



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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Regional Market
by the end of March 2026

Distributed for



With the support **AEADE** 80 AÑOS

Regional automotive market - Summary

In March 2026 in comparison with March 2025: increase in **21,9%** in sales.

In March:

Total Vehicles Sales

- Highest y-o-y growth: Ecuador (**56.3%**) and Colombia (**53.6%**)
- Highest y-o-y decrease: Costa Rica (**15.8%**) and Dominican Republic (**7.2%**)

Light Vehicles Sales:



- Highest y-o-y growth: Ecuador (**53.9%**), Colombia (**52.7%**) and Panama (**42.6%**)
- Highest y-o-y decrease: Costa Rica (**21.2%**)

Heavy Vehicles Sales:



- Highest y-o-y growth: Ecuador (**78.7%**), Colombia (**62.7%**) and Costa Rica (**51.2%**)
- Highest y-o-y decrease: Dominican Republic (**36.6%**), Mexico (**18.6%**) and Uruguay (**11.7%**)

Countries	March 2025	March 2026	Jan - mar 2025	Jan - mar 2026	% VAR mar 2026 -2025	% VAR jan - mar 2026 -2025
Brazil	195.477	269.463	551.601	625.114	37,8%	13,3%
Mexico	131.996	134.470	379.181	388.930	1,9%	2,6%
Argentina	48.389	48.972	162.475	157.078	1,2%	-3,3%
Chile	25.361	28.668	74.895	78.271	13,0%	4,5%
Colombia	18.361	28.196	49.874	73.776	53,6%	47,9%
Peru	16.779	22.997	50.737	69.578	37,1%	37,1%
Ecuador	9.054	14.150	25.672	36.382	56,3%	41,7%
Uruguay	6.086	6.755	16.292	18.351	11,0%	12,6%
Guatemala	5.580	6.548	15.387	18.046	17,3%	17,3%
Costa Rica*	7.161	6.026	18.779	16.661	-15,8%	-11,3%
Panama	4.543	6.473	13.950	16.405	42,5%	17,6%
Dominican Rep.	4.209	3.906	13.888	11.074	-7,2%	-20,3%

*Imports

Nota: The information for Paraguay is not included in this edition due to delays in the delivery of the vehicle registration database by the competent authorities.

America sales

2020	20.817.485
2021	22.014.634
2022	20.876.860
2023	23.215.717
2024	24.154.016

Europe sales

2020	16.714.115
2021	16.882.466
2022	16.882.466
2023	17.934.268
2024	18.691.016

Asia & Oceania sales

2020	40.330.258
2021	42.724.577
2022	45.838.945
2023	50.641.764
2024	51.406.410

Africa sales

2020	925.708
2021	1.133.520
2022	1.075.388
2023	1.050.105
2024	1.053.611

Source: OICA






















Historical vehicle sales of member countries

ALADDA
Asociación Latinoamericana
Distribuidores de Automóviles

Countries	2022	2023	2024	2025
Brazil	2.104.050	2.307.907	2.634.366	2.689.179
Mexico	1.134.443	1.416.429	1.562.615	1.564.471
Argentina	406.792	449.496	414.211	604.127
Chile	448.261	332.636	318.612	328.218
Colombia	262.595	186.826	201.219	254.438
Peru	177.543	181.812	169.309	211.776
Ecuador	134.170	132.388	108.266	124.505
Costa Rica*	40.159	57.446	76.828	73.123
Uruguay	56.112	61.789	66.712	72.503
Guatemala	44.730	54.569	58.045	63.626
Panama	42.169	48.919	54.384	60.233
Dominican Rep.	32.455	46.199	47.934	48.013
Paraguay	32.677	30.685	32.560	39.420
Bolivia	45.724	51.012	29.692	-
Venezuela	3.998	7.313	17.558	38.610
Total	4.965.878	5.365.426	5.792.311	6.238.322

*Imports

(thousand units)

Country	March 2025	March 2026	Jan - mar 2025	Jan - mar 2026	Ratio (population / light vehicle sales)
	195,5	269,5	551,6	625,1	2024: 86 2025: 84 
	132,0	134,5	379,2	388,9	2024: 88 2025: 87 
	48,4	49,0	162,5	157,1	2024: 121 2025: 83 
	25,4	28,7	74,9	78,3	2024: 66 2025: 64 
	18,4	28,2	49,9	73,8	2024: 285 2025: 230 
	16,8	23,0	50,7	69,6	2024: 226 2025: 184 
	9,1	14,2	25,7	36,4	2024: 183 2025: 164 
* 	7,2	6,0	18,8	16,7	2024: 76 2025: 81 
	6,1	6,8	16,3	18,4	2024: 57 2025: 50 
	5,6	6,5	15,4	18,0	2024: 378 2025: 373 
	4,5	6,5	14,0	16,4	2024: 86 2025: 79 
** 	3,0	3,3	6,5	6,5	2024: 248 2025: 188
	4,2	3,9	13,9	11,1	2024: 277 2025: 288 

**Data is as of February

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

Country	*Light vehicle sales				**Heavy vehicle sales			
	Mar 2025	Mar 2026	Jan - mar 2025	Jan - mar 2026	Mar 2025	Mar 2026	Jan - mar 2025	Jan - mar 2026
	184,0	258,2	517,7	597,5	11,4	11,2	33,9	27,6
	128,4	131,6	368,0	381,7	3,6	2,9	11,2	7,3
	46,0	46,1	154,2	148,3	2,4	2,9	8,2	8,8
	24,3	27,7	71,8	75,6	1,0	0,9	3,1	2,7
	16,8	25,6	45,3	65,1	1,6	2,6	4,6	8,7
	14,8	20,5	45,2	62,1	1,9	2,5	5,5	7,5
	8,2	12,6	22,8	32,5	0,9	1,6	2,9	3,9
* 	6,6	5,2	17,0	14,5	0,5	0,8	1,7	2,2
	5,8	6,5	15,5	17,6	0,3	0,2	0,8	0,7
	4,6	5,2	12,2	14,2	1,0	1,3	3,2	3,9
	4,4	6,3	13,5	15,9	0,1	0,2	0,4	0,5
** 	2,8	3,1	6,2	6,1	0,2	0,1	0,3	0,3
	3,2	3,3	11,0	9,1	1,0	0,6	2,9	2,0

*Imports

**Data is as of February



ARGENTINA

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

8,4 10.632

8,8 13.620

9,5 13.823

8,8 12.814

12,7 14.359

● Nominal GDP per capita (USD)

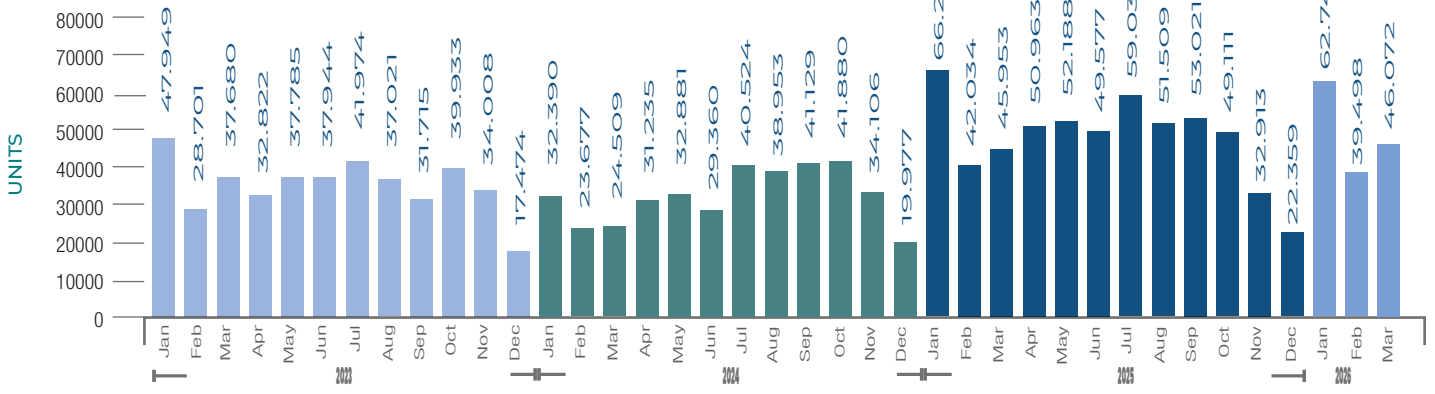
Source: FMI

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

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

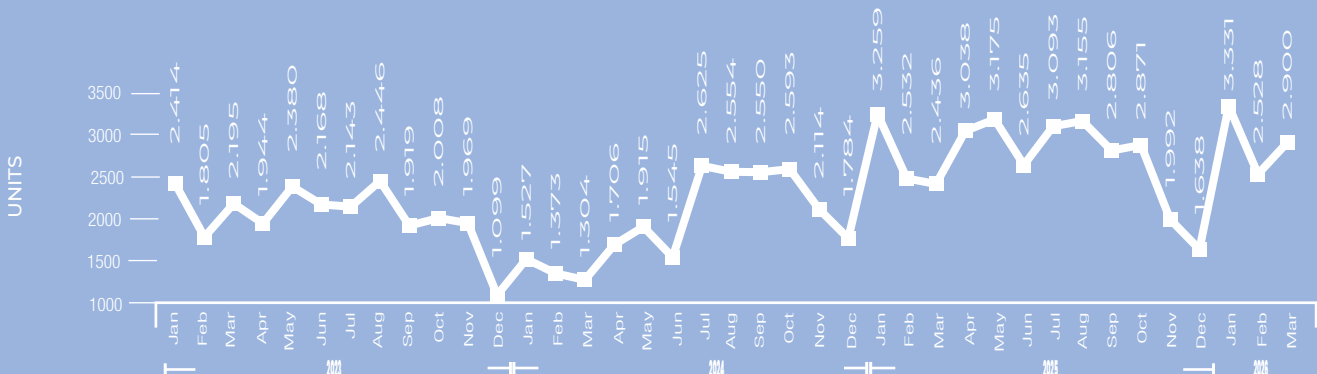
Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
VOLKSWAGEN	8.234	17,0%	6.165	12,6%	27.768	17,1%	22.150	14,1%
TOYOTA	8.018	16,6%	6.696	13,7%	25.314	15,6%	19.196	12,2%
FIAT	6.167	12,7%	5.435	11,1%	21.782	13,4%	19.013	12,1%
FORD	3.903	8,1%	3.881	7,9%	11.790	7,3%	14.419	9,2%
CHEVROLET	3.202	6,6%	4.067	8,3%	9.886	6,1%	12.396	7,9%
PEUGEOT	3.407	7,0%	3.534	7,2%	16.101	9,9%	12.149	7,7%
RENAULT	5.003	10,3%	3.892	7,9%	15.727	9,7%	11.684	7,4%
CITROEN	2.207	4,6%	1.588	3,2%	7.437	4,6%	5.808	3,7%
MERCEDES BENZ	1.079	2,2%	1.585	3,2%	3.939	2,4%	5.129	3,3%
JEEP	1.867	3,9%	1.512	3,1%	5.635	3,5%	4.094	2,6%
OTHERS	5.302	11,0%	10.617	21,7%	17.096	10,5%	31.040	19,8%
TOTAL	48.389	100%	48.972	100%	162.475	100%	157.078	100%
LIGHT	45.953	95,0%	46.072	94,1%	154.248	94,9%	148.319	94,4%
HEAVY	2.436	5,0%	2.900	5,9%	8.227	5,1%	8.759	5,6%
TOTAL	48.389	100%	48.972	100%	162.475	100%	157.078	100%

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Heavy commercial vehicles

Source: ACARA





BRAZIL

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

10,5 8.166

10,4 9.455

11,3 10.268

12,4 10.296

12,6 10.578

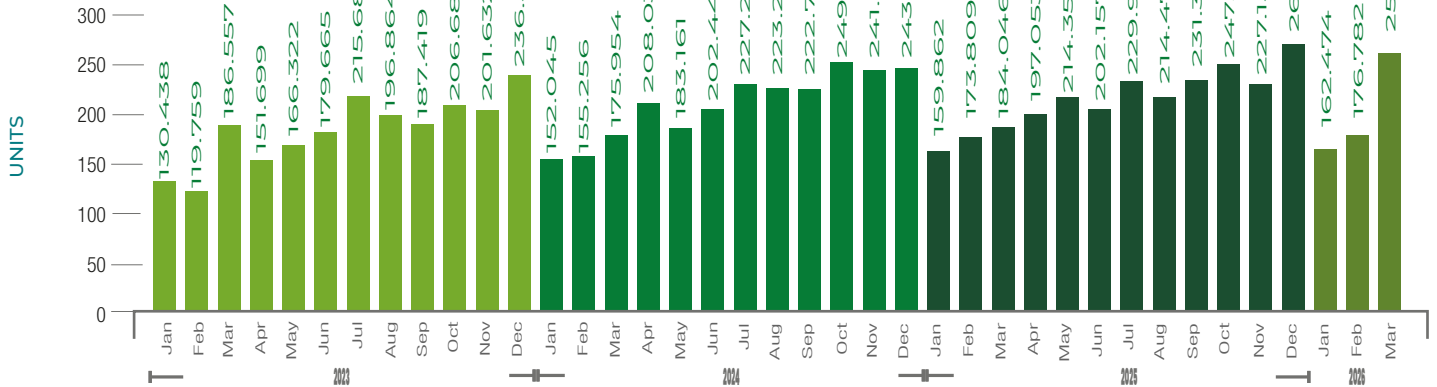
● Nominal GDP per capita (USD)
Source: FMI

* 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 (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2024)		Accumulated sales by brand (January - March 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	38.875	19,9%	52.680	19,5%	110.580	20,0%	126.609	20,3%
VOLKSWAGEN	30.273	15,5%	42.220	15,7%	78.818	14,3%	97.063	15,5%
GENERAL MOTORS	20.162	10,3%	28.135	10,4%	55.803	10,1%	61.172	9,8%
HYUNDAI	12.736	6,5%	19.159	7,1%	34.486	6,3%	41.503	6,6%
BYD	8.062	4,1%	16.423	6,1%	21.743	3,9%	37.667	6,0%
TOYOTA	14.691	7,5%	16.020	5,9%	42.159	7,6%	36.042	5,8%
RENAULT	11.404	5,8%	12.481	4,6%	29.737	5,4%	29.866	4,8%
JEEP	8.170	4,2%	10.117	3,8%	26.573	4,8%	27.243	4,4%
HONDA	8.227	4,2%	9.910	3,7%	23.944	4,3%	24.205	3,9%
NISSAN	6.870	3,5%	8.788	3,3%	19.322	3,5%	18.302	2,9%
OTHERS	36.007	18,4%	53.530	19,9%	108.436	19,7%	125.442	20,1%
TOTAL	195.477	100%	269.463	100%	551.601	100%	625.114	100%
LIGHT	184.046	94,2%	258.223	95,8%	517.683	93,9%	597.465	95,6%
HEAVY	11.431	5,8%	11.240	4,2%	33.918	6,1%	27.649	4,4%
TOTAL	195.477	100%	269.463	100%	551.601	100%	625.114	100%

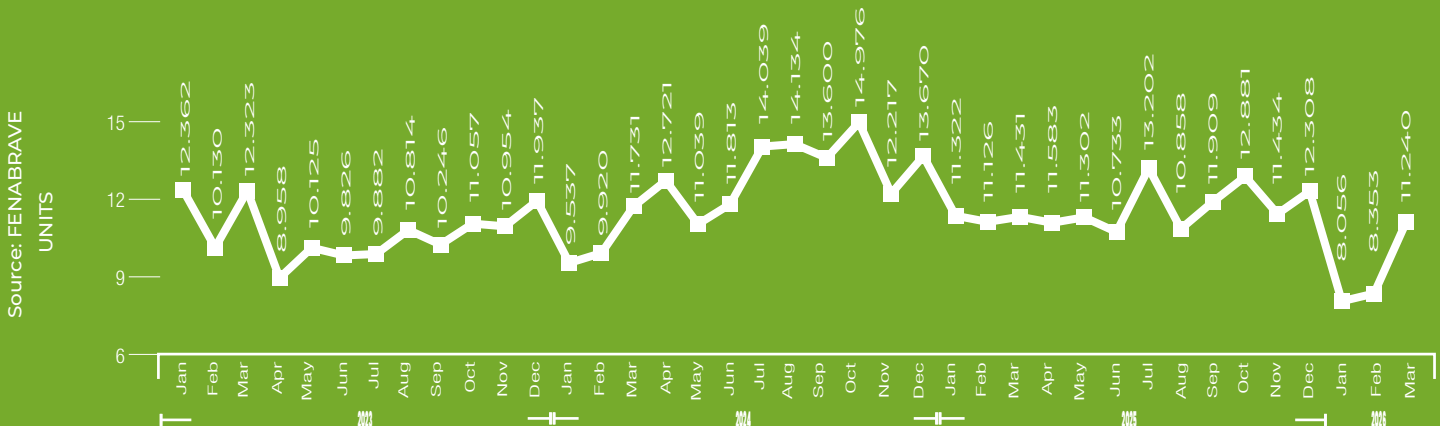
Light: Passenger cars and light commercial vehicles
Heavy: Trucks and buses

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



Source: FENABRAVE

*** Heavy vehicles: trucks and buses



2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

22,1

16.092

22,5

15.166

16,5

16.815

15,9

16.365

16,2

17.181

● Nominal GDP per capita (USD)
Source: FMI

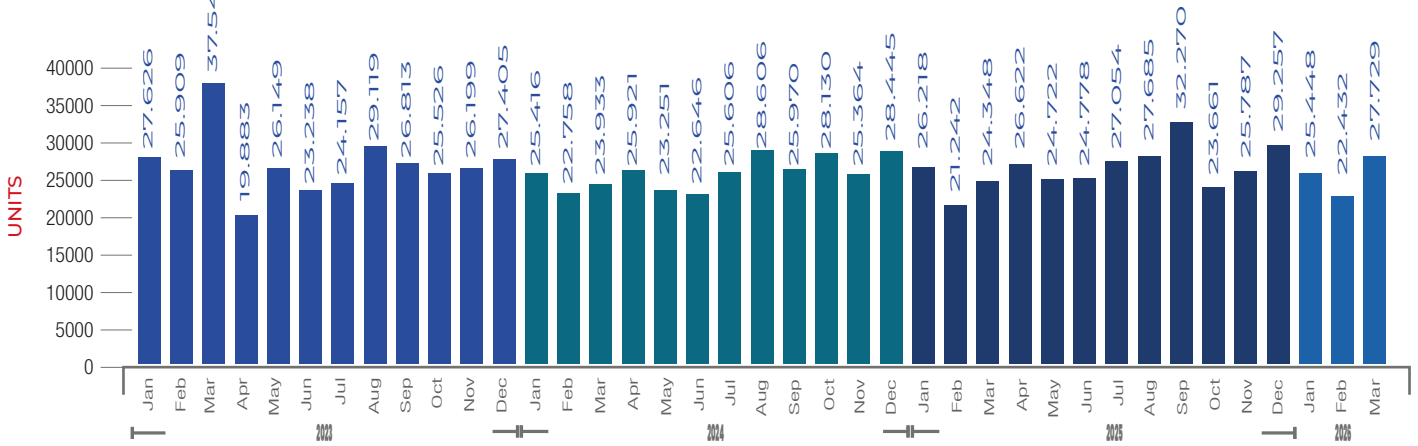
* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.811	7,1%	2.235	7,8%	5.412	7,2%	5.921	7,6%
SUZUKI	1.957	7,7%	1.922	6,7%	5.693	7,6%	5.750	7,3%
HYUNDAI	1.805	7,1%	1.757	6,1%	4.839	6,5%	4.884	6,2%
KIA	1.537	6,1%	1.596	5,6%	4.717	6,3%	4.622	5,9%
GREAT WALL	1.039	4,1%	1.462	5,1%	3.004	4,0%	4.296	5,5%
CHEVROLET	1.596	6,3%	1.508	5,3%	4.775	6,4%	4.169	5,3%
FORD	1.179	4,6%	1.470	5,1%	3.522	4,7%	3.839	4,9%
CHANGAN	886	3,5%	1.221	4,3%	2.765	3,7%	3.498	4,5%
PEUGEOT	1.382	5,4%	1.416	4,9%	3.947	5,3%	3.386	4,3%
MITSUBISHI	873	3,4%	852	3,0%	3.246	4,3%	2.918	3,7%
OTHERS	11.296	44,5%	13.229	46,1%	32.975	44,0%	34.988	44,7%
TOTAL	25.361	100%	28.668	100%	74.895	100%	78.271	100%
LIGHT	24.348	96,0%	27.729	96,7%	71.808	95,9%	75.609	96,6%
HEAVY	1.013	4,0%	939	3,3%	3.087	4,1%	2.662	3,4%
TOTAL	25.361	100%	28.668	100%	74.895	100%	78.271	100%

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

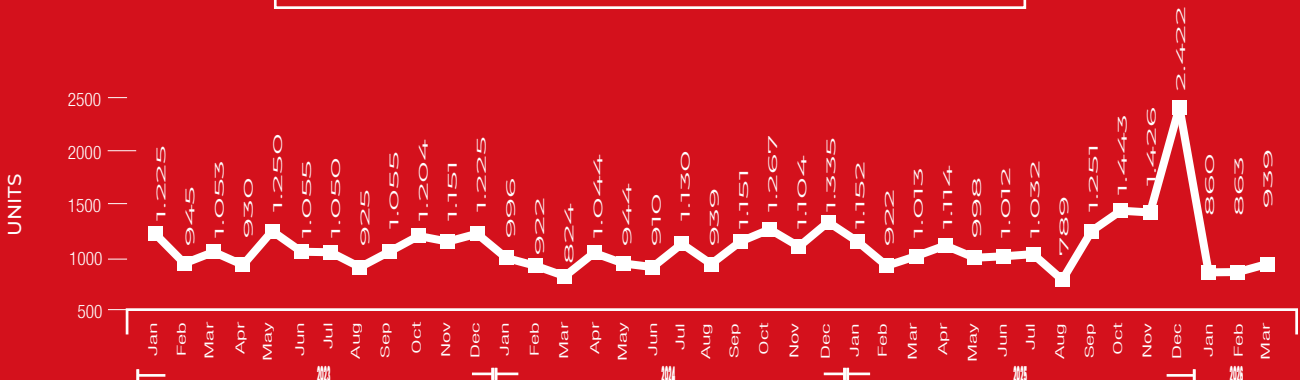
The participation is calculated based on total sales, including light and heavy vehicles

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



Source: CAVEM

*** Heavy vehicles: trucks

COLOMBIA

Regional Automotive Market

2021

2022

2023

2024

2025

Vehicle sales per thousand inhabitants*

4,9 6.239

5,1 6.658

3,6 6.963

3,8 7.917

4,8 8.249

Nominal GDP per capita (USD)

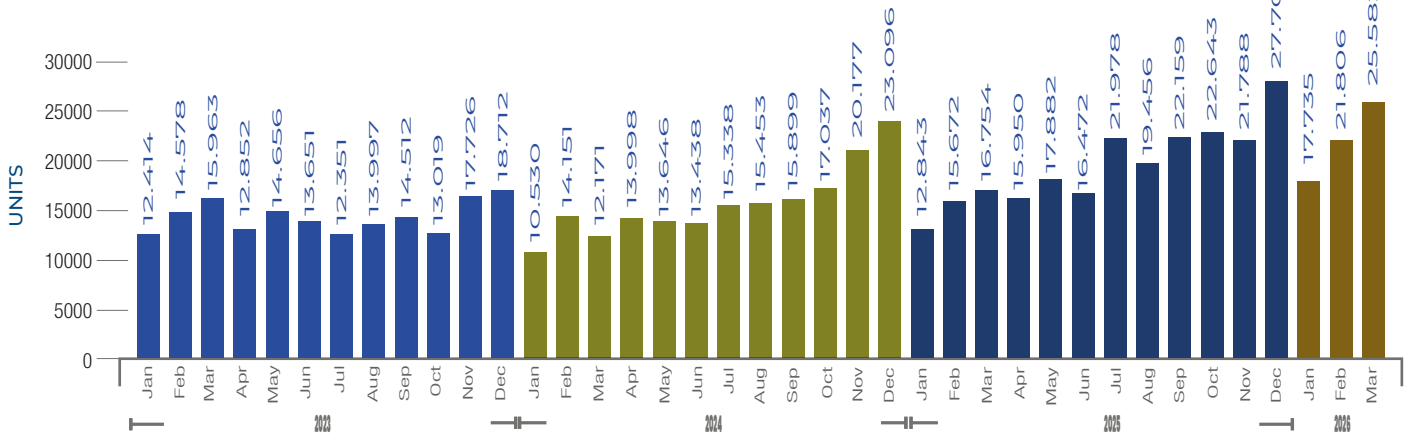
Source: FMI

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

Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	2.444	13,3%	4.040	14,3%	6.779	13,6%	10.741	14,6%
RENAULT	2.583	14,1%	2.806	10,0%	7.129	14,3%	7.858	10,7%
MAZDA	1.483	8,1%	2.134	7,6%	4.529	9,1%	5.710	7,7%
CHEVROLET	1.627	8,9%	1.903	6,7%	4.310	8,6%	5.641	7,6%
TOYOTA	1.853	10,1%	1.695	6,0%	5.040	10,1%	5.530	7,5%
SUZUKI	1.001	5,5%	1.461	5,2%	2.363	4,7%	3.629	4,9%
NISSAN	1.047	5,7%	1.163	4,1%	2.848	5,7%	3.338	4,5%
BYD	835	4,5%	998	3,5%	1.838	3,7%	2.952	4,0%
HYUNDAI	889	4,8%	1.167	4,1%	2.261	4,5%	2.943	4,0%
VOLKSWAGEN	695	3,8%	1.181	4,2%	1.914	3,8%	2.883	3,9%
OTHERS	3.904	21,3%	9.648	34,2%	10.863	21,8%	22.551	30,6%
TOTAL	18.361	100%	28.196	100%	49.874	100%	73.776	100%
LIGHT	16.754	91,2%	25.582	90,7%	45.269	90,8%	65.123	88,3%
HEAVY	1.607	8,8%	2.614	9,3%	4.605	9,2%	8.653	11,7%
TOTAL	18.361	100%	28.196	100%	49.874	100%	73.776	100%

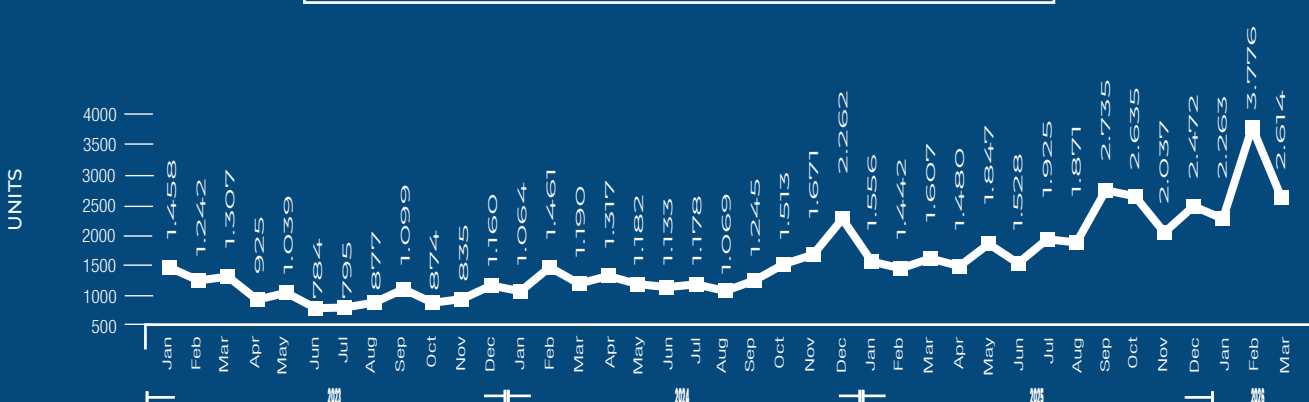
Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance
Heavy: Trucks <10,5 t, trucks >10,5 t, tractor trucks, dump trucks and buses

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



Source: ANDEMOS

*** Heavy vehicles: Trucks >10,5 t, trucks >10,5 t, tractor trucks, dump trucks and buses



COSTA RICA

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle imports per thousand inhabitants*

6,2 12.539

7,7 13.239

10,9 16.390

14,4 17.860

13,6 19.104

● Nominal GDP per capita (USD)

Source: FMI

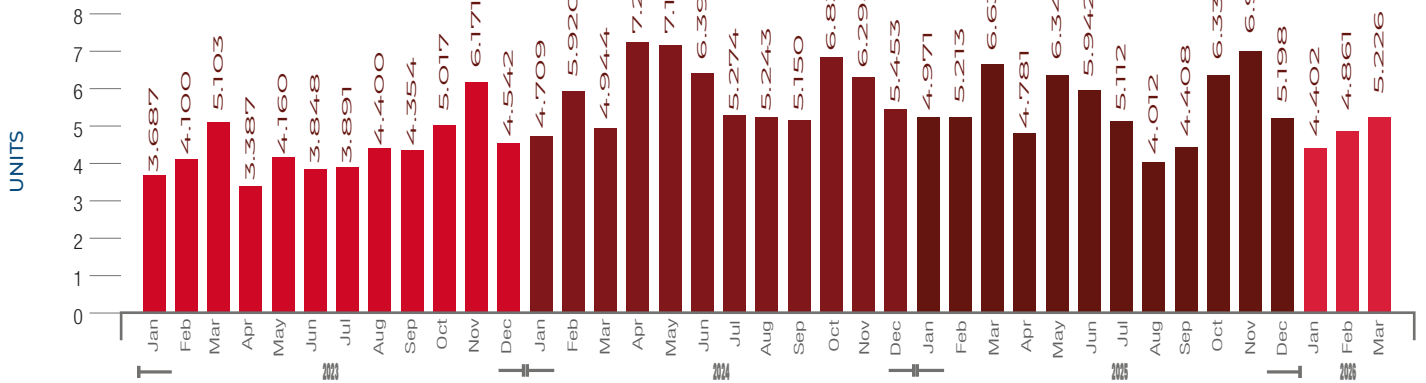
* This indicator reflects the number of new vehicles imported per thousand inhabitants. Its purpose is to measure the relationship between vehicle imports volume—including light and heavy vehicles—and the size of the population.

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

Brand	Imports by brand (March 2025)		Imports by brand (March 2026)		Accumulated imports by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.267	17,7%	996	16,5%	3.824	20,4%	2.847	17,1%
NISSAN	744	10,4%	509	8,4%	1.614	8,6%	1.348	8,1%
SUZUKI	593	8,3%	407	6,8%	1.378	7,3%	1.212	7,3%
GEELY	589	8,2%	365	6,1%	1.045	5,6%	1.050	6,3%
MITSUBISHI	311	4,3%	459	7,6%	839	4,5%	1.000	6,0%
CHERY	203	2,8%	252	4,2%	622	3,3%	726	4,4%
HYUNDAI	423	5,9%	294	4,9%	1.072	5,7%	720	4,3%
BYD	70	1,0%	200	3,3%	1.137	6,1%	619	3,7%
ISUZU	136	1,9%	261	4,3%	439	2,3%	607	3,6%
CHEVROLET	295	4,1%	224	3,7%	624	3,3%	557	3,3%
OTHERS	2.530	35,3%	2.059	34,2%	6.185	32,9%	5.975	35,9%
TOTAL	7.161	100%	6.026	100%	18.779	100%	16.661	100%
LIGHT	6.632	92,6%	5.226	86,7%	17.044	90,8%	14.489	87,0%
HEAVY	529	7,4%	800	13,3%	1.735	9,2%	2.172	13,0%
TOTAL	7.161	100%	6.026	100%	18.779	100%	16.661	100%

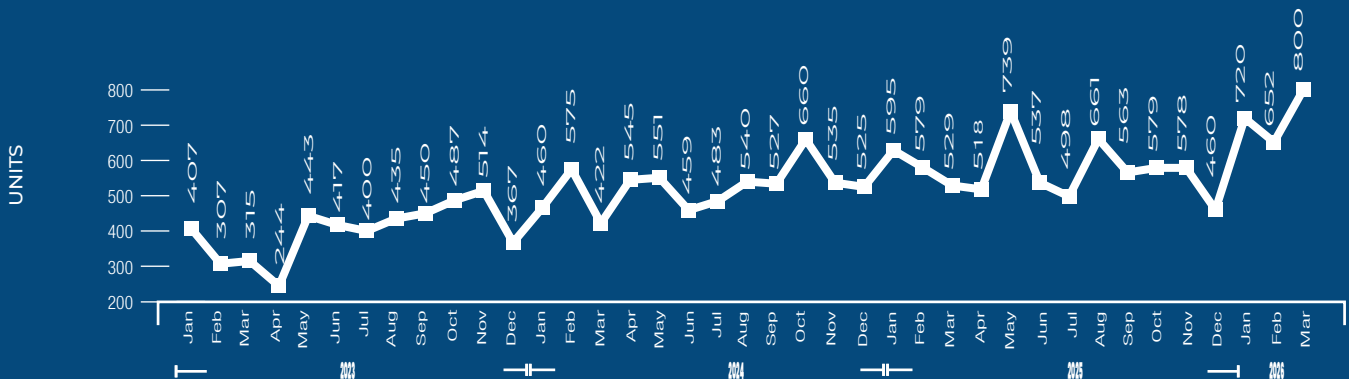
Imports data

Monthly light vehicle imports (units)



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

Monthly heavy vehicle imports (units)



Source: AIVEMA

*** Heavy vehicles: Buses, Trucks, Minibuses



ECUADOR

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

6,5 5.979

7,5 6.389

7,3 6.663

6,0 6.758

6,9 7.210

● Nominal GDP per capita (USD)

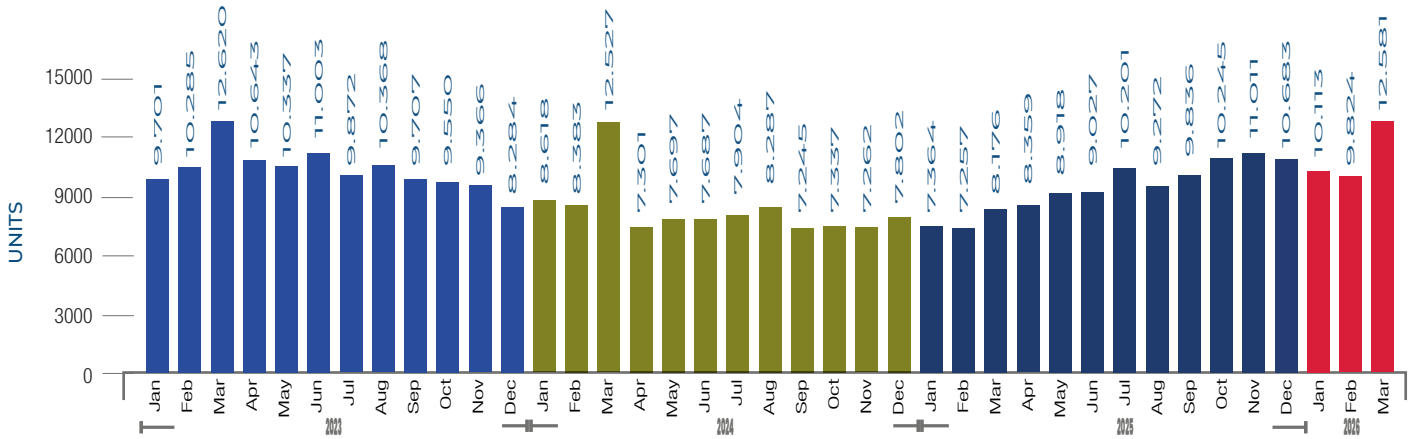
Source: FMI

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

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

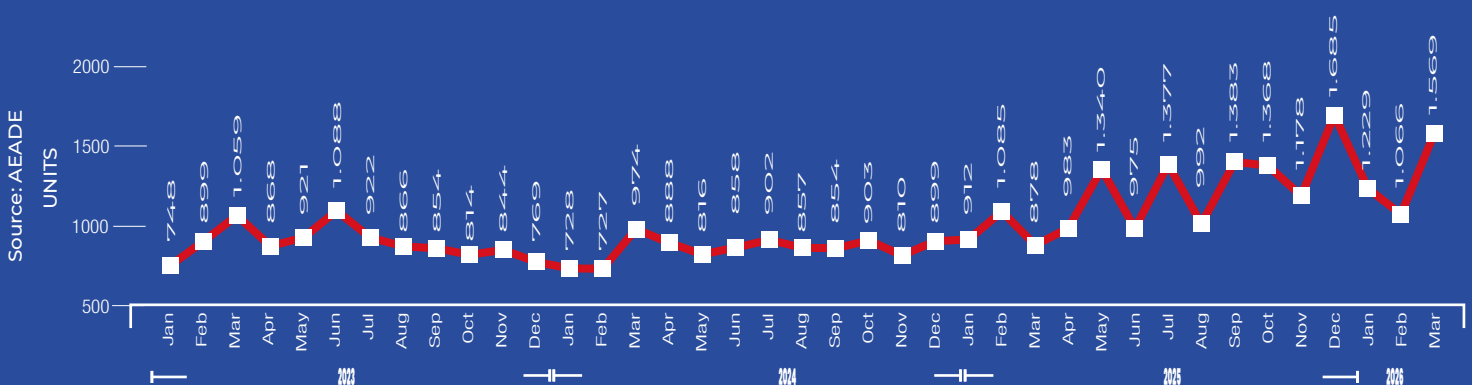
Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.567	17,3%	2.210	15,6%	4.213	16,4%	5.735	15,8%
CHEVROLET	1.410	15,6%	1.379	9,7%	3.920	15,3%	4.181	11,5%
GWM	601	6,6%	897	6,3%	1.296	5,0%	2.126	5,8%
HYUNDAI	550	6,1%	762	5,4%	1.603	6,2%	2.092	5,8%
CHERY	409	4,5%	662	4,7%	1.242	4,8%	1.851	5,1%
TOYOTA	512	5,7%	672	4,7%	1.426	5,6%	1.741	4,8%
JAC	227	2,5%	496	3,5%	701	2,7%	1.268	3,5%
DONGFENG	215	2,4%	494	3,5%	613	2,4%	1.256	3,5%
BYD	103	1,1%	461	3,3%	393	1,5%	1.160	3,2%
SUZUKI	319	3,5%	510	3,6%	1.010	3,9%	1.150	3,2%
OTHERS	3.141	34,7%	5.607	39,6%	9.255	36,1%	13.822	38,0%
TOTAL	9.054	100%	14.150	100%	25.672	100%	36.382	100%
LIGHT	8.176	90,3%	12.581	88,9%	22.797	88,8%	32.518	89,4%
HEAVY	878	9,7%	1.569	11,1%	2.875	11,2%	3.864	10,6%
TOTAL	9.054	100%	14.150	100%	25.672	100%	36.382	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



GUATEMALA

Regional Automotive Market

2022 2023 2024 2025



Source: FMI

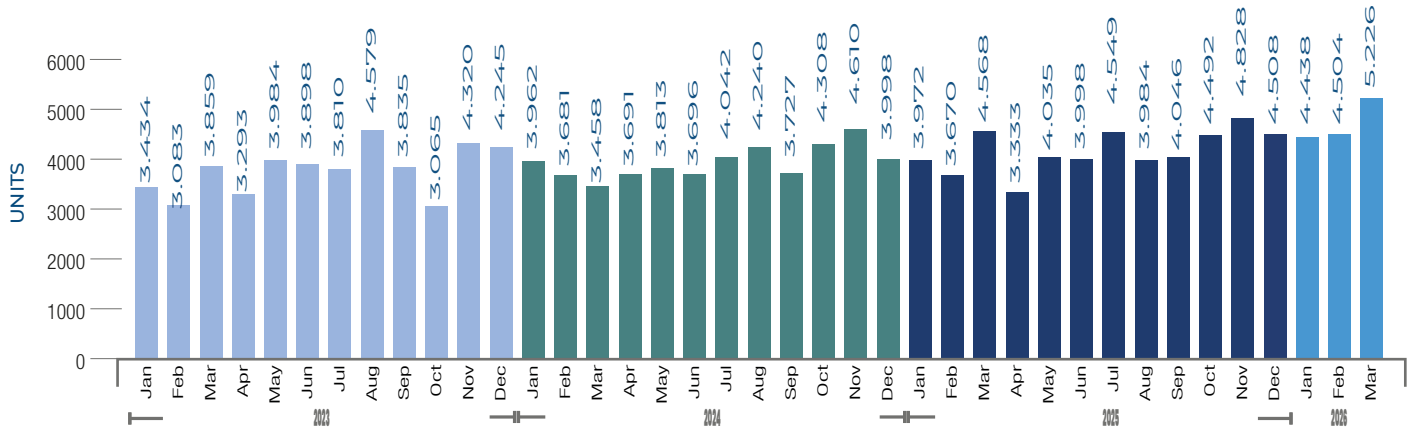
* This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

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

Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.455	26,1%	1.804	27,6%	4.076	26,5%	4.811	26,7%
ISUZU	513	9,2%	687	10,5%	1.267	8,2%	1.800	10,0%
SUZUKI	210	3,8%	348	5,3%	688	4,5%	1.100	6,1%
MITSUBISHI	343	6,1%	403	6,2%	989	6,4%	1.092	6,1%
JAC	183	3,3%	361	5,5%	745	4,8%	1.092	6,1%
KIA	336	6,0%	316	4,8%	998	6,5%	977	5,4%
CHANGAN	309	5,5%	278	4,2%	765	5,0%	853	4,7%
FOTON	174	3,1%	248	3,8%	509	3,3%	765	4,2%
HINO	248	4,4%	255	3,9%	753	4,9%	762	4,2%
NISSAN	212	3,8%	191	2,9%	542	3,5%	517	2,9%
OTHERS	1.597	28,6%	1.657	25,3%	4.055	26,4%	4.277	23,7%
TOTAL	5.580	100%	6.548	100%	15.387	100%	18.046	100%
LIGHT	4.568	81,9%	5.226	79,8%	12.210	79,4%	14.168	78,5%
HEAVY	1.012	18,1%	1.322	20,2%	3.177	20,6%	3.878	21,5%
TOTAL	5.580	100%	6.548	100%	15.387	100%	18.046	100%

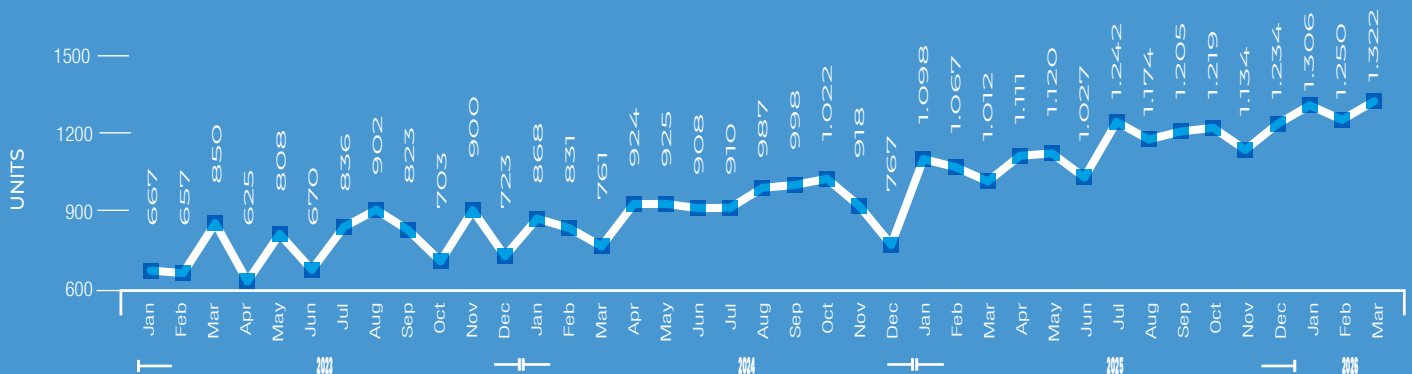
Some brands do not record sales in the periods prior to their entry and registration in the country, as well as before their affiliation with AIDVA

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



Source: AIDVA

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





MEXICO

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

8,1 10.177

8,7 11.266

10,8 13.641

11,8 13.971

11,7 13.967

● Nominal GDP per capita (USD)

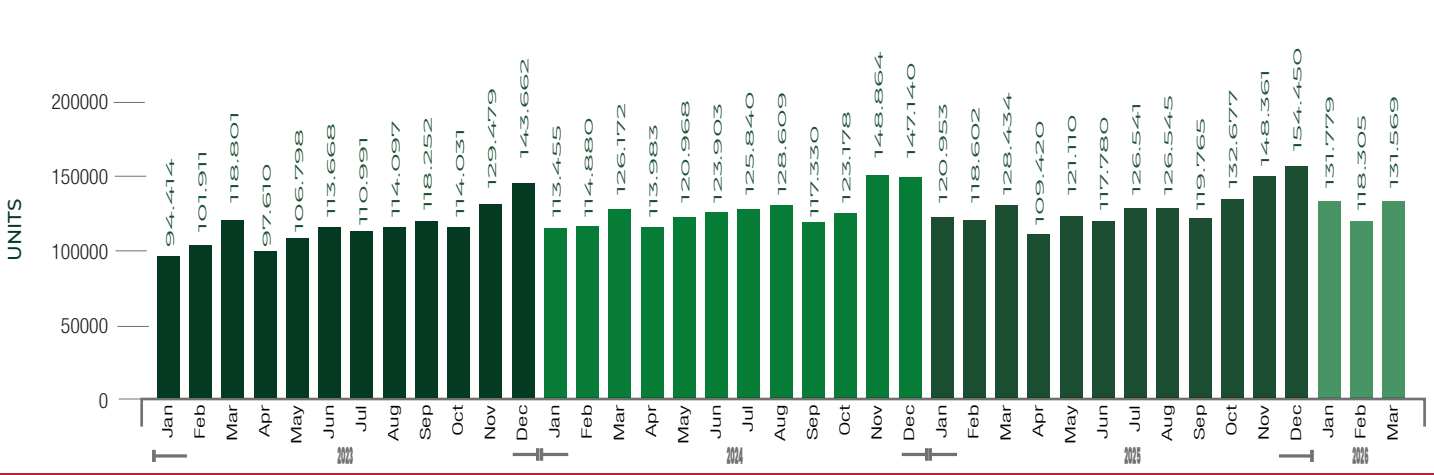
Source: FMI

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

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

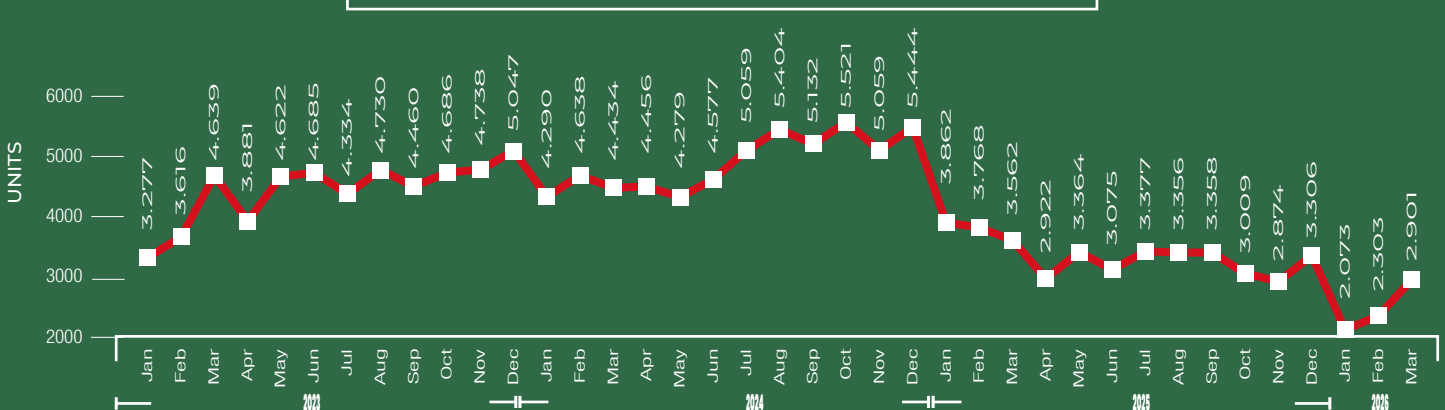
Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	23.625	17,9%	22.171	16,5%	65.348	17,2%	67.130	17,3%
CHEVROLET	16.776	12,7%	16.860	12,5%	45.774	12,1%	47.132	12,1%
VOLKSWAGEN	11.178	8,5%	11.572	8,6%	34.493	9,1%	33.909	8,7%
TOYOTA	10.894	8,3%	10.129	7,5%	30.102	7,9%	29.914	7,7%
KIA	8.801	6,7%	9.203	6,8%	26.308	6,9%	27.437	7,1%
MAZDA	9.044	6,9%	7.507	5,6%	26.175	6,9%	24.532	6,3%
MG MOTOR	4.005	3,0%	5.152	3,8%	11.110	2,9%	14.504	3,7%
RAM	3.118	2,4%	4.215	3,1%	8.512	2,2%	13.268	3,4%
FORD MOTOR	4.041	3,1%	4.130	3,1%	12.173	3,2%	12.390	3,2%
HYUNDAI	4.278	3,2%	4.730	3,5%	12.362	3,3%	12.220	3,1%
OTHERS	36.236	27,5%	38.801	28,9%	106.824	28,2%	106.494	27,4%
TOTAL	131.996	100%	134.470	100%	379.181	100%	388.930	100%
LIGHT	128.434	97,3%	131.569	97,8%	367.989	97,0%	381.653	98,1%
HEAVY	3.562	2,7%	2.901	2,2%	11.192	3,0%	7.277	1,9%
TOTAL	131.996	100%	134.470	100%	379.181	100%	388.930	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Freight and passenger vehicles

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



Administrative Registry of the Automotive Industry for Light and Heavy Vehicles (RAIAVL y RAIAPV)



PANAMÁ

Regional Automotive Market

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

9,6 17.409

11,0 18.726

12,1 19.445

13,2 19.802

● Nominal GDP per capita (USD)

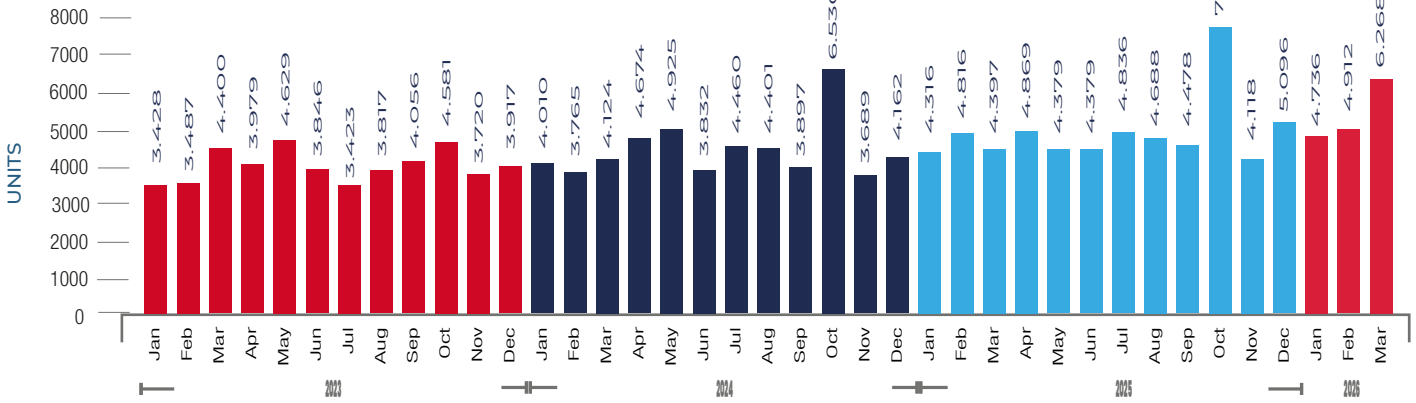
Source: FMI

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

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

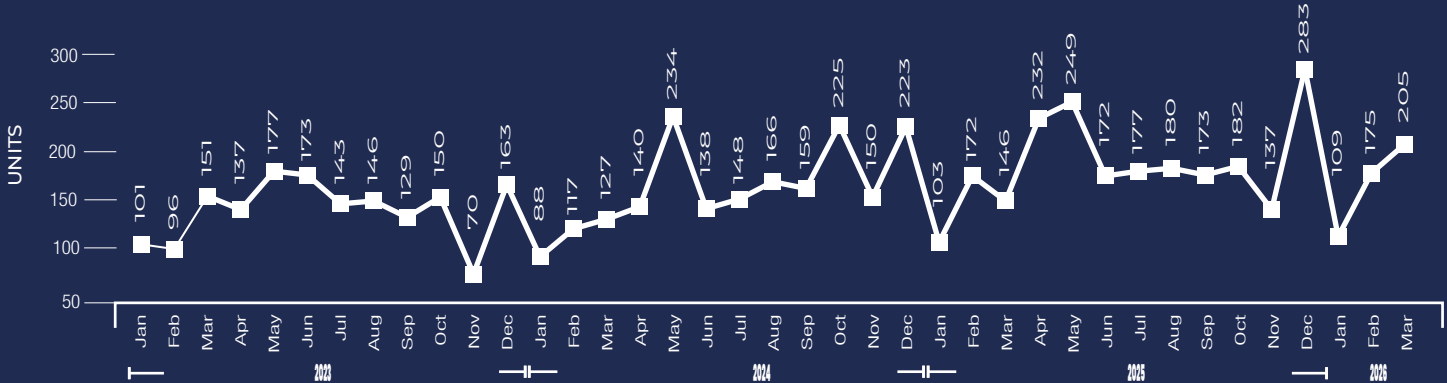
Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	999	22,0%	1.291	19,9%	3.190	22,9%	3.232	19,7%
HYUNDAI	580	12,8%	807	12,5%	1.746	12,5%	2.101	12,8%
KIA	594	13,1%	786	12,1%	1.980	14,2%	2.020	12,3%
GEELY	276	6,1%	260	4,0%	708	5,1%	804	4,9%
SUZUKI	272	6,0%	322	5,0%	675	4,8%	800	4,9%
JETOUR	130	2,9%	272	4,2%	448	3,2%	747	4,6%
CHANGAN	120	2,6%	222	3,4%	391	2,8%	545	3,3%
MITSUBISHI	135	3,0%	233	3,6%	416	3,0%	531	3,2%
ISUZU	117	2,6%	210	3,2%	299	2,1%	446	2,7%
NISSAN	182	4,0%	161	2,5%	477	3,4%	387	2,4%
OTHERS	1.138	25,0%	1.909	29,5%	3.620	25,9%	4.792	29,2%
TOTAL	4.543	100%	6.473	100%	13.950	100%	16.405	100%
LIGHT	4.397	96,8%	6.268	96,8%	13.529	97,0%	15.916	97,0%
HEAVY	146	3,2%	205	3,2%	421	3,0%	489	3,0%
TOTAL	4.543	100%	6.473	100%	13.950	100%	16.405	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



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

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

5,2 6.677

5,2 7.159

5,3 7.913

5,0 8.316

6,2 9.256

● Nominal GDP per capita (USD)

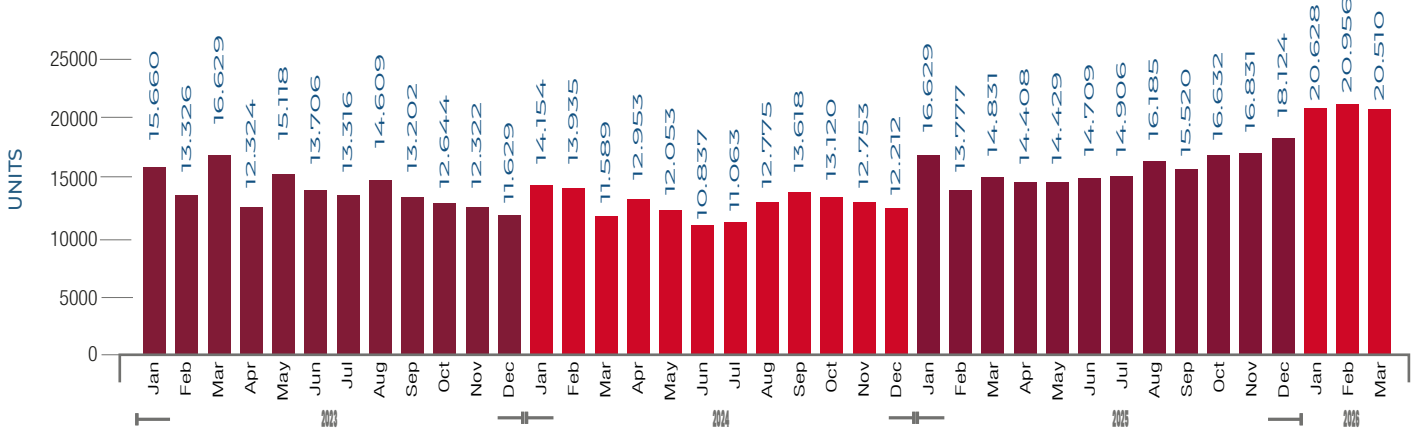
Source: FMI

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

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

Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.692	16,0%	3.519	15,3%	9.320	18,4%	11.379	16,4%
KIA	1.419	8,5%	1.930	8,4%	4.205	8,3%	5.911	8,5%
HYUNDAI	1.435	8,6%	1.976	8,6%	4.300	8,5%	5.866	8,4%
CHANGAN	850	5,1%	1.353	5,9%	2.603	5,1%	4.167	6,0%
JETOUR	518	3,1%	947	4,1%	1.391	2,7%	3.313	4,8%
JAC	648	3,9%	1.050	4,6%	1.895	3,7%	3.006	4,3%
CHEVROLET	887	5,3%	1.142	5,0%	2.562	5,0%	2.878	4,1%
GEELY	408	2,4%	964	4,2%	1.137	2,2%	2.614	3,8%
FORD	616	3,7%	751	3,3%	1.710	3,4%	2.498	3,6%
SUZUKI	372	2,2%	639	2,8%	1.138	2,2%	2.110	3,0%
OTHERS	6.934	41,3%	8.726	37,9%	20.476	40,4%	25.836	37,1%
TOTAL	16.779	100%	22.997	100%	50.737	100%	69.578	100%
LIGHT	14.831	88,4%	20.510	89,2%	45.237	89,2%	62.094	89,2%
HEAVY	1.948	11,6%	2.487	10,8%	5.500	10,8%	7.484	10,8%
TOTAL	16.779	100%	22.997	100%	50.737	100%	69.578	100%

Monthly light vehicle sales** (units)



Monthly heavy vehicle sales*** (units)



Source: AAP

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

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

DOMINICAN REPUBLIC

Regional Automotive Market

2021 2022 2023 2024 2025

● Vehicle sales per thousand inhabitants*

2,2 9.023

3,1 10.715

4,3 11.279

4,4 11.542

4,4 11.919

● Nominal GDP per capita (USD)

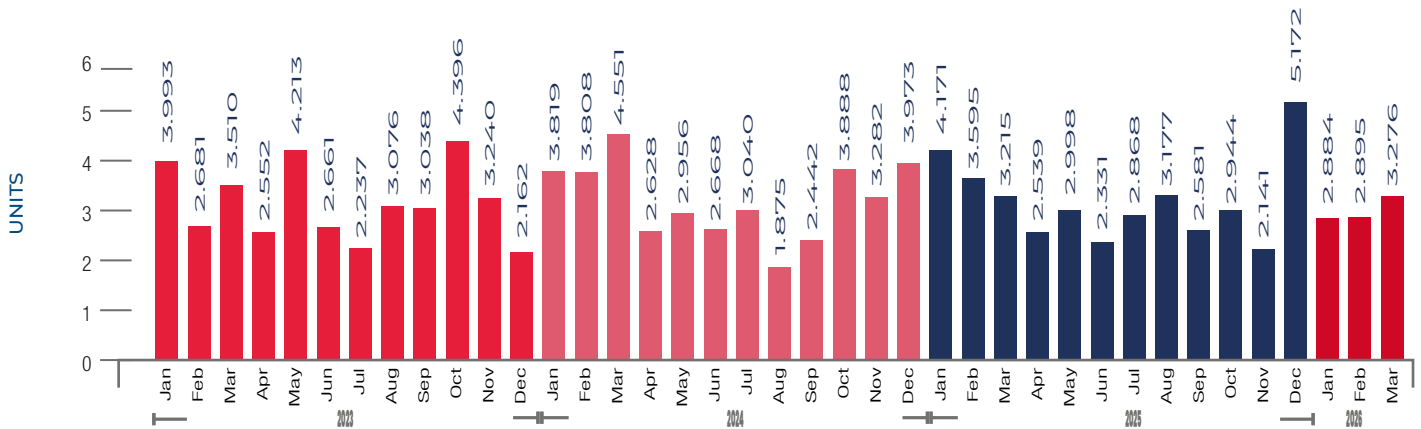
Source: FMI

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

Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	541	12,9%	660	16,9%	1.890	13,6%	1.725	15,6%
HYUNDAI	352	8,4%	411	10,5%	1.333	9,6%	1.048	9,5%
ISUZU	616	14,6%	203	5,2%	1.409	10,1%	870	7,9%
KIA	548	13,0%	300	7,7%	2.245	16,2%	789	7,1%
CHANGAN	111	2,6%	316	8,1%	371	2,7%	771	7,0%
SUZUKI	171	4,1%	181	4,6%	705	5,1%	539	4,9%
CHEVROLET	143	3,4%	174	4,5%	396	2,9%	530	4,8%
NISSAN	142	3,4%	160	4,1%	437	3,1%	376	3,4%
JETOUR	38	0,9%	89	2,3%	178	1,3%	353	3,2%
HONDA	133	3,2%	124	3,2%	454	3,3%	333	3,0%
OTHERS	1.414	33,6%	1.288	33,0%	4.470	32,2%	3.740	33,8%
TOTAL	4.209	100%	3.906	100%	13.888	100%	11.074	100%
LIGHT	3.215	76,4%	3.276	83,9%	10.981	79,1%	9.055	81,8%
HEAVY	994	23,6%	630	16,1%	2.907	20,9%	2.019	18,2%
TOTAL	4.209	100%	3.906	100%	13.888	100%	11.074	100%

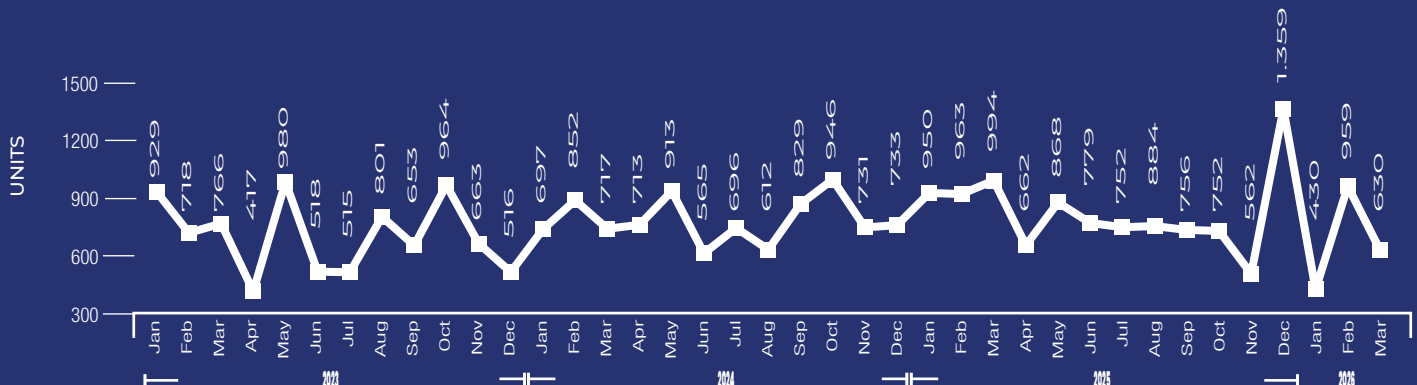
Light: SUV, passenger cars, Pick up, VAN
Heavy: trucks and buses

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



Source: ACOFAVE

*** Heavy vehicles: trucks and buses



2021

2022

2023

2024

2025

Vehicle sales per thousand inhabitants*

14,8

17.334

15,8

20.022

17,3

21.657

18,6

23.053

20,8

24.378

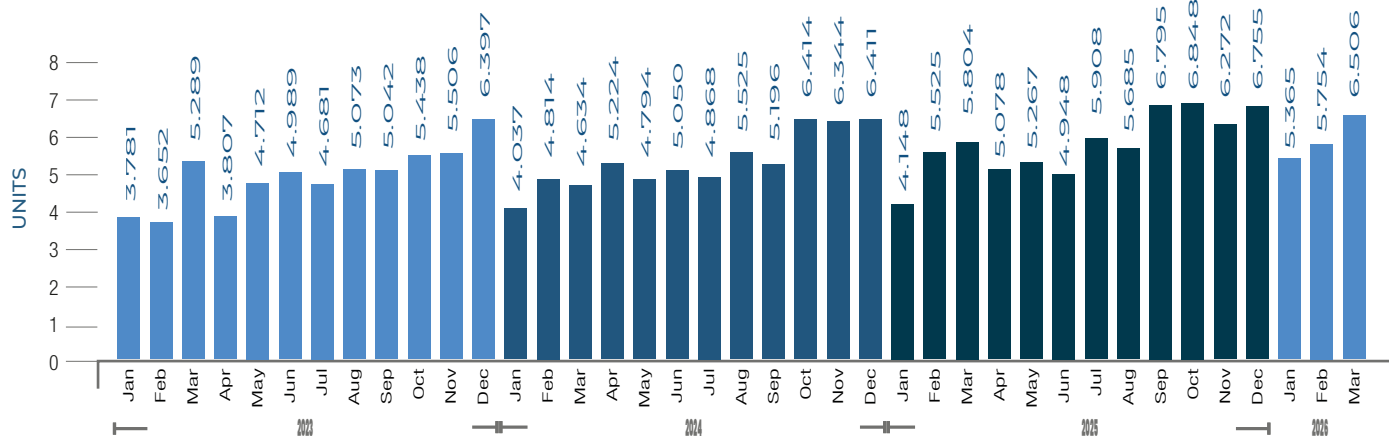
Nominal GDP per capita (USD)
Source: FMI

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

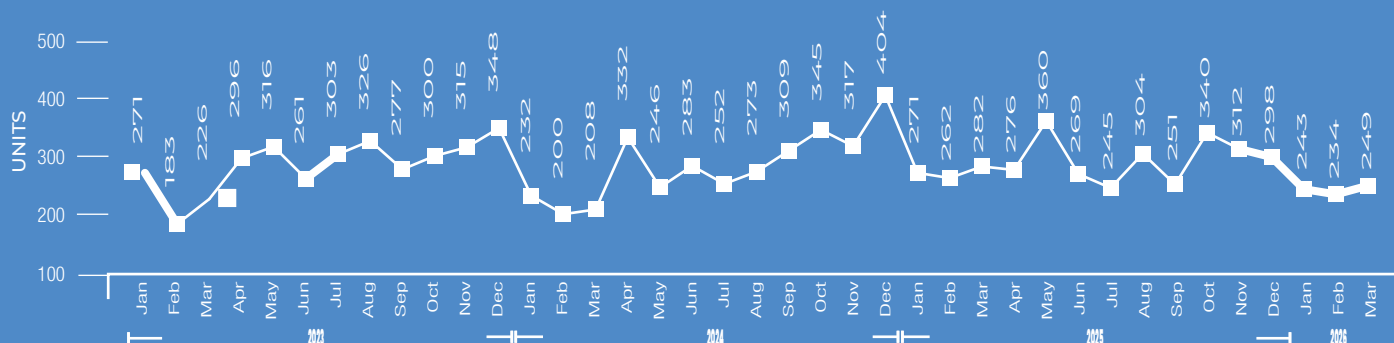
Brand	Sales by brand (March 2025)		Sales by brand (March 2026)		Accumulated sales by brand (January - March 2025)		Accumulated sales by brand (January - March 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
BYD	458	7,5%	830	12,3%	1.325	8,1%	2.117	11,5%
FIAT	859	14,1%	673	10,0%	2.755	16,9%	1.969	10,7%
CHEVROLET	681	11,2%	657	9,7%	1.741	10,7%	1.475	8,0%
VOLKSWAGEN	463	7,6%	492	7,3%	1.369	8,4%	1.318	7,2%
SUZUKI	492	8,1%	434	6,4%	1.112	6,8%	1.262	6,9%
RENAULT	485	8,0%	460	6,8%	1.258	7,7%	1.203	6,6%
HYUNDAI	500	8,2%	314	4,6%	1.201	7,4%	819	4,5%
DONGFENG	130	2,1%	200	3,0%	265	1,6%	794	4,3%
JETOUR	84	1,4%	204	3,0%	224	1,4%	562	3,1%
CHERY	177	2,9%	136	2,0%	376	2,3%	501	2,7%
OTHERS	1.757	28,9%	2.355	34,9%	4.666	28,6%	6.331	34,5%
TOTAL	6.086	100%	6.755	100%	16.292	100%	18.351	100%
LIGHT	5.804	95,4%	6.506	96,3%	15.477	95,0%	17.625	96,0%
HEAVY	282	4,6%	249	3,7%	815	5,0%	726	4,0%
TOTAL	6.086	100%	6.755	100%	16.292	100%	18.351	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Trucks and omnibus

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