



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



Published on August, 2026

Regional Market
by the end of July 2026

Distributed for



With the support AEADE **80** AÑOS

Regional automotive market - Summary

In July 2026 in comparison with July 2025: increase in **7.3%** in sales.

In July:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**79.0%**) and Paraguay (**53.0%**)
- Highest y-o-y decrease: Argentina (**30.3%**) and Chile (**7.1%**)



Light Vehicles Sales:

- **Highest y-o-y growth:** Venezuela (**56.2%**), Paraguay (**52.6%**) and Dominican Republic (**42.8%**)
- **Highest y-o-y decrease:** Argentina (**31.2%**) and Chile (**7.4%**).



Heavy Vehicles Sales:

- **Highest y-o-y growth:** Venezuela (**138.7%**), Paraguay (**59.9%**) and Dominica Republic (**54.0%**)
- **Highest y-o-y decrease:** Colombia (**31.9%**) Argentina (**13.1%**) and Mexico (**9.9%**).

COUNTRIES		Jul 2025	Jul 2026	Jan-jul 2025	Jan-jul 2026	% VAR jul 2026 -2025	% VAR jan - jul 2026 -2025
	BRAZIL	243.166	279.578	1.441.869	1.699.637	15%↑	17.9%↑
	MEXICO	129.918	133.878	866.770	904.468	3%↑	4.3%↑
	ARGENTINA	62.818	43.758	389.367	336.313	-30.3%↓	-13.6%↓
	CHILE	28.086	26.097	182.255	187.163	-7.1%↓	2.7%↑
	COLOMBIA	23.903	28.666	128.936	186.535	19.9%↑	44.7%↑
	PERU	16.956	21.767	117.029	162.488	28.4%↑	38.8%↑
	ECUADOR	11.578	14.812	66.852	92.997	27.9%↑	39.1%↑
	URUGUAY	6.153	7.073	38.643	45.600	15%↑	18%↑
	COSTA RICA*	5.608	5.781	43.239	42.803	3.1%↑	-1%↓
	GUATEMALA	5.791	6.502	35.802	42.221	12.3%↑	17.9%↑
	PANAMA	5.013	5.230	33.243	36.452	4.3%↑	9.7%↑
	PARAGUAY	3.183	4.870	21.834	33.592	53%↑	53.9%↑
	VENEZUELA	3.175	5.683	18.270	30.856	79%↑	68.9%↑
	DOMINICAN REP.	3.647	5.292	27.770	26.241	45.1%↑	-5.5%↓
Total		548.995	588.987	3.411.879	3.827.366	7.3%↑	12.2%↑

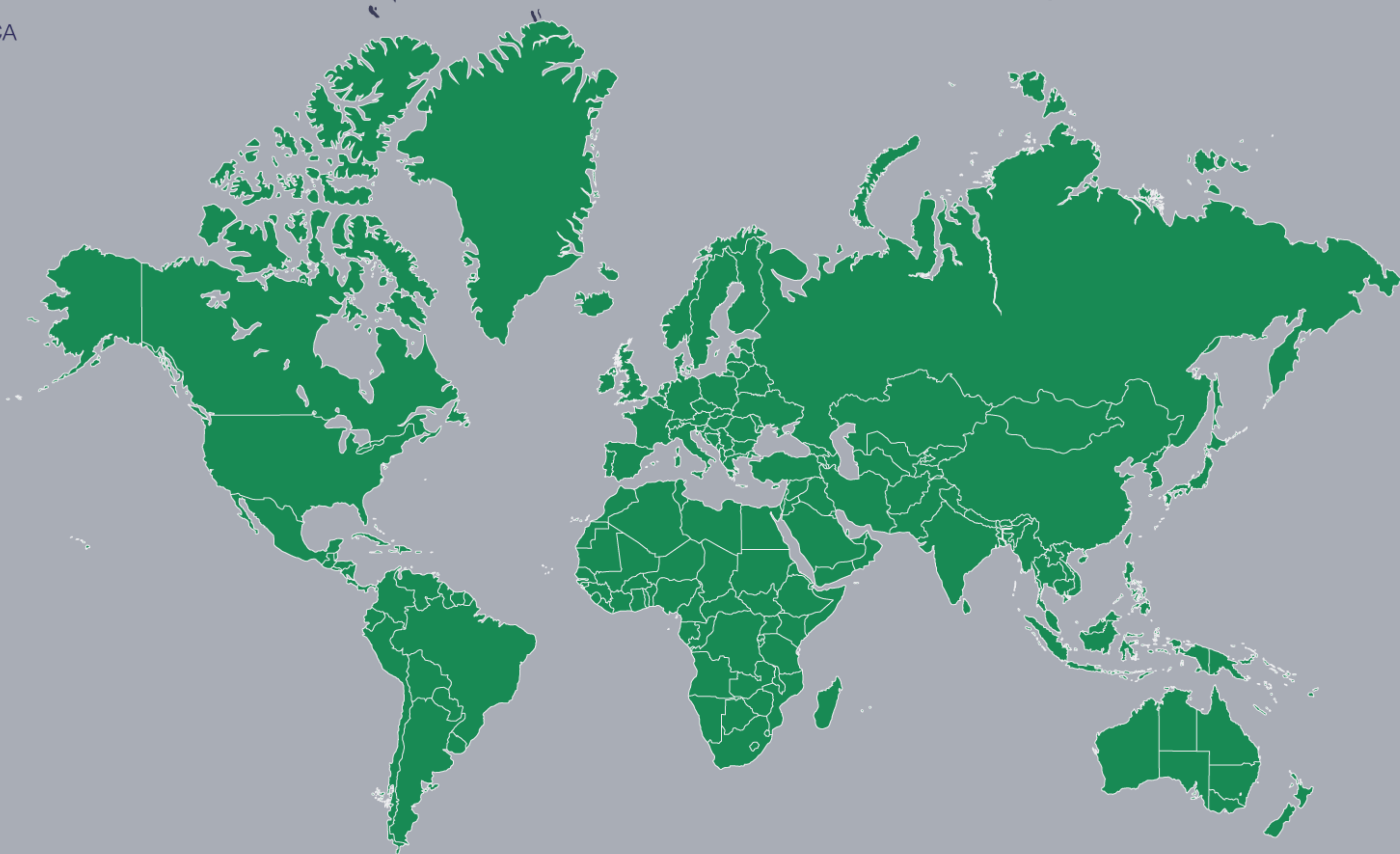
*Imports

Regional
Automotive Market

Vehicles sales
by continents

America sales		Europe sales		Asia & Oceania sales		Africa sales	
2021	22.003.539	2021	16.874.490	2021	43.618.875	2021	1.133.520
2022	20.877.258	2022	15.071.434	2022	45.952.883	2022	1.075.740
2023	23.215.717	2023	17.934.268	2023	50.641.764	2023	1.050.105
2024	24.168.628	2024	18.688.015	2024	51.393.882	2024	1.053.734
2025	24.864.617	2025	18.605.313	2025	55.018.183	2025	1.285.408

Source: OICA



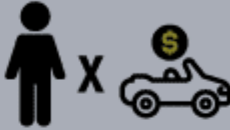
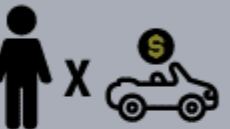
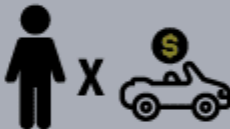
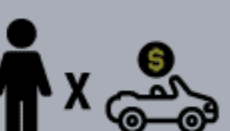
Historical vehicle sales of
member countries

* Imports	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	48.373
		PARAGUAY	32.677	30.685	32.560	39.420
		VENEZUELA	3.998	7.313	17.558	38.610
		BOLIVIA	45.724	51.012	29.692	
Total			4.965.878	5.365.426	5.792.311	6.172.602

Regional
Automotive Market

Total Vehicle Sales

Thousand units

Country	July 2025	July 2026	Jan-Jul 2025	Jan-Jul 2026	Ratio (population / light vehicle sales)
	243,2	279,6	1.441,9	1.699,6	2024: 86 2025: 84 
	129,9	133,9	866,8	904,5	2024: 88 2025: 87 
	62,8	43,8	389,4	336,3	2024: 121 2025: 83 
	28,1	26,1	182,3	187,2	2024: 66 2025: 64 
	23,9	28,7	128,9	186,5	2024: 285 2025: 230 
	17,0	21,8	117,0	162,5	2024: 226 2025: 184 
	11,6	14,8	66,9	93,0	2024: 183 2025: 164 
Imports 	5,6	5,8	43,2	42,8	2024: 76 2025: 81 
	6,2	7,1	38,6	45,6	2024: 57 2025: 50 
	5,8	6,5	35,8	42,2	2024: 378 2025: 373 
	5,0	5,2	33,2	36,5	2024: 86 2025: 79 
	3,2	4,9	21,8	33,6	2024: 248 2025: 188 
	3,6	5,3	27,8	26,2	2024: 277 2025: 288 
	3,2	5,7	18,3	30,9	2024: 4.967 2025: 2.296 

Thousand units

Country	Light vehicle sales				Heavy vehicle sales			
	Jul 2025	Jul 2026	Jan-Jul 2025	Jan-Jul 2026	Jul 2025	Jul 2026	Jan-Jul 2025	Jan-Jul 2026
	230,0	265,7	1.361,5	1.624,7	13,2	13,9	80,3	74,9
	126,5	130,8	842,8	885,4	3,4	3,0	23,9	19,1
	59,7	41,1	369,1	316,1	3,1	2,7	20,3	20,2
	27,1	25,1	175,0	180,3	1,0	1,0	7,3	6,9
	22,0	27,4	117,6	168,2	1,9	1,3	11,4	18,3
	14,9	18,9	103,7	143,8	2,1	2,9	13,3	18,7
	10,2	13,3	59,3	82,7	1,4	1,5	7,6	10,3
Imports 	5,1	5,2	39,2	38,3	0,5	0,6	4,0	4,6
	5,9	6,7	36,7	43,5	0,2	0,4	2,0	2,1
	4,5	5,1	28,1	33,1	1,2	1,4	7,7	9,2
	4,8	5,1	32,0	35,3	0,2	0,2	1,3	1,2
	3,0	4,6	20,6	31,8	0,2	0,3	1,2	1,8
	2,9	4,1	21,8	21,0	0,8	1,2	6,0	5,3
	2,3	3,6	13,0	21,4	0,9	2,1	5,3	9,4



ARGENTINA

Regional Automotive Market

Vehicle sales per thousand inhabitants*

Nominal GDP per capita (USD)

2021

2022

2023

2024

2025

8,410.632

8,813.620

9,513.823

8,812.814

12,714.359

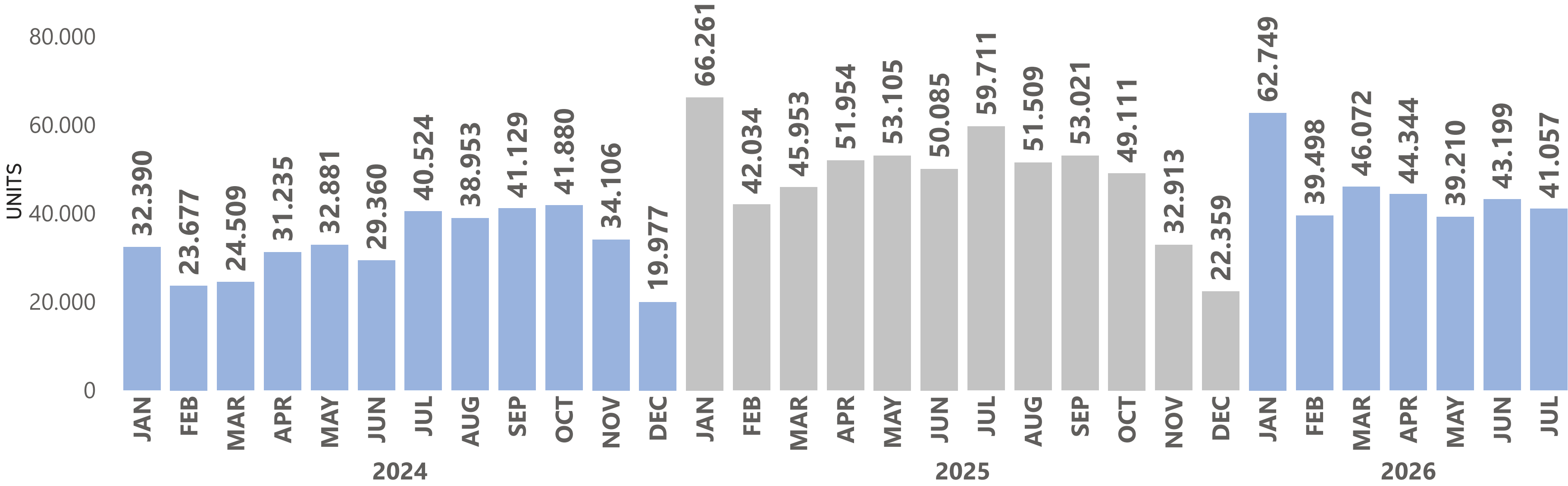
Source: FMI

*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

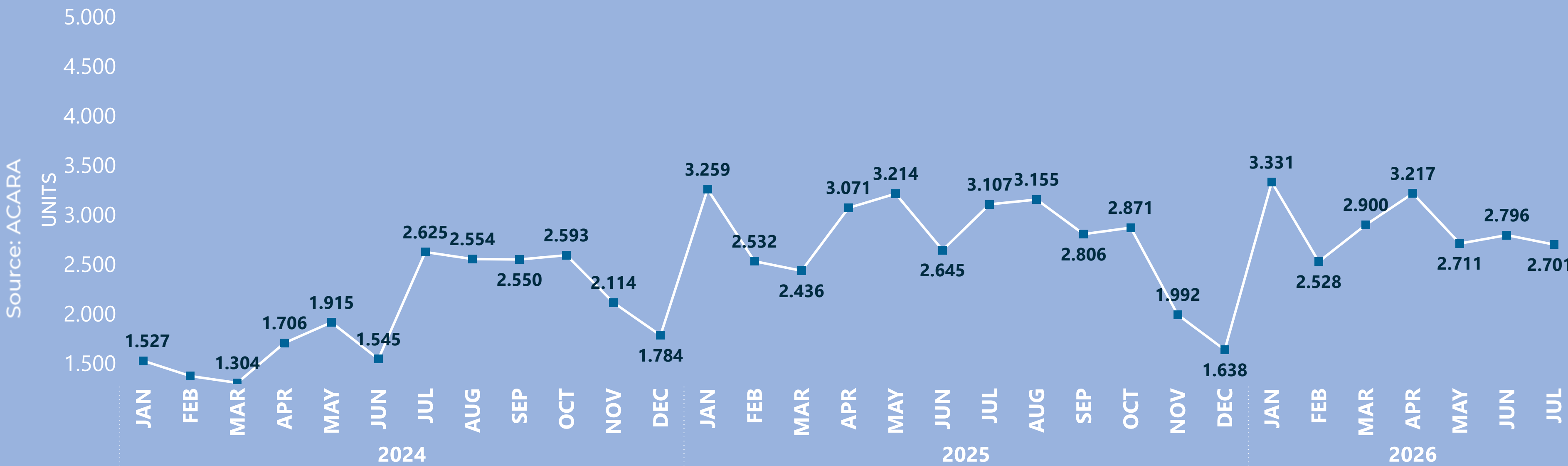
		Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
Brand		Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA		10.080	16,0 %	7.102	16,2 %	62.809	16,1 %	45.524	13,5 %
VOLKSWAGEN		9.152	14,6 %	5.199	11,9 %	63.225	16,2 %	43.850	13,0 %
FIAT		8.352	13,3 %	5.244	12,0 %	51.135	13,1 %	39.111	11,6 %
FORD		4.901	7,8 %	4.165	9,5 %	28.913	7,4 %	30.851	9,2 %
CHEVROLET		5.310	8,5 %	3.704	8,5 %	27.902	7,2 %	27.232	8,1 %
RENAULT		6.349	10,1 %	2.425	5,5 %	37.951	9,7 %	22.813	6,8 %
PEUGEOT		4.780	7,6 %	2.452	5,6 %	33.723	8,7 %	22.801	6,8 %
CITROEN		2.492	4,0 %	1.671	3,8 %	16.427	4,2 %	12.373	3,7 %
MERCEDES BENZ		1.481	2,4 %	1.250	2,9 %	9.012	2,3 %	10.610	3,2 %
BYD				996	2,3 %			9.219	2,7 %
OTHERS		9.921	15,8 %	9.550	21,8 %	58.270	15,0 %	71.929	21,4 %
Total		62.818	100,0 %	43.758	100,0 %	389.367	100,0 %	336.313	100,0 %
LIGHT		59.711	95,1 %	41.057	93,8 %	369.103	94,8 %	316.129	94,0 %
HEAVY		3.107	4,9 %	2.701	6,2 %	20.264	5,2 %	20.184	6,0 %
Total		62.818	100,0 %	43.758	100,0 %	389.367	100,0 %	336.313	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Heavy commercial vehicles



BRAZIL

Regional
Automotive
Market

2021

2022

2023

2024

2025

Vehicle sales
per thousand inhabitants*

10,5

8.166

10,4

9.455

11,3

10.268

12,4

10.296

12,6

10.578

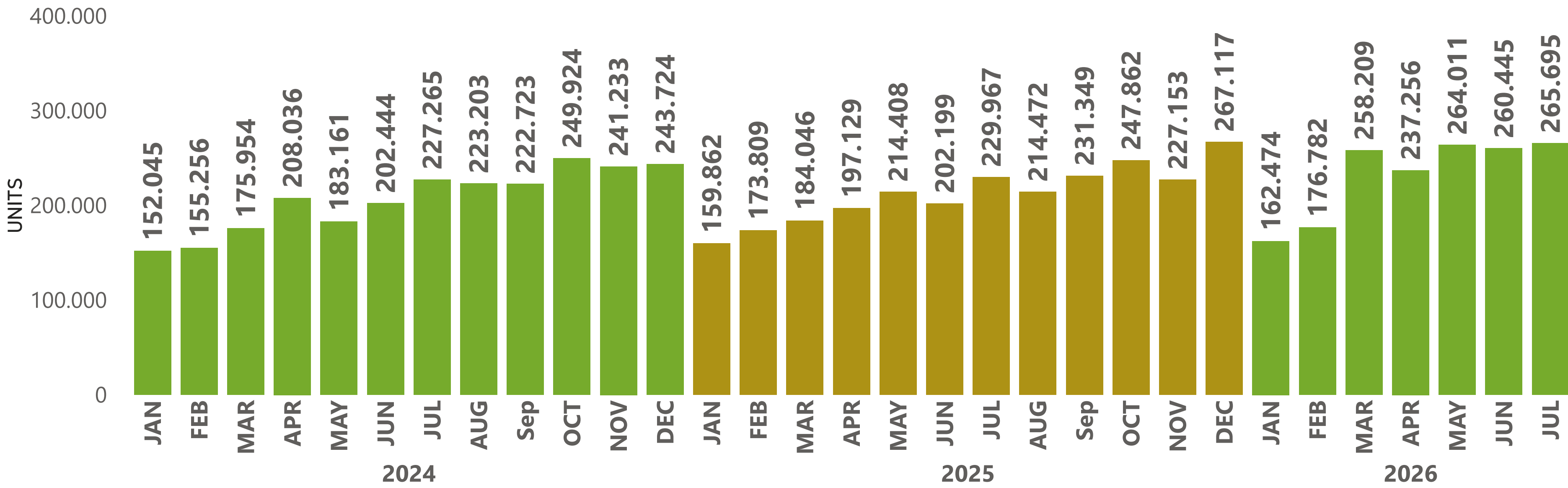
Nominal GDP per capita (USD)

Source: FMI

*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 (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
Brand		Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
Light: Passenger cars and light commercial vehicles Heavy: Trucks and buses	FIAT	50.604	20,8 %	49.026	17,5 %	292.021	20,3 %	319.959	18,8 %
	VW	45.086	18,5 %	45.593	16,3 %	247.571	17,2 %	286.807	16,9 %
	GM	24.441	10,1 %	29.224	10,5 %	144.285	10,0 %	169.927	10,0 %
	BYD	9.728	4,0 %	23.533	8,4 %	57.519	4,0 %	122.652	7,2 %
	HYUNDAI	16.573	6,8 %	13.266	4,7 %	102.901	7,1 %	109.992	6,5 %
	TOYOTA	17.291	7,1 %	15.286	5,5 %	106.299	7,4 %	95.254	5,6 %
	RENAULT	9.862	4,1 %	10.636	3,8 %	70.604	4,9 %	74.499	4,4 %
	JEEP	9.960	4,1 %	9.123	3,3 %	65.517	4,5 %	65.540	3,9 %
	HONDA	7.433	3,1 %	9.811	3,5 %	58.117	4,0 %	63.350	3,7 %
	GWM	3.932	1,6 %	9.299	3,3 %	19.191	1,3 %	44.515	2,6 %
	OTHERS	48.256	19,8 %	64.781	23,2 %	277.844	19,3 %	347.142	20,4 %
	Total	243.166	100,0 %	279.578	100,0 %	1.441.869	100,0 %	1.699.637	100,0 %
	LIGHT	229.967	94,6 %	265.695	95,0 %	1.361.546	94,4 %	1.624.740	95,6 %
	HEAVY	13.199	5,4 %	13.883	5,0 %	80.323	5,6 %	74.897	4,4 %
	Total	243.166	100,0 %	279.578	100,0 %	1.441.869	100,0 %	1.699.637	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



CHILE

Regional Automotive Market

Vehicle sales per thousand inhabitants*

Nominal GDP per capita (USD)

Source: FMI

2021

22,1

16.092

2022

22,5

15.166

2023

16,5

16.815

2024

15,9

16.365

2025

16,2

17.181

*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.

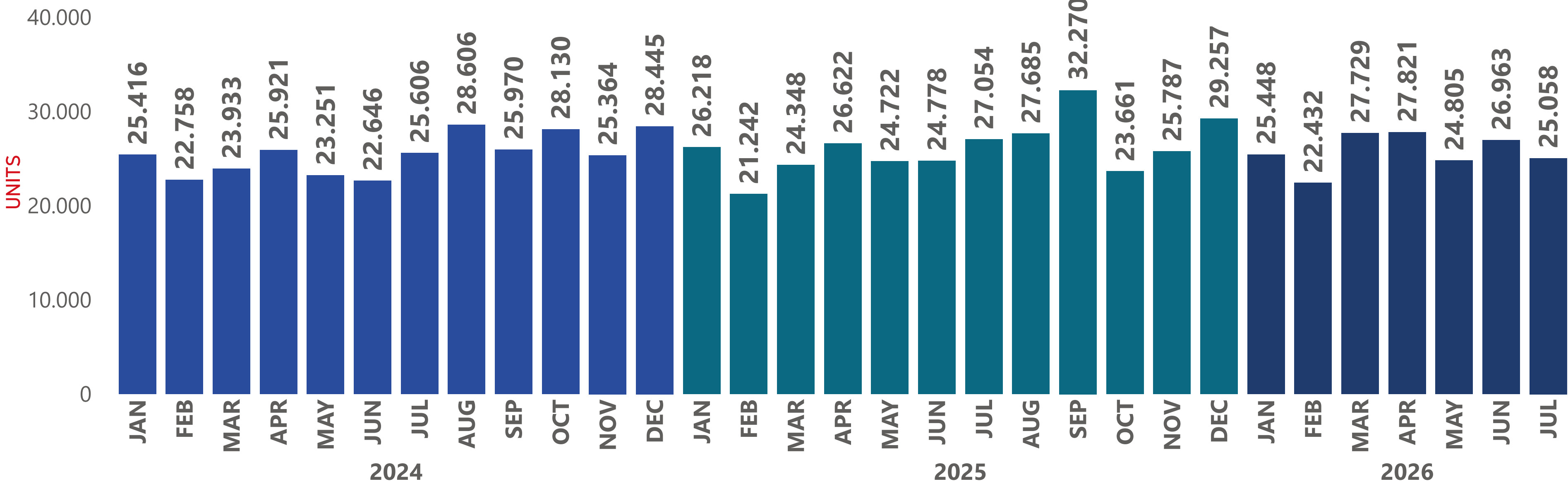
		Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
Brand		Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
Light: Passenger cars, pick up, commercial cars and SUV	TOYOTA	2.146	7,6 %	2.087	8,0 %	13.832	7,6 %	14.744	7,9 %
	SUZUKI	1.826	6,5 %	1.473	5,6 %	13.014	7,1 %	13.255	7,1 %
	HYUNDAI	1.824	6,5 %	1.857	7,1 %	11.536	6,3 %	11.997	6,4 %
	KIA	1.636	5,8 %	1.850	7,1 %	10.678	5,9 %	10.845	5,8 %
	CHEVROLET	1.781	6,3 %	1.287	4,9 %	11.237	6,2 %	9.973	5,3 %
	GWM	1.406	5,0 %	1.291	4,9 %	7.796	4,3 %	9.325	5,0 %
	FORD	1.326	4,7 %	1.119	4,3 %	8.754	4,8 %	8.961	4,8 %
	CHANGAN	1.170	4,2 %	1.080	4,1 %	6.662	3,7 %	8.510	4,5 %
	PEUGEOT	1.260	4,5 %	785	3,0 %	9.401	5,2 %	7.619	4,1 %
	MITSUBISHI	994	3,5 %	821	3,1 %	7.413	4,1 %	6.798	3,6 %
	OTHERS	12.717	45,3 %	12.447	47,7 %	81.932	45,0 %	85.136	45,5 %
	Total	28.086	100,0 %	26.097	100,0 %	182.255	100,0 %	187.163	100,0 %
	LIGHT	27.054	96,3 %	25.058	96,0 %	174.984	96,0 %	180.256	96,3 %
	HEAVY	1.032	3,7 %	1.039	4,0 %	7.271	4,0 %	6.907	3,7 %
	Total	28.086	100,0 %	26.097	100,0 %	182.255	100,0 %	187.163	100,0 %

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

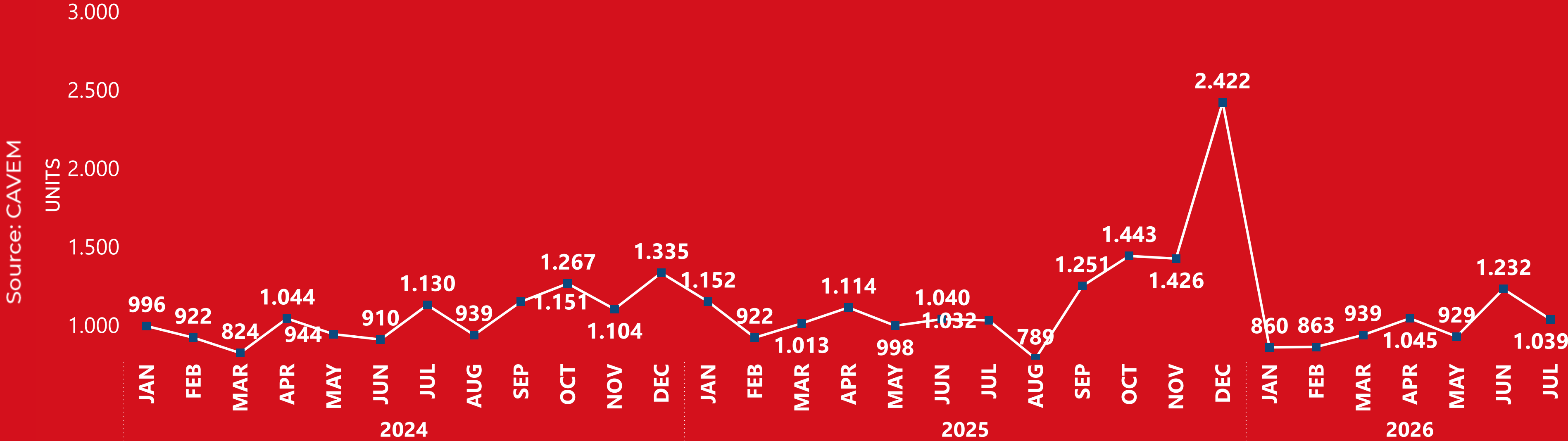
The participation is calculated based on total sales, including light and heavy vehicles

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks

COLOMBIA

Regional
Automotive
Market

2021

2022

2023

2024

2025

● Vehicle sales
per thousand inhabitants*

4,9 6.239

5,1 6.658

3,6 6.963

3,8 7.917

4,8 8.249

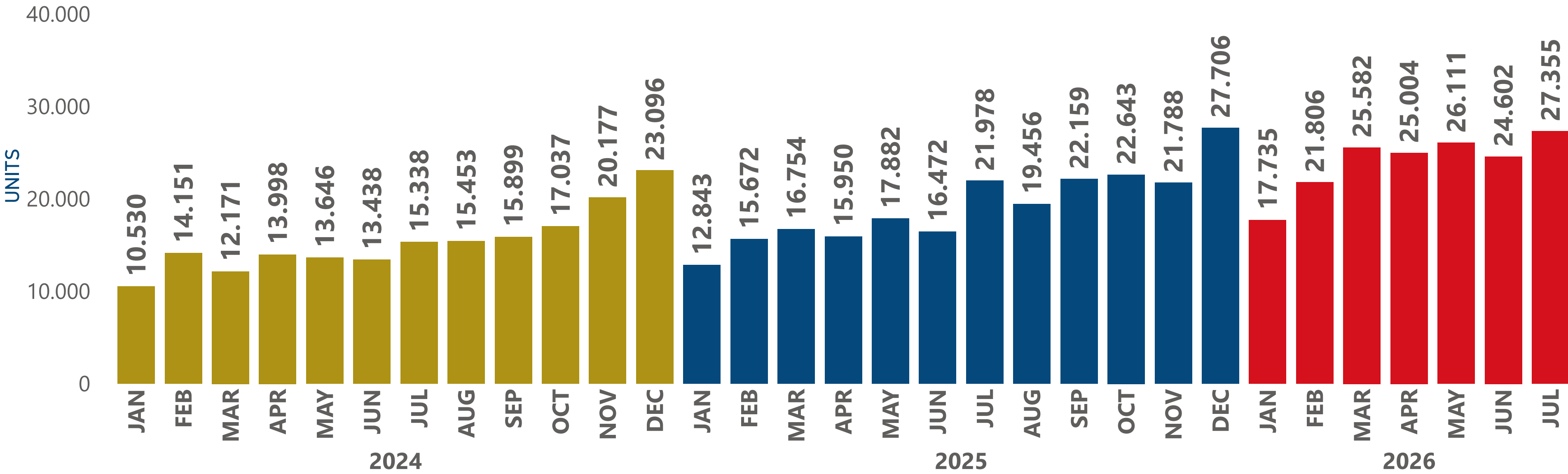
● Nominal GDP per capita (USD)
Source: FMI

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

Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle,
VAN and ambulance
Heavy: Trucks <10.5 t, trucks >10.5 t, tractor trucks,
dump trucks and buses

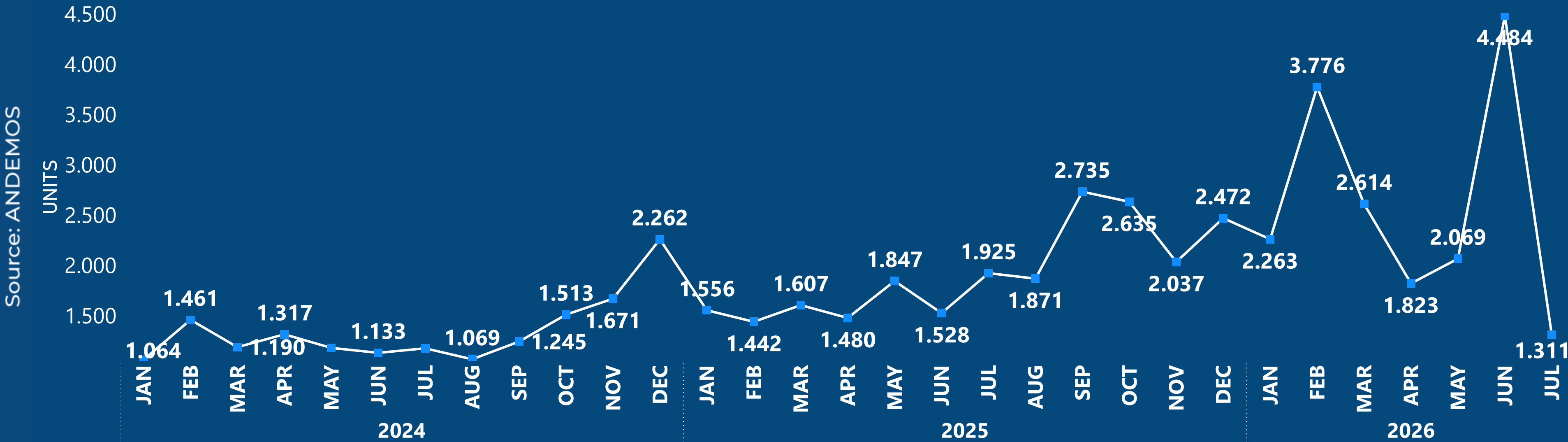
Brand	Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	3.418	14,3 %	4.051	14,1 %	17.253	13,4 %	24.515	13,1 %
RENAULT	2.988	12,5 %	2.747	9,6 %	17.145	13,3 %	18.608	10,0 %
TOYOTA	2.778	11,6 %	3.200	11,2 %	14.520	11,3 %	15.929	8,5 %
CHEVROLET	1.962	8,2 %	1.877	6,5 %	10.764	8,3 %	14.048	7,5 %
MAZDA	2.023	8,5 %	1.855	6,5 %	11.386	8,8 %	13.586	7,3 %
TESLA	1	0,0 %	1.911	6,7 %	9	0,0 %	12.078	6,5 %
SUZUKI	1.639	6,9 %	1.883	6,6 %	6.629	5,1 %	10.328	5,5 %
HYUNDAI	1.041	4,4 %	1.453	5,1 %	5.959	4,6 %	7.961	4,3 %
NISSAN	1.185	5,0 %	1.323	4,6 %	7.104	5,5 %	7.948	4,3 %
VOLKSWAGEN	912	3,8 %	1.126	3,9 %	5.086	3,9 %	7.378	4,0 %
OTHERS	5.956	24,9 %	7.240	25,3 %	33.081	25,7 %	54.156	29,0 %
Total	23.903	100,0 %	28.666	100,0 %	128.936	100,0 %	186.535	100,0 %
LIGHT	21.978	91,9 %	27.355	95,4 %	117.551	91,2 %	168.195	90,2 %
HEAVY	1.925	8,1 %	1.311	4,6 %	11.385	8,8 %	18.340	9,8 %
Total	23.903	100,0 %	28.666	100,0 %	128.936	100,0 %	186.535	100,0 %

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** 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

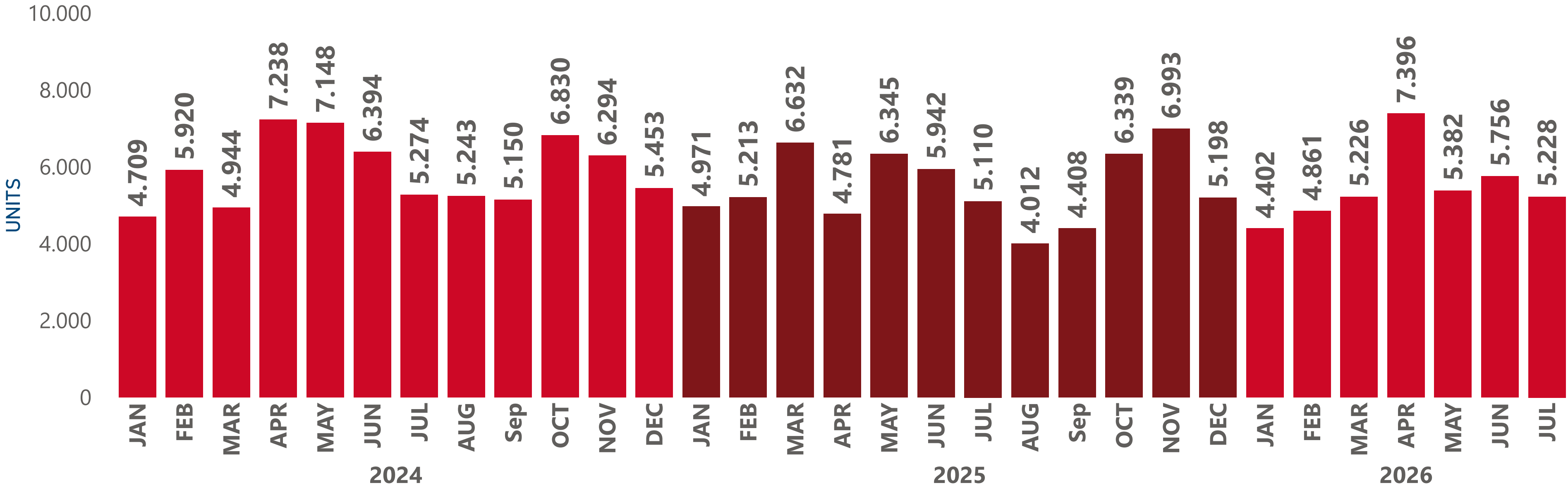
*This indicator reflects the number of new vehicles imported per thousand inhabitants. Its purpose is to measure the relationship between vehicle imports volume—including light and heavy vehicles—and the size of the population.

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

Brand	Imports by brand (July 2025)		Imports by brand (July 2026)		Accumulated imports by brand (Jan-July 2025)		Accumulated imports by brand (Jan-July 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	802	14,3 %	928	16,1 %	8.395	19,4 %	6.963	16,3 %
NISSAN	516	9,2 %	460	8,0 %	4.165	9,6 %	3.676	8,6 %
SUZUKI	503	9,0 %	410	7,1 %	3.128	7,2 %	3.167	7,4 %
MITSUBISHI	296	5,3 %	388	6,7 %	2.261	5,2 %	2.905	6,8 %
GEELY	390	7,0 %	424	7,3 %	2.551	5,9 %	2.881	6,7 %
HYUNDAI	239	4,3 %	234	4,0 %	2.184	5,1 %	2.162	5,1 %
CHERY	258	4,6 %	429	7,4 %	1.386	3,2 %	2.078	4,9 %
BYD	643	11,5 %	60	1,0 %	2.507	5,8 %	1.632	3,8 %
ISUZU	279	5,0 %	153	2,6 %	1.207	2,8 %	1.409	3,3 %
KIA	163	2,9 %	159	2,8 %	1.483	3,4 %	1.370	3,2 %
OTHERS	1.519	27,1 %	2.136	36,9 %	13.972	32,3 %	14.560	34,0 %
Total	5.608	100,0 %	5.781	100,0 %	43.239	100,0 %	42.803	100,0 %
LIGHT	5.110	91,1 %	5.228	90,4 %	39.212	90,7 %	38.251	89,4 %
HEAVY	498	8,9 %	553	9,6 %	4.027	9,3 %	4.552	10,6 %
Total	5.608	100,0 %	5.781	100,0 %	43.239	100,0 %	42.803	100,0 %

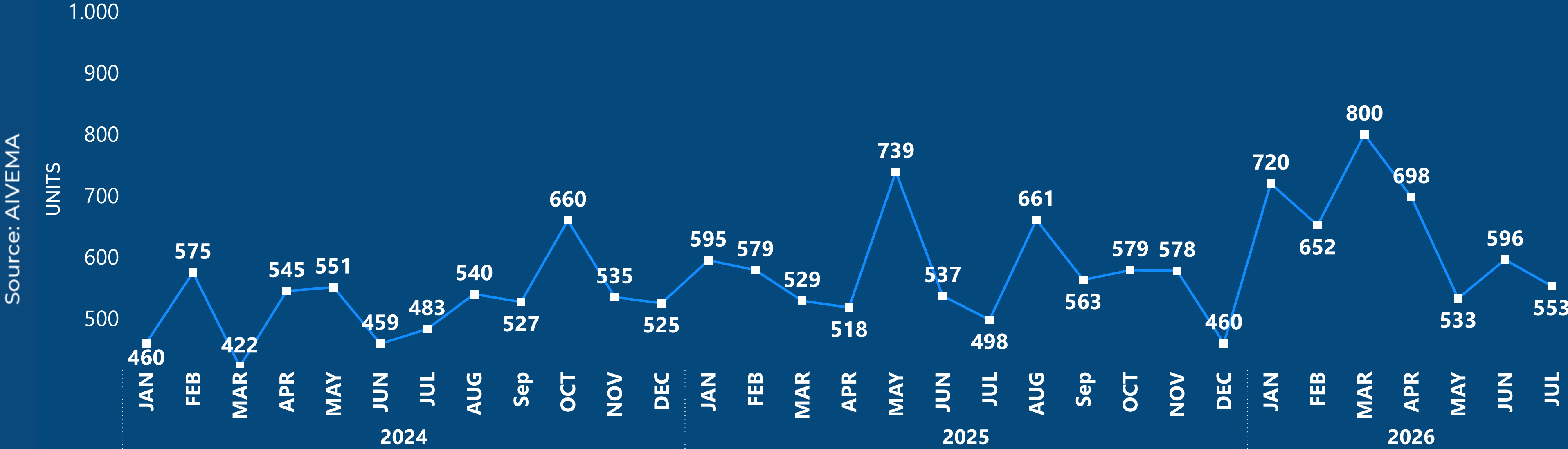
Imports data

Monthly light vehicle imports (units)



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

Monthly heavy vehicle imports (units)



*** Heavy vehicles: Buses, Trucks, Minibuses



ECUADOR

Regional Automotive Market

2021

2022

2023

2024

2025

Vehicle sales per thousand inhabitants*

6,55.979

Nominal GDP per capita (USD)

7,56.389

7,36.663

6,06.758

6,97.210

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	Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
	KIA	1.769	15,3 %	2.343	15,8 %	10.836	16,2 %	14.855	16,0 %
	CHEVROLET	1.321	11,4 %	1.604	10,8 %	9.356	14,0 %	10.945	11,8 %
	GWM	610	5,3 %	766	5,2 %	3.427	5,1 %	5.095	5,5 %
	HYUNDAI	704	6,1 %	737	5,0 %	4.021	6,0 %	4.969	5,3 %
	TOYOTA	634	5,5 %	854	5,8 %	3.474	5,2 %	4.662	5,0 %
	CHERY	515	4,4 %	643	4,3 %	3.037	4,5 %	4.428	4,8 %
	DONGFENG	299	2,6 %	773	5,2 %	1.727	2,6 %	3.553	3,8 %
	JAC	362	3,1 %	497	3,4 %	1.975	3,0 %	3.270	3,5 %
Heavy: Trucks and buses	SINOTRUK	359	3,1 %	406	2,7 %	1.731	2,6 %	2.977	3,2 %
	SUZUKI	424	3,7 %	607	4,1 %	2.684	4,0 %	2.918	3,1 %
	OTHERS	4.581	39,6 %	5.582	37,7 %	24.584	36,8 %	35.325	38,0 %
	Total	11.578	100,0 %	14.812	100,0 %	66.852	100,0 %	92.997	100,0 %
	LIGHT	10.201	88,1 %	13.276	89,6 %	59.302	88,7 %	82.738	89,0 %
	HEAVY	1.377	11,9 %	1.536	10,4 %	7.550	11,3 %	10.259	11,0 %
	Total	11.578	100,0 %	14.812	100,0 %	66.852	100,0 %	92.997	100,0 %

Monthly light vehicle sales** (units)

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
2024	8.618	8.383	12.527	7.301	7.697	7.687	7.904	8.287	7.245	7.337	7.262	7.802	7.364	7.257	8.176	8.359	8.918	9.027	10.201
2025	9.272	9.836	10.245	11.011	10.683	10.113	9.824	12.581	12.571	11.618	12.755	13.276							
2026																			

Monthly heavy vehicle sales*** (units)

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
2024	728	727	974	888	816	858	902	857	854	903	810	899	912	1.085	878	983	1.340	975	1.377
2025	992	1.383	1.368	1.178	1.685	1.229	1.066	1.569	1.727	1.475	1.657	1.536							
2026																			

Registro de vehículos nuevos del SRI

AEADE 80 años

Asociación de Empresas Automotrices del Ecuador (Aeade)



GUATEMALA

Regional Automotive Market

2022

2023

2024

2025



Vehicle sales per thousand inhabitants*

2,6

5.509

3,1

5.933

3,3

6.037

3,4

6.478



Nominal GDP per capita (USD)

Source: FMI

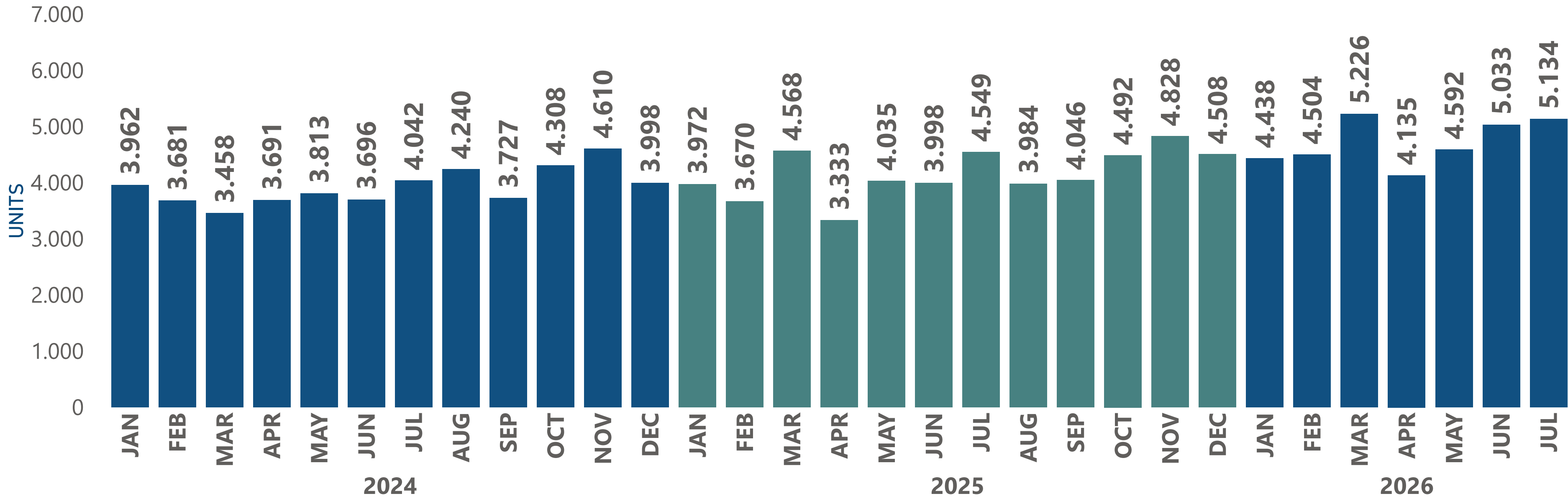
*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Hatchback, Minivan (up to 8 passengers), Sedan, Pickup truck, Panel van, 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

	Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.504	26,0 %	1.613	24,8 %	9.475	26,5 %	10.776	25,5 %
ISUZU	581	10,0 %	707	10,9 %	3.082	8,6 %	4.380	10,4 %
MITSUBISHI	323	5,6 %	469	7,2 %	2.149	6,0 %	2.752	6,5 %
JAC	319	5,5 %	434	6,7 %	1.958	5,5 %	2.638	6,2 %
SUZUKI	352	6,1 %	430	6,6 %	1.619	4,5 %	2.409	5,7 %
KIA	391	6,8 %	293	4,5 %	2.333	6,5 %	2.156	5,1 %
CHANGAN	287	5,0 %	294	4,5 %	1.753	4,9 %	2.136	5,1 %
HINO	239	4,1 %	253	3,9 %	1.636	4,6 %	1.754	4,2 %
FOTON	225	3,9 %	182	2,8 %	1.272	3,6 %	1.629	3,9 %
VOLKSWAGEN	210	3,6 %	176	2,7 %	1.496	4,2 %	1.196	2,8 %
OTHERS	1.360	23,5 %	1.651	25,4 %	9.029	25,2 %	10.395	24,6 %
Total	5.791	100,0 %	6.502	100,0 %	35.802	100,0 %	42.221	100,0 %
LIGHT	4.549	78,6 %	5.134	79,0 %	28.125	78,6 %	33.062	78,3 %
HEAVY	1.242	21,4 %	1.368	21,0 %	7.677	21,4 %	9.159	21,7 %
Total	5.791	100,0 %	6.502	100,0 %	35.802	100,0 %	42.221	100,0 %

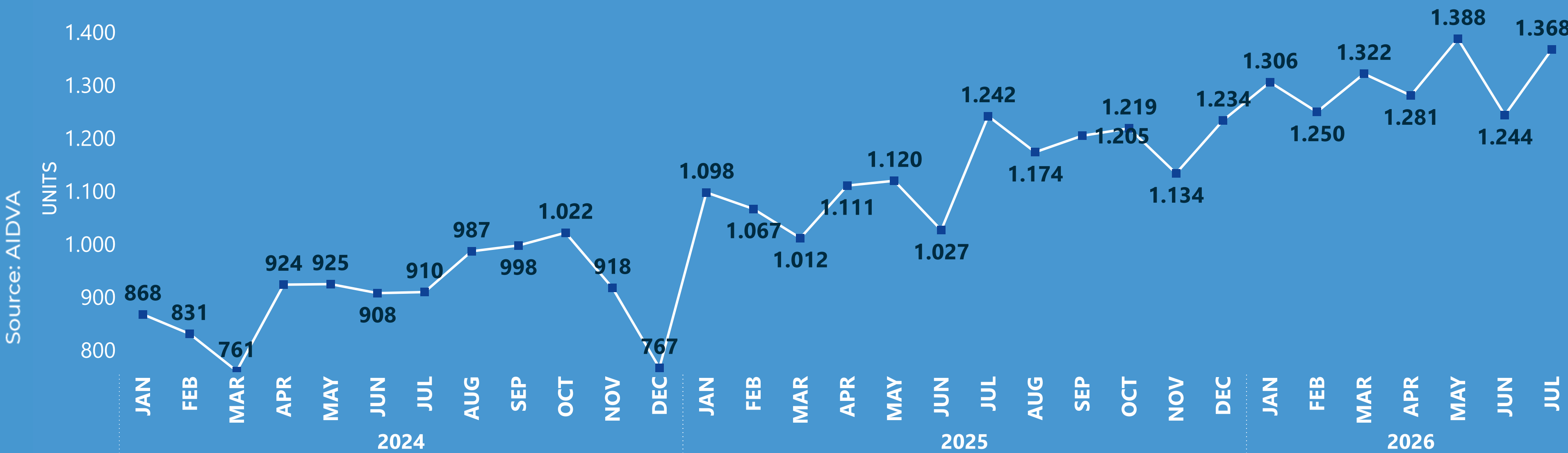
Some brands do not record sales in the periods prior to their entry and registration in the country, as well as before their affiliation with AIDVA

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



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



Asociación de Importadores y Distribuidores de Vehículos Automotores (AIDVA)



MEXICO

Regional Automotive Market

2021

2022

2023

2024

2025

Vehicle sales per thousand inhabitants*

8,1 10.177

8,7 11.266

10,8 13.641

11,8 13.971

11,7 13.967

Nominal GDP per capita (USD)

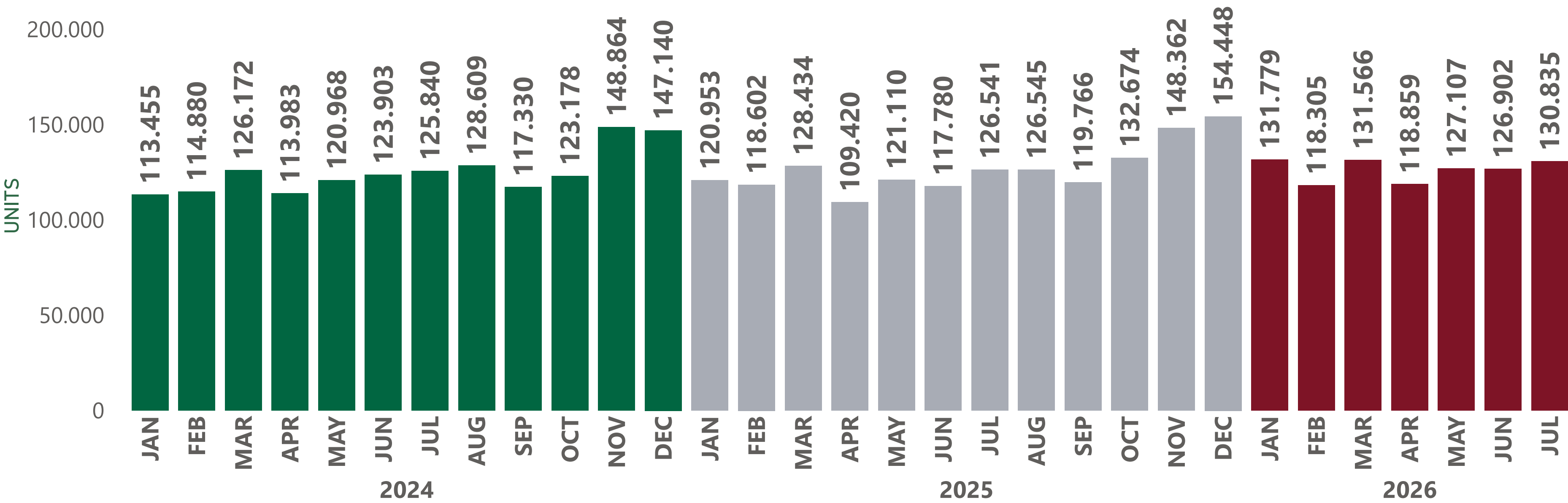
Source: FMI

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

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

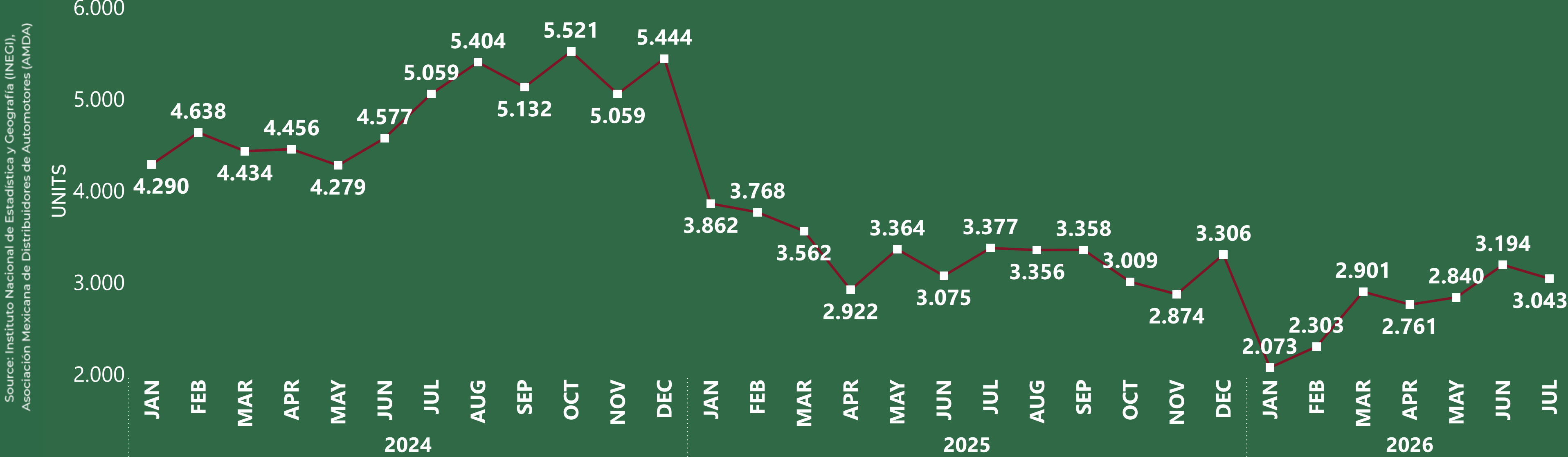
Brand	Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	23.614	18,2 %	23.454	17,5 %	151.897	17,5 %	150.553	16,6 %
CHEVROLET	14.701	11,3 %	15.114	11,3 %	102.416	11,8 %	106.065	11,7 %
VOLKSWAGEN	11.090	8,5 %	11.794	8,8 %	76.685	8,8 %	78.178	8,6 %
TOYOTA	10.471	8,1 %	11.074	8,3 %	70.731	8,2 %	73.203	8,1 %
KIA	9.302	7,2 %	9.307	7,0 %	62.244	7,2 %	64.159	7,1 %
MAZDA	9.803	7,5 %	8.847	6,6 %	59.712	6,9 %	60.857	6,7 %
MG	4.357	3,4 %	4.213	3,1 %	27.597	3,2 %	32.013	3,5 %
HYUNDAI	4.712	3,6 %	4.800	3,6 %	29.951	3,5 %	31.234	3,5 %
RAM	2.947	2,3 %	5.322	4,0 %	20.425	2,4 %	30.288	3,3 %
FORD	4.628	3,6 %	4.542	3,4 %	30.116	3,5 %	29.561	3,3 %
OTHERS	34.293	26,4 %	35.411	26,5 %	234.996	27,1 %	248.357	27,5 %
Total	129.918	100,0 %	133.878	100,0 %	866.770	100,0 %	904.468	100,0 %
LIGHT	126.541	97,4 %	130.835	97,7 %	842.840	97,2 %	885.353	97,9 %
HEAVY	3.377	2,6 %	3.043	2,3 %	23.930	2,8 %	19.115	2,1 %
Total	129.918	100,0 %	133.878	100,0 %	866.770	100,0 %	904.468	100,0 %

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



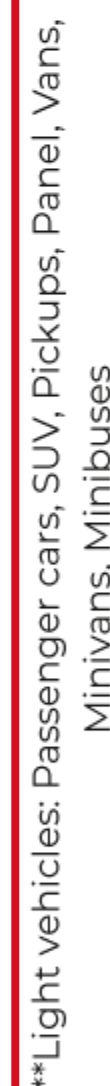
Regional Automotive Market

2025

13,2 19.802

*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



Asociación de Distribuidores de Automóviles de Panamá (ADAP)



PARAGUAY

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

4,3 5.433

4,4 5.598

4,1 5.685

4,3 5.869

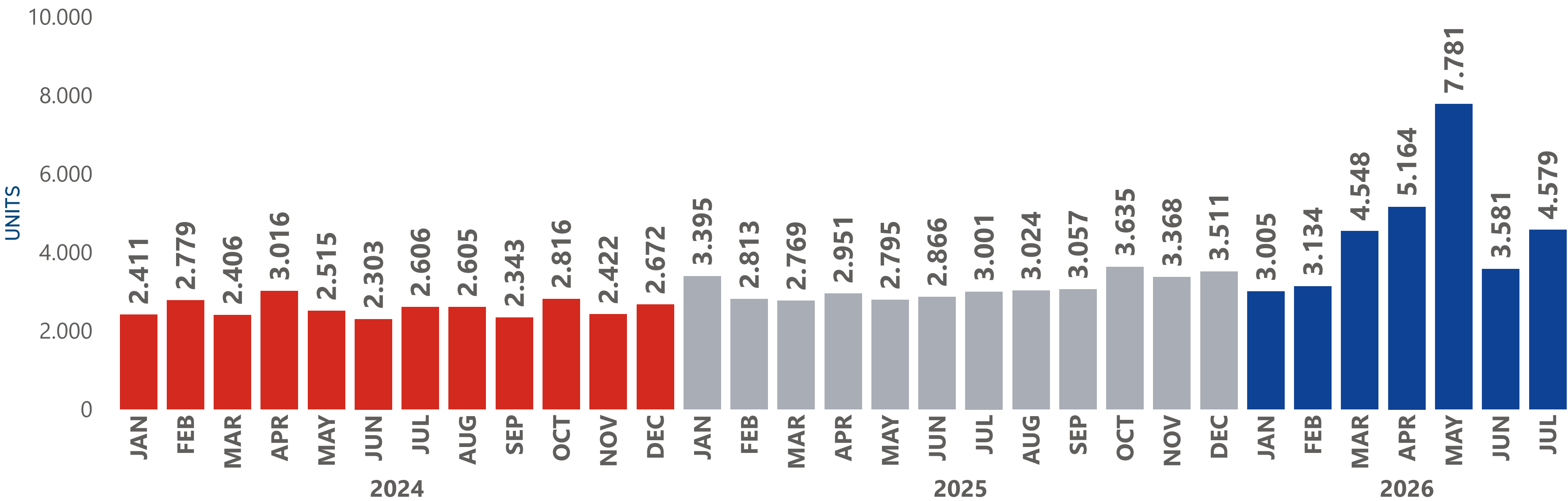
5,7 6.799

● 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.

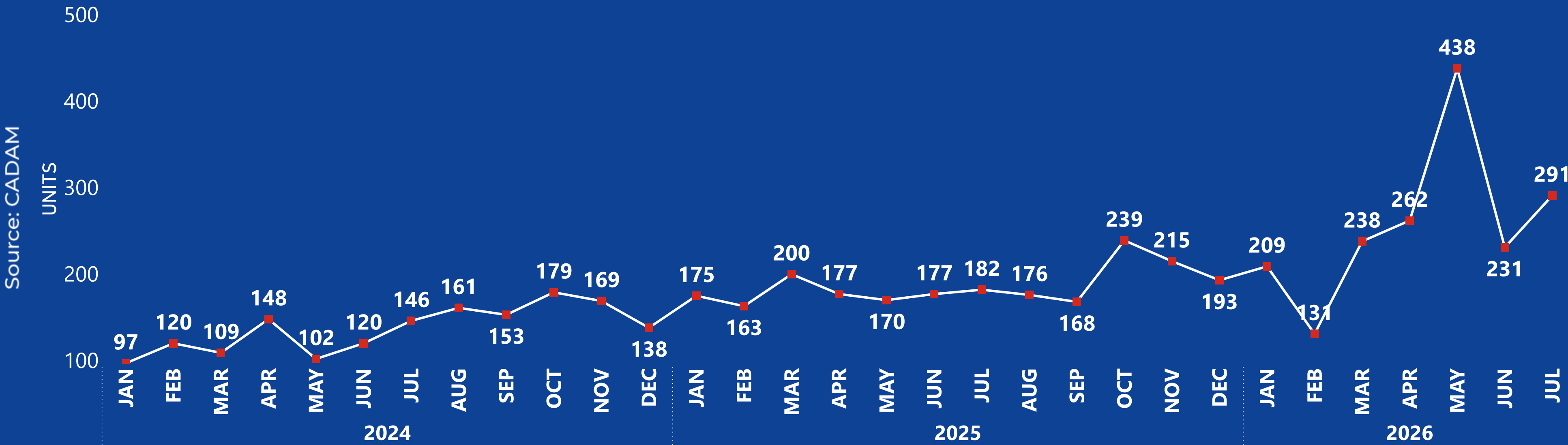
Light: Passenger cars, pick up, vans, minibus and SUV Heavy: Trucks and omnibus		Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
	TOYOTA	378	11,9 %	637	13,1 %	2.825	12,9 %	4.100	12,2 %
	CHEVROLET	356	11,2 %	423	8,7 %	2.336	10,7 %	3.422	10,2 %
	KIA	485	15,2 %	417	8,6 %	3.454	15,8 %	3.417	10,2 %
	HYUNDAI	335	10,5 %	535	11,0 %	2.447	11,2 %	3.283	9,8 %
	FIAT	205	6,4 %	308	6,3 %	1.269	5,8 %	2.230	6,6 %
	VOLKSWAGEN	172	5,4 %	284	5,8 %	1.207	5,5 %	2.037	6,1 %
	SUZUKI	118	3,7 %	304	6,2 %	782	3,6 %	1.542	4,6 %
	NISSAN	133	4,2 %	137	2,8 %	1.064	4,9 %	1.451	4,3 %
	GEELY	110	3,5 %	180	3,7 %	707	3,2 %	1.285	3,8 %
	CHERY	44	1,4 %	211	4,3 %	145	0,7 %	1.179	3,5 %
	OTHERS	847	26,6 %	1.434	29,4 %	5.598	25,6 %	9.646	28,7 %
	Total	3.183	100,0 %	4.870	100,0 %	21.834	100,0 %	33.592	100,0 %
LIGHT	3.001	94,3 %	4.579	94,0 %	20.590	94,3 %	31.792	94,6 %	
HEAVY	182	5,7 %	291	6,0 %	1.244	5,7 %	1.800	5,4 %	
Total	3.183	100,0 %	4.870	100,0 %	21.834	100,0 %	33.592	100,0 %	

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and omnibuses

PERU

Regional
Automotive
Market

2021

2022

2023

2024

2025

Vehicle sales
per thousand inhabitants*

5,2 6.677

5,2 7.159

5,3 7.913

5,0 8.316

6,2 9.256

Nominal GDP per capita (USD)

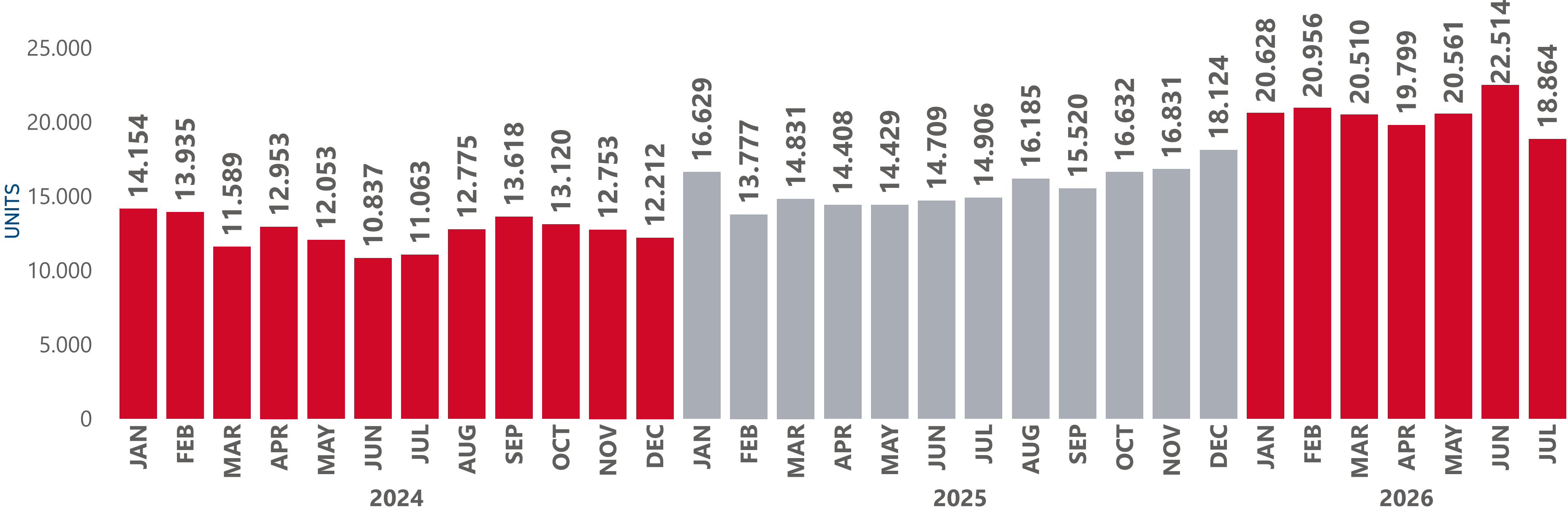
Source: FMI

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

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

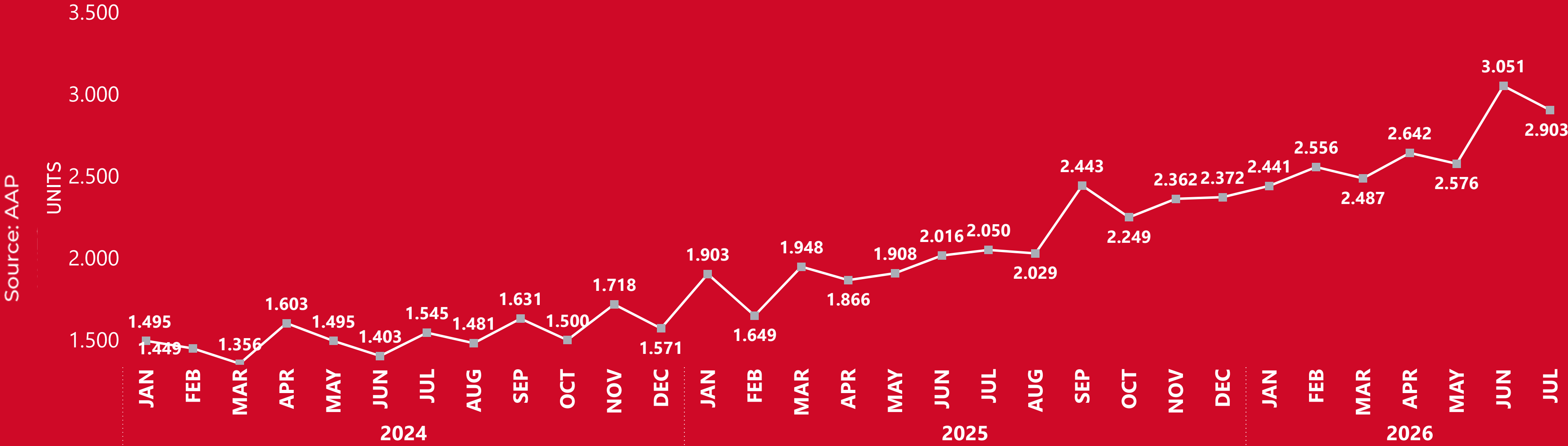
Brand	Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	3.287	19,4 %	3.531	16,2 %	21.431	18,3 %	26.221	16,1 %
KIA	1.418	8,4 %	1.911	8,8 %	9.699	8,3 %	13.673	8,4 %
HYUNDAI	1.256	7,4 %	1.768	8,1 %	9.709	8,3 %	13.404	8,2 %
CHANGAN	959	5,7 %	1.137	5,2 %	6.275	5,4 %	9.539	5,9 %
JETOUR	563	3,3 %	1.217	5,6 %	3.597	3,1 %	8.641	5,3 %
JAC	631	3,7 %	837	3,8 %	4.473	3,8 %	6.785	4,2 %
CHEVROLET	673	4,0 %	803	3,7 %	5.316	4,5 %	6.678	4,1 %
GEELY	442	2,6 %	973	4,5 %	3.015	2,6 %	6.393	3,9 %
FORD	548	3,2 %	775	3,6 %	3.903	3,3 %	6.122	3,8 %
CHERY	366	2,2 %	601	2,8 %	2.500	2,1 %	5.123	3,2 %
OTHERS	6.813	40,2 %	8.214	37,7 %	47.111	40,3 %	59.909	36,9 %
Total	16.956	100,0 %	21.767	100,0 %	117.029	100,0 %	162.488	100,0 %
LIGHT	14.906	87,9 %	18.864	86,7 %	103.689	88,6 %	143.832	88,5 %
HEAVY	2.050	12,1 %	2.903	13,3 %	13.340	11,4 %	18.656	11,5 %
Total	16.956	100,0 %	21.767	100,0 %	117.029	100,0 %	162.488	100,0 %

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



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



DOMINICAN REPUBLIC

Regional Automotive Market

Vehicle sales per thousand inhabitants*

Nominal GDP per capita (USD)

Source: FMI

2021

2,29.023

2022

3,110.715

2023

4,311.279

2024

4,411.542

2025

4,411.919

*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	Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
	TOYOTA	708	19,4 %	635	12,0 %	4.178	15,0 %	3.481	13,3 %
	KIA	489	13,4 %	847	16,0 %	4.096	14,7 %	2.840	10,8 %
	HYUNDAI	368	10,1 %	292	5,5 %	2.809	10,1 %	2.210	8,4 %
	ISUZU	156	4,3 %	442	8,4 %	2.257	8,1 %	1.944	7,4 %
	CHANGAN	128	3,5 %	331	6,3 %	788	2,8 %	1.671	6,4 %
	SUZUKI	134	3,7 %	356	6,7 %	1.151	4,1 %	1.288	4,9 %
	NISSAN	146	4,0 %	212	4,0 %	901	3,2 %	1.095	4,2 %
	CHEVROLET	182	5,0 %	130	2,5 %	965	3,5 %	1.093	4,2 %
	GEELY	51	1,4 %	181	3,4 %	740	2,7 %	801	3,1 %
	JETOUR	87	2,4 %	189	3,6 %	485	1,7 %	767	2,9 %
	OTHERS	1.198	32,8 %	1.677	31,7 %	9.400	33,8 %	9.051	34,5 %
	Total	3.647	100,0 %	5.292	100,0 %	27.770	100,0 %	26.241	100,0 %
	LIGHT	2.895	79,4 %	4.134	78,1 %	21.795	78,5 %	20.953	79,8 %
	HEAVY	752	20,6 %	1.158	21,9 %	5.975	21,5 %	5.288	20,2 %
	Total	3.647	100,0 %	5.292	100,0 %	27.770	100,0 %	26.241	100,0 %

Monthly light vehicle sales** (units)

Month	Units
JAN 2024	3.819
FEB 2024	3.808
MAR 2024	4.551
APR 2024	2.628
MAY 2024	2.956
JUN 2024	2.668
JUL 2024	3.040
AUG 2024	1.875
SEP 2024	2.442
OCT 2024	3.888
NOV 2024	3.282
DEC 2024	3.973
JAN 2025	4.187
FEB 2025	3.617
MAR 2025	3.222
APR 2025	2.501
MAY 2025	3.006
JUN 2025	2.367
JUL 2025	2.895
AUG 2025	3.333
SEP 2025	2.611
OCT 2025	3.006
NOV 2025	2.277
DEC 2025	5.232
JAN 2026	2.982
FEB 2026	3.064
MAR 2026	3.454
APR 2026	2.394
MAY 2026	2.361
JUN 2026	2.564
JUL 2026	4.134

Monthly heavy vehicle sales*** (units)

Month	Units
JAN 2024	697
FEB 2024	852
MAR 2024	717
APR 2024	713
MAY 2024	913
JUN 2024	565
JUL 2024	696
AUG 2024	612
SEP 2024	829
OCT 2024	946
NOV 2024	731
DEC 2024	733
JAN 2025	934
FEB 2025	933
MAR 2025	993
APR 2025	698
MAY 2025	883
JUN 2025	782
JUL 2025	752
AUG 2025	775
SEP 2025	737
OCT 2025	735
NOV 2025	512
DEC 2025	1.385
JAN 2026	446
FEB 2026	970
MAR 2026	667
APR 2026	685
MAY 2026	749
JUN 2026	613
JUL 2026	1.158

Patentamientos - Dirección General de Impuestos Internos (DGII)

Asociación de Concesionarios de Fabricantes de Vehículos, Inc. (ACOFAVE)



URUGUAY

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

14,8

17.334

15,8

20.022

17,3

21.657

18,6

23.053

20,8

24.378

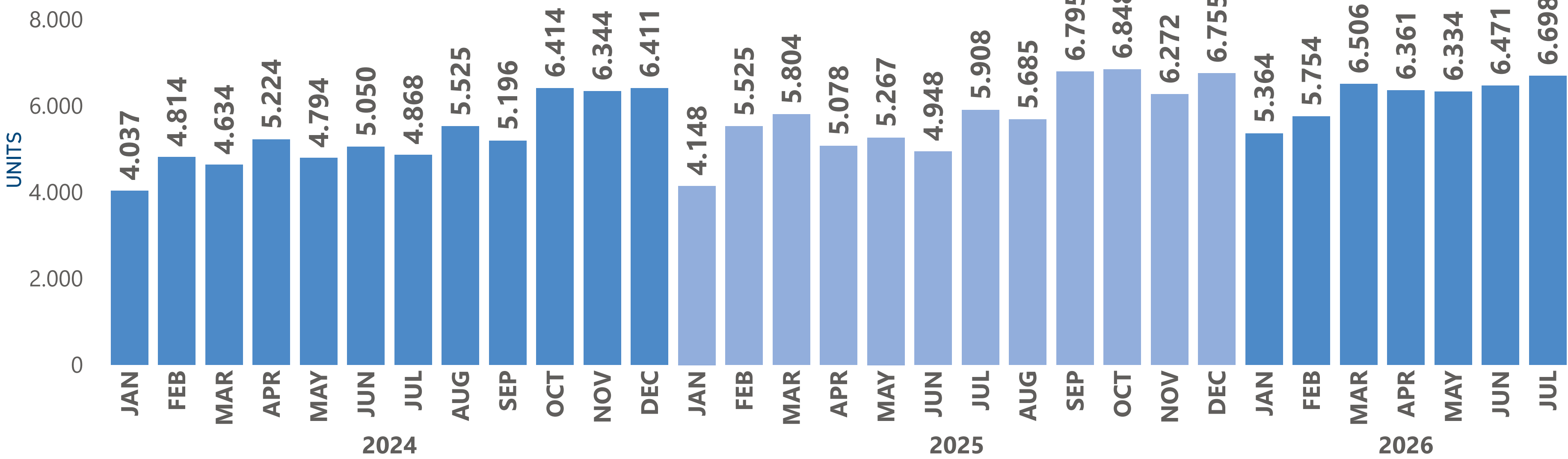
● Nominal GDP per capita (USD)
Source: FMI

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

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

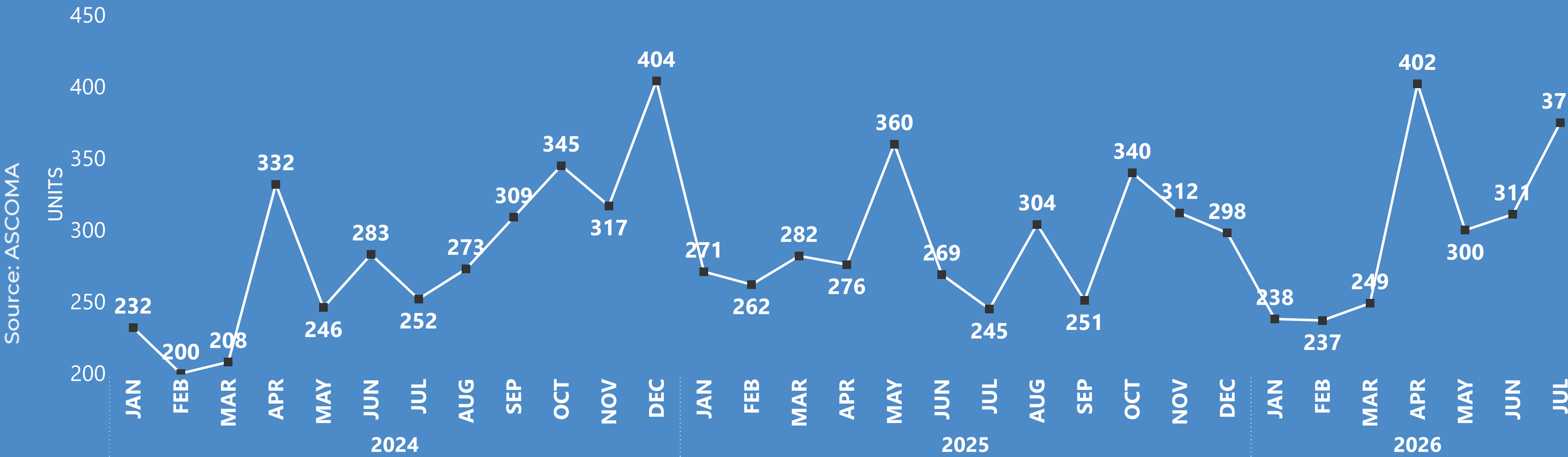
Brand	Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
BYD	743	12,1 %	737	10,4 %	3.574	9,2 %	5.188	11,4 %
FIAT	710	11,5 %	609	8,6 %	5.576	14,4 %	4.353	9,5 %
CHEVROLET	470	7,6 %	508	7,2 %	3.544	9,2 %	3.775	8,3 %
RENAULT	420	6,8 %	350	4,9 %	3.308	8,6 %	2.993	6,6 %
VOLKSWAGEN	541	8,8 %	268	3,8 %	3.392	8,8 %	2.801	6,1 %
SUZUKI	679	11,0 %	382	5,4 %	2.266	5,9 %	2.799	6,1 %
DONGFENG	159	2,6 %	594	8,4 %	819	2,1 %	2.136	4,7 %
HYUNDAI	360	5,9 %	206	2,9 %	2.659	6,9 %	1.875	4,1 %
GEELY	89	1,4 %	253	3,6 %	487	1,3 %	1.814	4,0 %
TOYOTA	119	1,9 %	260	3,7 %	932	2,4 %	1.383	3,0 %
OTHERS	1.863	30,3 %	2.906	41,1 %	12.086	31,3 %	16.483	36,1 %
Total	6.153	100,0 %	7.073	100,0 %	38.643	100,0 %	45.600	100,0 %
LIGHT	5.908	96,0 %	6.698	94,7 %	36.678	94,9 %	43.488	95,4 %
HEAVY	245	4,0 %	375	5,3 %	1.965	5,1 %	2.112	4,6 %
Total	6.153	100,0 %	7.073	100,0 %	38.643	100,0 %	45.600	100,0 %

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Trucks and omnibus



VENEZUELA

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

0,07 ● 2.090

0,15 ● 3.422

0,28 ● 3.738

0,66 ● 4.019

1,45 ● 3.103

● Nominal GDP per capita (USD)

Source: FMI

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

		Sales by brand (July 2025)		Sales by brand (July 2026)		Accumulated sales by brand (Jan-July 2025)		Accumulated sales by brand (Jan-July 2026)	
Passenger: SUV and passenger cars Commercial: Minibus, trucks, pick up, tractor trucks and vans	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
	JAC	969	30,5 %	2.042	35,9 %	6.462	35,4 %	12.746	41,3 %
	TOYOTA	1.249	39,3 %	1.733	30,5 %	7.040	38,5 %	8.330	27,0 %
	CHANGAN	270	8,5 %	434	7,6 %	1.201	6,6 %	2.049	6,6 %
	FORD	139	4,4 %	362	6,4 %	584	3,2 %	1.424	4,6 %
	FIAT	100	3,1 %	140	2,5 %	717	3,9 %	1.130	3,7 %
	MMC	154	4,9 %	202	3,6 %	513	2,8 %	1.037	3,4 %
	FOTON	105	3,3 %	150	2,6 %	520	2,8 %	939	3,0 %
	KIA	16	0,5 %	150	2,6 %	370	2,0 %	768	2,5 %
	MACK	0	0,0 %	163	2,9 %	0	0,0 %	714	2,3 %
	HONDA			120	2,1 %	0	0,0 %	564	1,8 %
	OTHERS	173	5,4 %	187	3,3 %	863	4,7 %	1.155	3,7 %
	Total	3.175	100,0 %	5.683	100,0 %	18.270	100,0 %	30.856	100,0 %
	PASSENGERS	2.299	72,4 %	3.592	63,2 %	13.007	71,2 %	21.442	69,5 %
	COMMERCIAL	876	27,6 %	2.091	36,8 %	5.263	28,8 %	9.414	30,5 %
	Total	3.175	100,0 %	5.683	100,0 %	18.270	100,0 %	30.856	100,0 %

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 vehicles sales** (units)

Year	Month	Units
2024	JAN	542
	FEB	590
	MAR	661
	APR	948
	MAY	865
	JUN	860
	JUL	871
	AUG	991
	SEP	1.023
	OCT	1.318
	NOV	1.437
	DEC	1.416
2025	JAN	963
	FEB	1.493
	MAR	2.043
	APR	2.068
	MAY	2.187
	JUN	1.954
	JUL	2.299
	AUG	2.108
	SEP	2.803
	OCT	3.144
	NOV	3.285
	DEC	3.185
2026	JAN	2.346
	FEB	2.519
	MAR	3.041
	APR	3.140
	MAY	3.607
	JUN	3.197
	JUL	3.592

**Passenger: SUV and passenger cars

Monthly commercial vehicles sales*** (units)

Year	Month	Units
2024	JAN	287
	FEB	374
	MAR	364
	APR	559
	MAY	508
	JUN	533
	JUL	568
	AUG	600
	SEP	627
	OCT	510
	NOV	544
	DEC	562
2025	JAN	378
	FEB	558
	MAR	1.012
	APR	851
	MAY	753
	JUN	835
	JUL	876
	AUG	882
	SEP	994
	OCT	1.198
	NOV	1.461
	DEC	1.280
2026	JAN	1.124
	FEB	1.008
	MAR	1.218
	APR	1.040
	MAY	1.258
	JUN	1.675
	JUL	2.091

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

Cámara Automotriz de Venezuela (CAVENEZ)



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