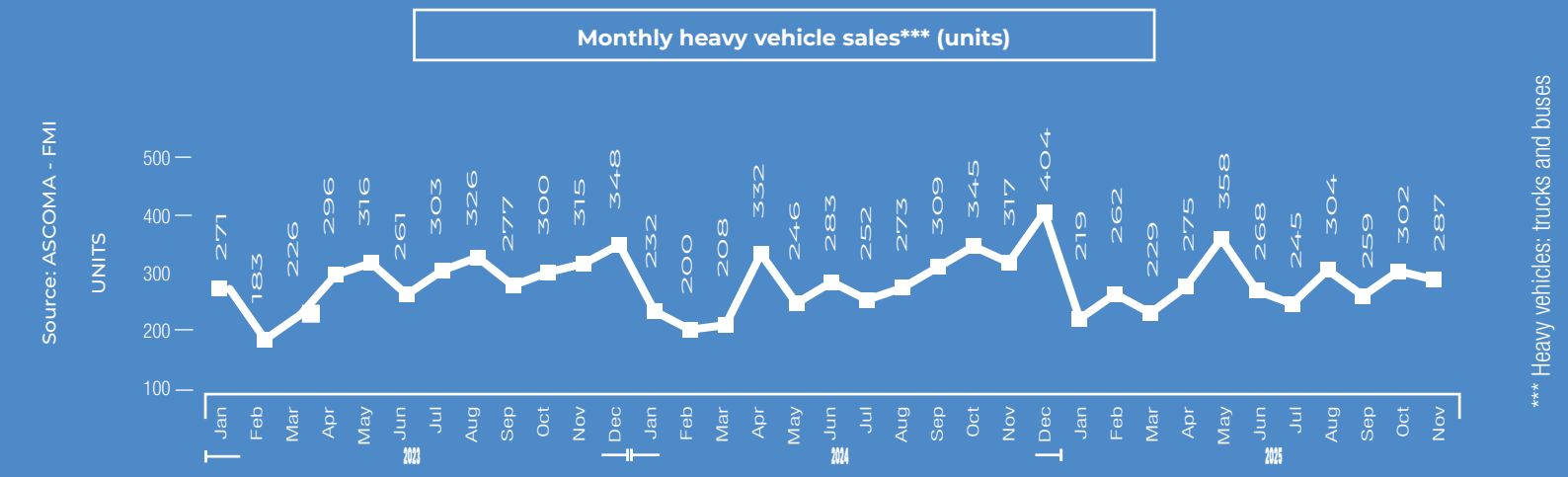
* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

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

Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	879	13,2%	610	9,3%	7.483	12,5%	8.582	13,1%
BYD	505	7,6%	603	9,2%	3.167	5,3%	6.875	10,5%
CHEVROLET	886	13,3%	952	14,5%	8.849	14,8%	6.711	10,3%
VOLKSWAGEN	769	11,5%	631	9,6%	5.492	9,2%	5.941	9,1%
RENAULT	635	9,5%	500	7,6%	4.730	7,9%	5.303	8,1%
SUZUKI	47	0,7%	359	5,5%	3.150	5,3%	4.019	6,2%
HYUNDAI	539	8,1%	314	4,8%	4.524	7,6%	3.959	6,1%
CITROËN	296	4,4%	92	1,4%	2.902	4,8%	1.963	3,0%
CHERY	75	1,1%	215	3,3%	911	1,5%	1.882	2,9%
PEUGEOT	191	2,9%	154	2,3%	2.673	4,5%	1.689	2,6%
OTRAS	1.839	27,6%	2.129	32,5%	16.016	26,7%	18.362	28,1%
TOTAL	6.661	100%	6.559	100%	59.897	100%	65.286	100%
LIGHT	6.344	95,2%	6.272	95,6%	56.900	95,0%	62.278	95,4%
HEAVY	317	4,8%	287	4,4%	2.997	5,0%	3.008	4,6%
TOTAL	6.661	100%	6.559	100%	59.897	100%	65.286	100%



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



*** Heavy vehicles: trucks and buses

Source: ASCOMA - FMI



VENEZUELA

Regional Automotive Market

2020

2021

2022

2023

2024

Vehicle sales
per thousand inhabitants*

0,04 • 1.691

0,07 • 2.090

0,15 • 3.422

0,28 • 3.738

0,66 • 4.019

GDP per capita (USD)

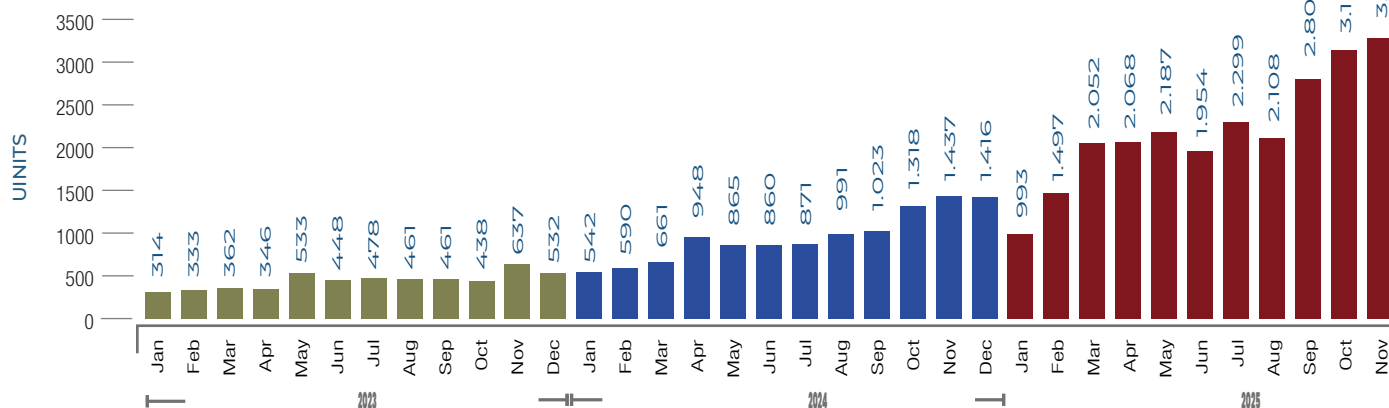
* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

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

Brand	Sales by brand (November 2024)		Sales by brand (November 2025)		Accumulated sales by brand (January - November 2024)		Accumulated sales by brand (January - November 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
JAC	577	29,1%	2.333	49,2%	4.296	27,6%	13.482	39,4%
TOYOTA	770	38,9%	1.288	27,1%	6.329	40,6%	11.607	34,0%
CHANGAN	138	7,0%	289	6,1%	1.398	9,0%	2.212	6,5%
FIAT	101	5,1%	155	3,3%	742	4,8%	1.295	3,8%
MMC AUTOMOTRIZ	72	3,6%	152	3,2%	477	3,1%	1.109	3,2%
FORD MOTOR	115	5,8%	113	2,4%	914	5,9%	1.097	3,2%
FOTON	67	3,4%	130	2,7%	631	4,1%	1.077	3,2%
KIA	33	1,7%	39	0,8%	129	0,8%	628	1,8%
FCA	55	2,8%	71	1,5%	383	2,5%	584	1,7%
RENAULT	0	0,0%	48	1,0%	0	0,0%	418	1,2%
OTROS	53	2,7%	128	2,7%	281	1,8%	679	2,0%
TOTAL	1.981	100%	4.746	100%	15.580	100%	34.188	100%
PASSENGER	1.437	72,5%	3.285	69,2%	10.106	64,9%	24.390	71,3%
COMMERCIAL	544	27,5%	1.461	30,8%	5.474	35,1%	9.798	28,7%
TOTAL	1.981	100%	4.746	100%	15.580	100%	34.188	100%

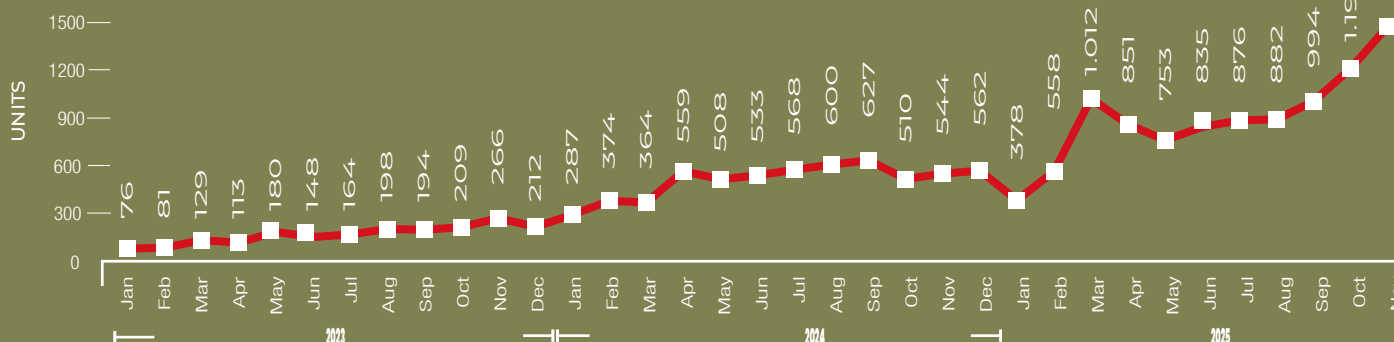
Note: In 2023 a methodological change was made to the information presented by Cavenéz. The information is divided into passenger and commercial segments.

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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