

Regional Automotive Market



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Regional Market
by the end of February 2025

Distributed for



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Asociación Ecuatoriana de
Automotores del Ecuador

Regional automotive market - Summary

In February 2025 in comparison with February 2024: increase in **10.4%** in sales.

In February:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**110.1%**) and Argentina (**71.3%**)
- Highest y-o-y decrease: Costa Rica (**10.9%**) and Ecuador (**8.5%**)

Light Vehicles Sales:



- Highest y-o-y growth: Venezuela (**143.4%**), Argentina (**70.8%**) and Uruguay (**14.2%**)
- Highest y-o-y decrease: Ecuador (**13.5%**), Costa Rica (**12.0%**) and Chile (**6.7%**)



Heavy Vehicles Sales:

- Highest y-o-y growth: Argentina (**80.3%**), Venezuela (**57.5%**) and Ecuador (**49.1%**)
- Highest y-o-y decrease: Mexico (**18.5%**) and Colombia (**1.3%**)

Countries		February 2024	February 2025	Jan - February 2024	Jan - February 2025	% VAR Feb 2025 -2024	% VAR Jan - Feb 2025 -2024
	Brazil	165.225	184.956	326.840	356.204	11,9%	9,0%
	Mexico	119.038	121.451	236.426	245.289	2,0%	3,7%
	Argentina	25.050	42.918	58.967	111.906	71,3%	89,8%
	Chile	23.680	22.164	50.092	49.534	-6,4%	-1,1%
	Peru	15.384	15.426	31.033	33.958	0,3%	9,4%
	Colombia	15.612	17.114	27.206	31.513	9,6%	15,8%
	Ecuador	9.110	8.337	18.456	16.577	-8,5%	-10,2%
	*Costa Rica	6.509	5.802	11.690	11.648	-10,9%	-0,4%
	Uruguay	5.014	5.761	9.283	10.131	14,9%	9,1%
	Paraguay	2.899	2.976	5.407	6.546	2,7%	21,1%
	Venezuela	964	2.025	1.793	3.383	110,1%	88,7%

*Imports

America sales

2019	25.389.729
2020	20.817.485
2021	22.014.634
2022	20.876.860
2023	23.247.296

Europe sales

2019	20.930.134
2020	16.714.115
2021	16.882.466
2022	15.071.434
2023	17.890.200

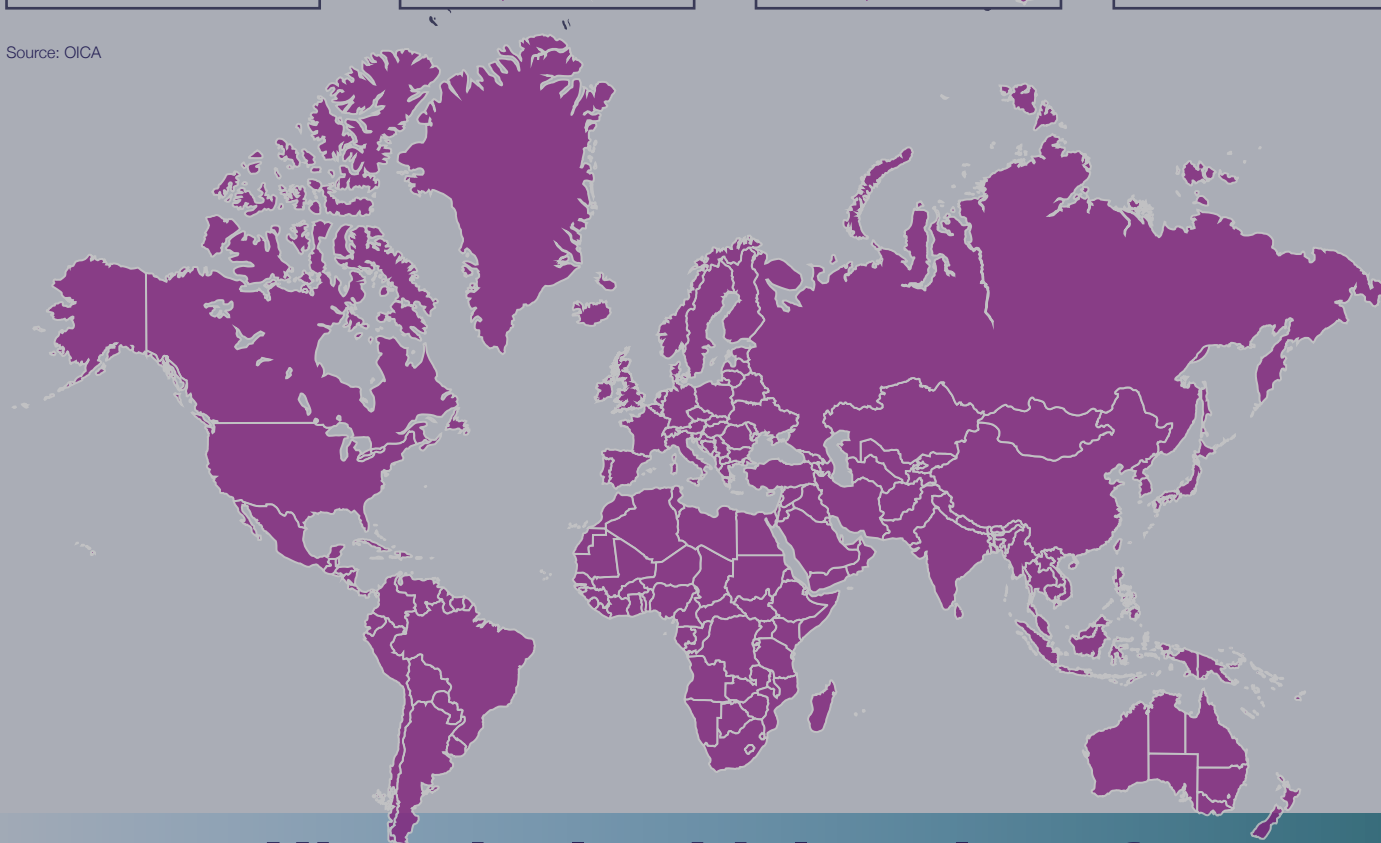
Asia & Oceania sales

2019	43.724.043
2020	40.330.258
2021	42.724.577
2022	45.838.945
2023	50.528.563

Africa sales

2019	1.200.291
2020	925.708
2021	1.133.520
2022	1.075.388
2023	1.049.842

Source: OICA



Historical vehicle sales of



member countries

Countries	2021	2022	2023	2024
Argentina	383.663	406.792	445.009	409.959
*Bolivia	42.693	45.724	51.012	29.692
Brazil	2.119.851	2.104.461	2.308.689	2.634.917
Chile	434.347	448.261	329.588	318.612
Colombia	250.497	262.595	186.826	201.219
*Costa Rica	32.181	40.159	57.446	76.880
Ecuador	115.371	134.170	132.388	108.266
Mexico	1.046.732	1.134.443	1.413.921	1.555.115
Paraguay	31.798	32.677	30.685	32.560
Peru	174.751	177.543	181.812	169.309
Uruguay	52.329	56.112	61.789	66.664
Venezuela	1.794	3.998	7.313	17.558
Total	4.653.826	4.846.935	5.206.478	5.620.751

*Imports

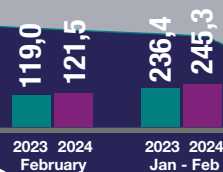
Regional Automotive Market

Total Vehicle sales

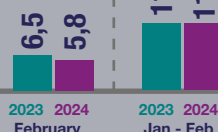
(thousand units)

2024 2025

Vehicle sales



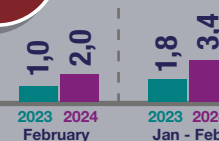
Ratio (population / light vehicle sales)



Ratio (population / light vehicle sales)



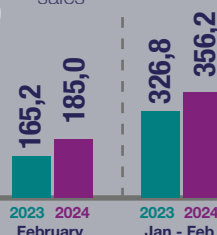
Vehicle sales



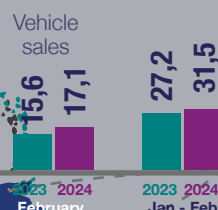
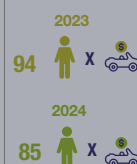
Ratio (population / light vehicle sales)



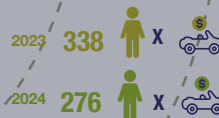
Vehicle sales



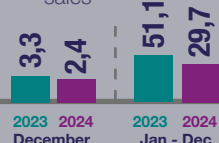
Ratio (population / light vehicle sales)



Ratio (population / light vehicle sales)



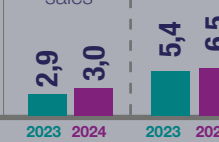
Vehicle sales



Ratio (population / light vehicle sales)



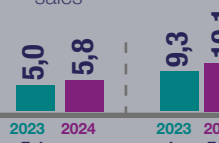
Vehicle sales



Ratio (population / light vehicle sales)



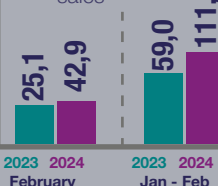
Vehicle sales



Ratio (population / light vehicle sales)



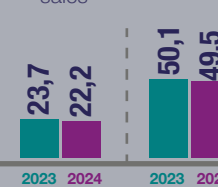
Vehicle sales



Ratio (population / light vehicle sales)



Vehicle sales



Ratio (population / light vehicle sales)



Source:

Ecuador - Asociación de Empresas Automotrices del Ecuador (AEADE).
 Chile - Cámara de Comercio Automotriz de Chile (CAVEM).
 Colombia - Asociación Nacional de Movilidad Sostenible (ANDEMOS).
 Bolivia - Cámara Automotor Boliviana (CAB).
 Brasil - Asociación Nacional de Fabricantes de Vehículos Automotores (ANFAVEA).
 México - Instituto Nacional de Estadística y Geografía (INEGI) - Asociación Nacional de Productores de Autobuses, Camiones y Tractocamiones (ANPACT).
 Argentina - Asociación de Concesionarios de Automotores de la República Argentina (ACARA).
 Venezuela - Cámara Automotriz de Venezuela (CAVENEZ).
 Perú - Asociación Automotriz del Perú (AAP).
 Paraguay - Cámara de Distribuidores de Automotores y Maquinarias (CADAM).
 Uruguay - Asociación de Concesionarios de Marcas de Automotores (ASCOMA).
 Costa Rica - Asociación de Importadores de Vehículos y Maquinaria (Anvema).

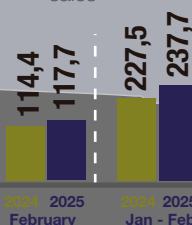
Regional Automotive Market

Vehicle sales Light* and heavy**

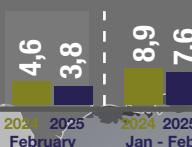
(thousand units)

2024 2025

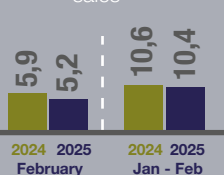
*Light vehicle sales



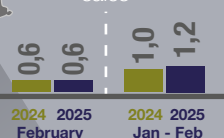
**Heavy vehicle sales



*Light vehicle sales



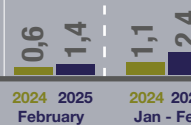
**Heavy vehicle sales



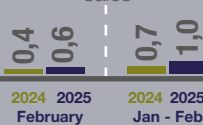
*Light vehicles: automobiles, pickups, SUV, VAN

** Heavy vehicles: trucks and buses

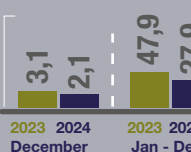
Passenger vehicle sales



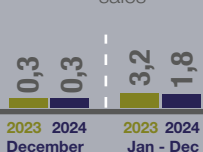
Commercial vehicle sales



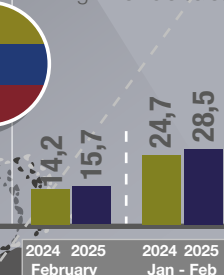
*Light vehicle sales



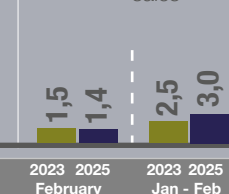
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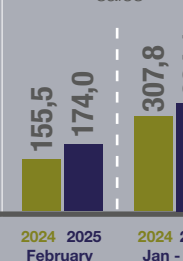
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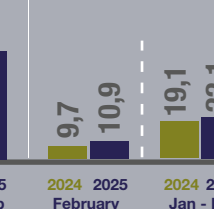
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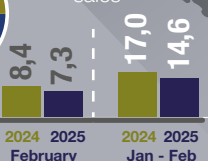
*Light vehicle sales



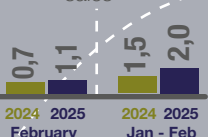
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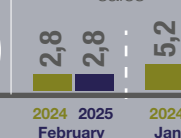
*Light vehicle sales



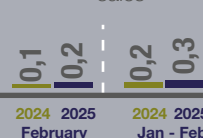
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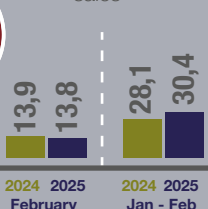
*Light vehicle sales



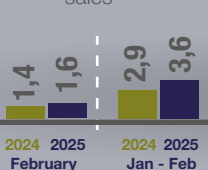
**Heavy vehicle sales



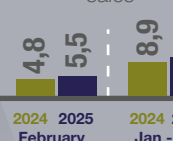
*Light vehicle sales



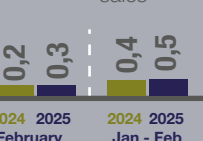
**Heavy vehicle sales



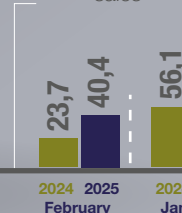
*Light vehicle sales



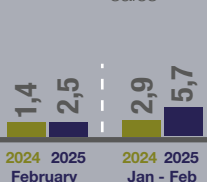
**Heavy vehicle sales



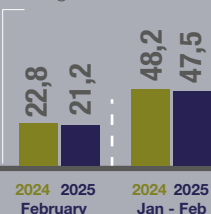
*Light vehicle sales



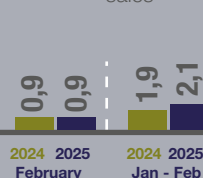
**Heavy vehicle sales



*Light vehicle sales



**Heavy vehicle sales



Source:
Ecuador - Asociación de Empresas Automotrices del Ecuador (Aeade).
Chile - Cámara de Comercio Automotriz de Chile (CAVEM).
Colombia - Asociación Nacional de Movilidad Sostenible (Andemos).
Bolivia - Cámara Automotriz Boliviana (CAB).
Brasil - Asociación Nacional de Fabricantes de Vehículos Automotores (Anfavea).
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Paraguay - Cámara de Distribuidores de Automotores y Maquinarias (CADAM).
Uruguay - Asociación de Concesionarios de Marcas de Automotores (Ascoma).
Costa Rica - Asociación de Importadores de Vehículos y Maquinaria (Anvema).



ARGENTINA

Regional Automotive Market

2020

2021

2022

2023

2024

Motorization index*

7,5 8.572

8,4 10.632

8,8 13.620

9,5 13.823

8,7 12.814

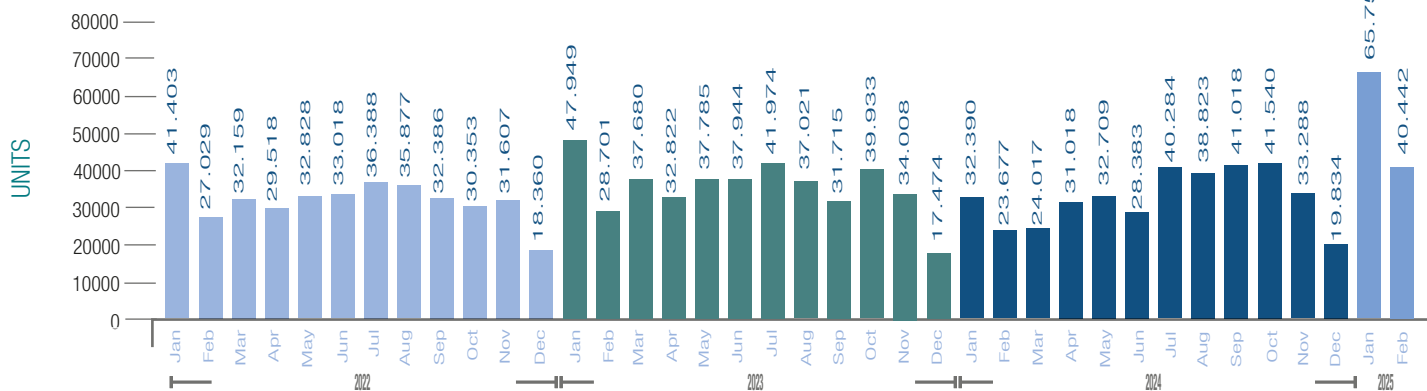
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

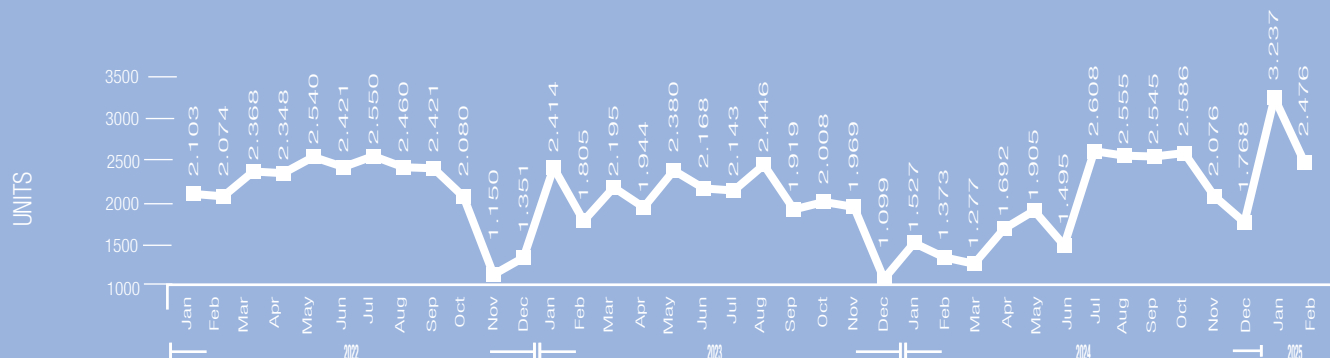
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
VOLKSWAGEN	3.759	15,0%	7.406	17,3%	8.458	14,3%	19.203	17,2%
TOYOTA	4.755	19,0%	6.673	15,5%	9.190	15,6%	17.102	15,3%
FIAT	3.321	13,3%	5.927	13,8%	8.541	14,5%	15.246	13,6%
PEUGEOT	2.238	8,9%	4.218	9,8%	6.078	10,3%	12.361	11,0%
RENAULT	2.319	9,3%	4.171	9,7%	5.966	10,1%	10.377	9,3%
FORD	2.250	9,0%	2.286	5,3%	5.463	9,3%	7.705	6,9%
CHEVROLET	1.278	5,1%	2.892	6,7%	3.571	6,1%	6.632	5,9%
CITROEN	819	3,3%	2.004	4,7%	2.128	3,6%	5.050	4,5%
JEEP	1.086	4,3%	1.227	2,9%	2.421	4,1%	3.721	3,3%
MERCEDES BENZ	657	2,6%	1.131	2,6%	1.725	2,9%	2.831	2,5%
OTHERS	2.568	10,3%	4.983	11,6%	5.426	9,2%	11.678	10,4%
TOTAL	25.050	100%	42.918	100%	58.967	100%	111.906	100%
LIGHT	23.677	94,5%	40.442	94,2%	56.067	95,1%	106.193	94,9%
HEAVY	1.373	5,5%	2.476	5,8%	2.900	4,9%	5.713	5,1%
TOTAL	25.050	100%	42.918	100%	58.967	100%	111.906	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: ACARA - FMI

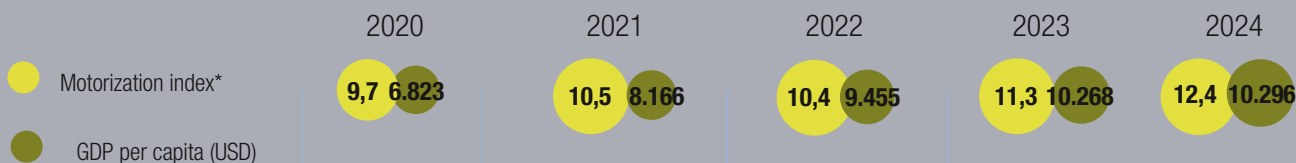


Asociación de Concesionarios de Automotores de la República Argentina (Acara)



BRAZIL

Regional Automotive Market

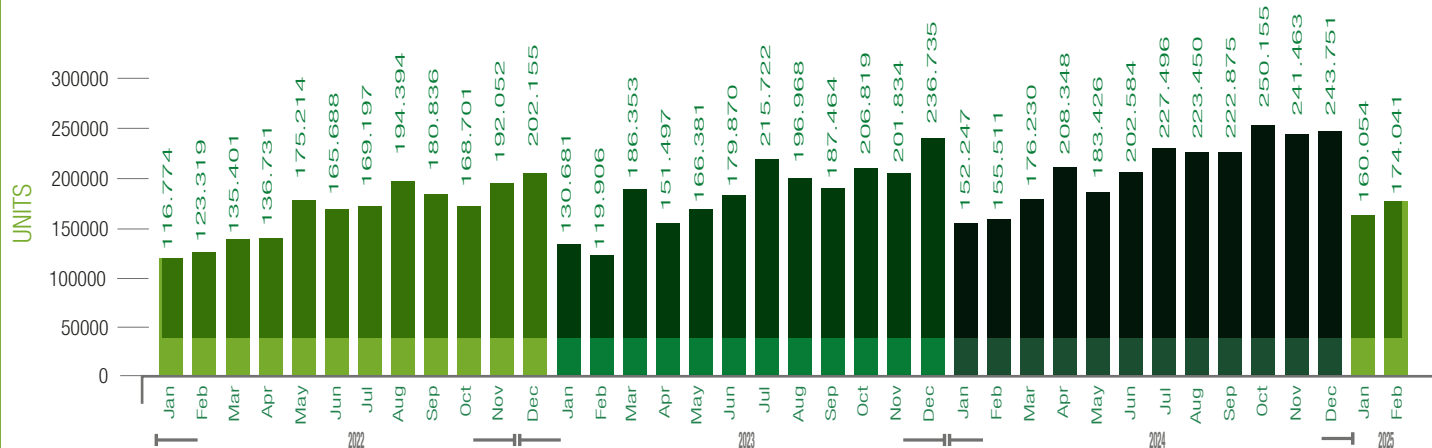


*Motorization index: vehicle sales per thousand people

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

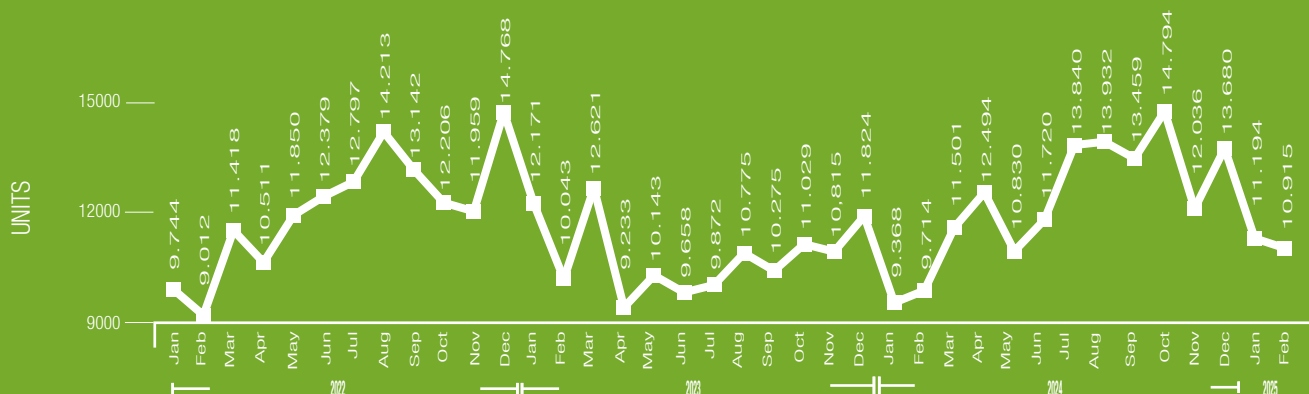
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	34.325	20,8%	37.347	20,2%	65.174	19,9%	71.693	20,1%
VOLKSWAGEN	23.908	14,5%	27.421	14,8%	46.053	14,1%	48.547	13,6%
GENERAL MOTORS	16.548	10,0%	16.009	8,7%	35.470	10,9%	35.665	10,0%
TOYOTA	13.396	8,1%	15.893	8,6%	27.120	8,3%	27.471	7,7%
HYUNDAI	11.986	7,3%	11.625	6,3%	26.253	8,0%	21.433	6,0%
JEEP	8.760	5,3%	9.173	5,0%	16.644	5,1%	18.405	5,2%
RENAULT	10.046	6,1%	10.100	5,5%	17.335	5,3%	18.307	5,1%
HONDA	5.443	3,3%	8.316	4,5%	10.598	3,2%	15.718	4,4%
NISSAN	5.867	3,6%	5.914	3,2%	11.930	3,7%	12.452	3,5%
CHERY	3.329	2,0%	4.161	2,2%	6.799	2,1%	8.847	2,5%
OTHERS	31.617	19,1%	38.997	21,1%	63.464	19,4%	77.666	21,8%
TOTAL	165.225	100%	184.956	100%	326.840	100%	356.204	100%
LIGHT	155.511	94,1%	174.041	94,1%	307.758	94,2%	334.095	93,8%
HEAVY	9.714	5,9%	10.915	5,9%	19.082	5,8%	22.109	6,2%
TOTAL	165.225	100%	184.956	100%	326.840	100%	356.204	100%

Monthly light vehicle sales** (units)



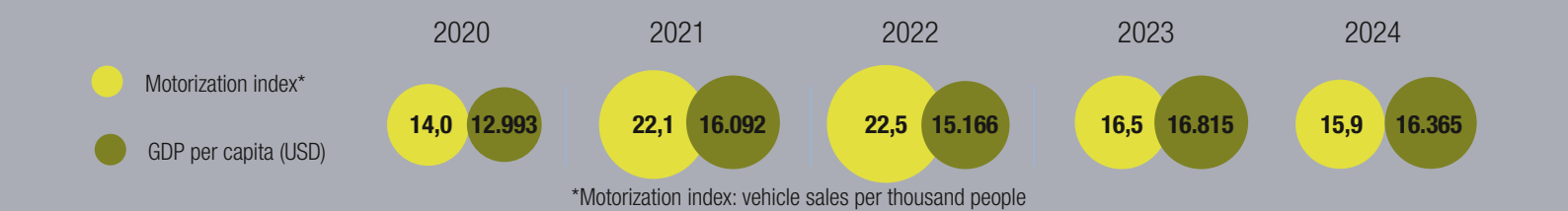
**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)

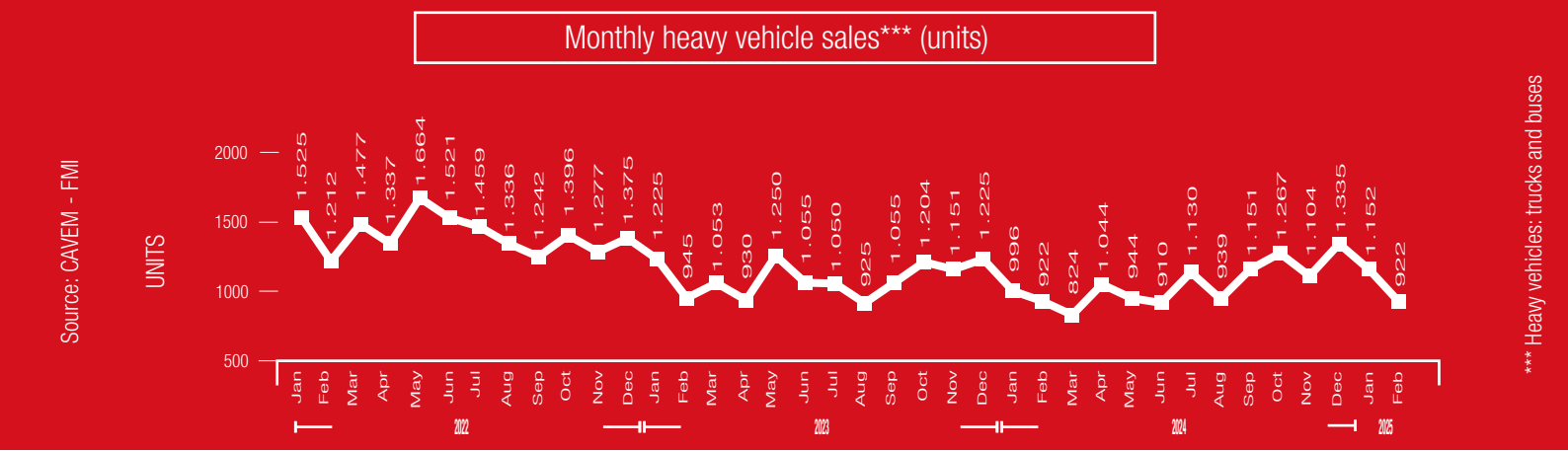
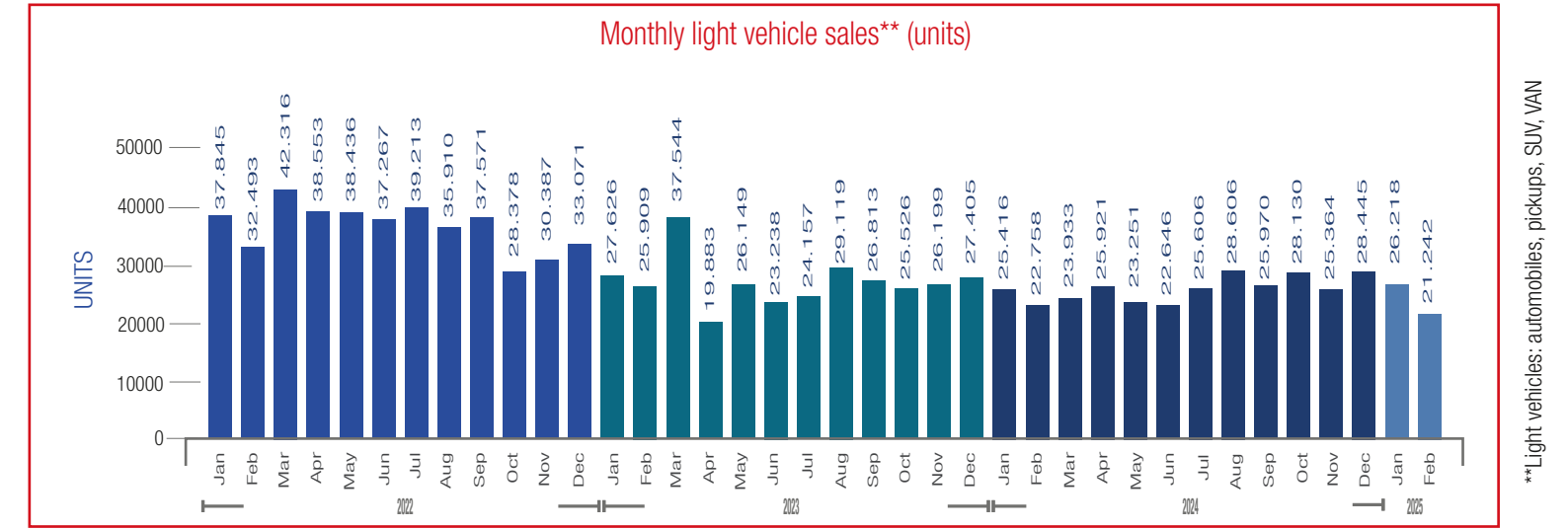


Source: ANFAVEA - IMF

*** Heavy vehicles: trucks and buses



	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
SUZUKI	1.462	6,2%	1.790	8,1%	2.890	5,8%	3.736	7,5%
TOYOTA	1.936	8,2%	1.759	7,9%	4.344	8,7%	3.601	7,3%
KIA	1.481	6,3%	1.342	6,1%	2.862	5,7%	3.180	6,4%
CHEVROLET	1.731	7,3%	1.357	6,1%	3.503	7,0%	3.179	6,4%
HYUNDAI	1.633	6,9%	1.345	6,1%	3.304	6,6%	3.034	6,1%
PEUGEOT	1.203	5,1%	1.156	5,2%	2.668	5,3%	2.565	5,2%
MITSUBISHI	1.177	5,0%	924	4,2%	2.479	4,9%	2.373	4,8%
FORD	963	4,1%	950	4,3%	2.193	4,4%	2.343	4,7%
GREAT WALL	520	2,2%	932	4,2%	1.104	2,2%	1.965	4,0%
CHANGAN	727	3,1%	828	3,7%	1.498	3,0%	1.879	3,8%
OTHERS	10.847	45,8%	9.781	44,1%	23.247	46,4%	21.679	43,8%
TOTAL	23.680	100%	22.164	100%	50.092	100%	49.534	100%
LIGHT	22.758	96,1%	21.242	95,8%	48.174	96,2%	47.460	95,8%
HEAVY	922	3,9%	922	4,2%	1.918	3,8%	2.074	4,2%
TOTAL	23.680	100%	22.164	100%	50.092	100%	49.534	100%



COLOMBIA

Regional Automotive Market

2020

2021

2022

2023

2024

Motorization index*

GDP per capita (USD)

3,7 5.391

4,9 6.239

5,1 6.658

3,6 6.963

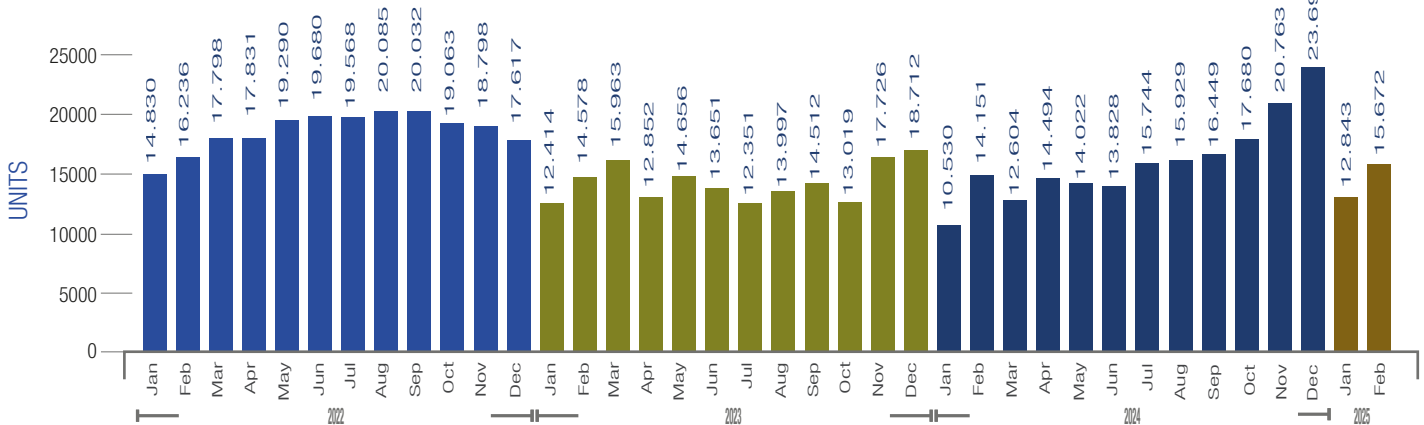
3,8 7.917

*Motorization index: vehicle sales per thousand people

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

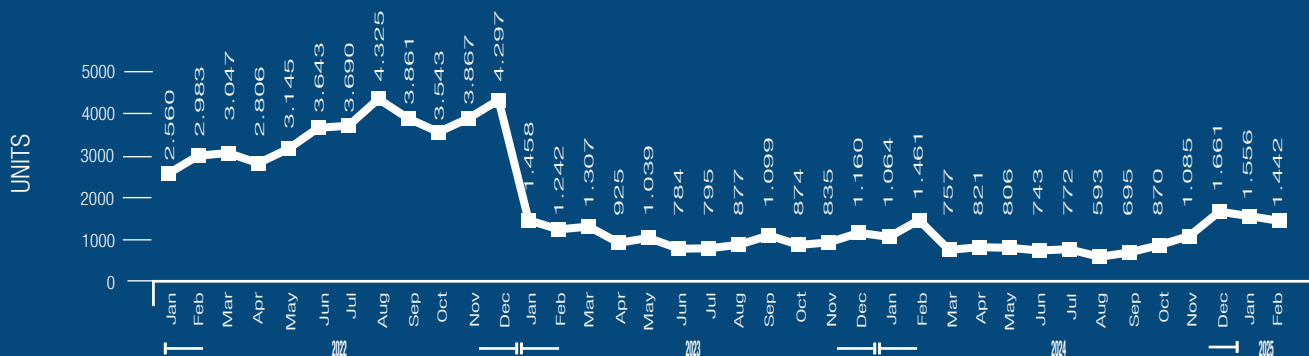
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
RENAULT	1.952	12,5%	2.314	13,5%	3.431	12,6%	4.546	14,4%
KIA	1.749	11,2%	2.515	14,7%	3.081	11,3%	4.335	13,8%
TOYOTA	2.686	17,2%	1.788	10,4%	4.387	16,1%	3.187	10,1%
MAZDA	1.403	9,0%	1.792	10,5%	2.400	8,8%	3.046	9,7%
CHEVROLET	1.646	10,5%	1.391	8,1%	3.182	11,7%	2.683	8,5%
NISSAN	882	5,6%	892	5,2%	1.510	5,6%	1.801	5,7%
HYUNDAI	350	2,2%	757	4,4%	624	2,3%	1.372	4,4%
SUZUKI	720	4,6%	812	4,7%	1.375	5,1%	1.362	4,3%
VOLKSWAGEN	532	3,4%	653	3,8%	978	3,6%	1.219	3,9%
BYD	136	0,9%	482	2,8%	234	0,9%	1.003	3,2%
OTHERS	3.556	22,8%	3.718	21,7%	6.004	22,1%	6.959	22,1%
TOTAL	15.612	100%	17.114	100%	27.206	100%	31.513	100%
LIGHT	14.151	90,6%	15.672	91,6%	24.681	90,7%	28.515	90,5%
HEAVY	1.461	9,4%	1.442	8,4%	2.525	9,3%	2.998	9,5%
TOTAL	15.612	100%	17.114	100%	27.206	100%	31.513	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

Source: ANDEMOS - FMI



Asociación Nacional de Movilidad Sostenible (Andemos)



COSTA RICA

Regional Automotive Market

2020

2021

2022

2023

2024

Motorization index*

GDP per capita (USD)

4,7 12.164

6,2 12.539

7,7 13.239

10,9 16.390

14,4 17.860

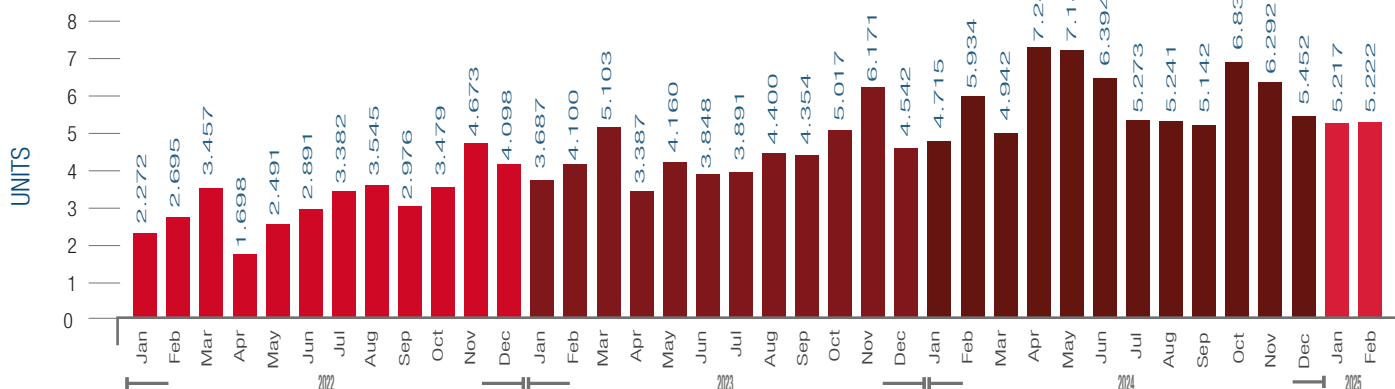
*Motorization index: vehicle sales per thousand people

The motorization index was calculated based on the number of vehicles imported in 2022.

Imports data

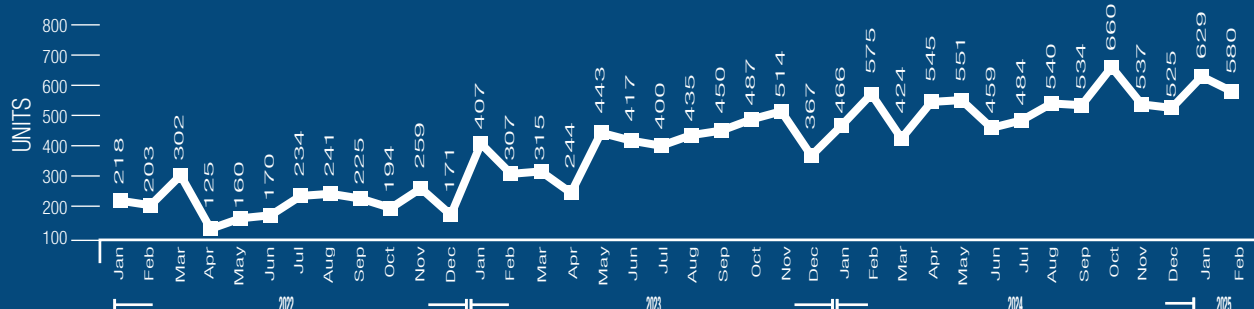
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.553	23,9%	1.344	23,2%	2.665	22,8%	2.558	22,0%
BYD	354	5,4%	345	5,9%	539	4,6%	1.067	9,2%
NISSAN	531	8,2%	588	10,1%	907	7,8%	870	7,5%
SUZUKI	582	8,9%	377	6,5%	1.050	9,0%	785	6,7%
HYUNDAI	203	3,1%	400	6,9%	390	3,3%	649	5,6%
MITSUBISHI	229	3,5%	301	5,2%	349	3,0%	528	4,5%
GEELY	325	5,0%	215	3,7%	687	5,9%	456	3,9%
CHERY	286	4,4%	150	2,6%	553	4,7%	419	3,6%
KIA	120	1,8%	135	2,3%	233	2,0%	352	3,0%
CHEVROLET	377	5,8%	170	2,9%	518	4,4%	329	2,8%
OTHERS	1.949	29,9%	1.777	30,6%	3.799	32,5%	3.635	31,2%
TOTAL	6.509	100%	5.802	100%	11.690	100%	11.648	100%
LIGHT	5.934	91,2%	5.222	90,0%	10.649	91,1%	10.437	89,6%
HEAVY	575	8,8%	580	10,0%	1.041	8,9%	1.211	10,4%
TOTAL	6.509	100%	5.802	100%	11.690	100%	11.648	100%

Monthly light vehicle imports** (units)



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

Monthly heavy vehicle imports*** (units)



*** Heavy vehicles: trucks and buses

Source: AVEVA - FMI



ECUADOR

Regional Automotive Market

2020

2021

2022

2023

2024

Motorization index*

4,9 5.643

6,5 5.979

7,5 6.389

7,3 6.663

6,0 6.758

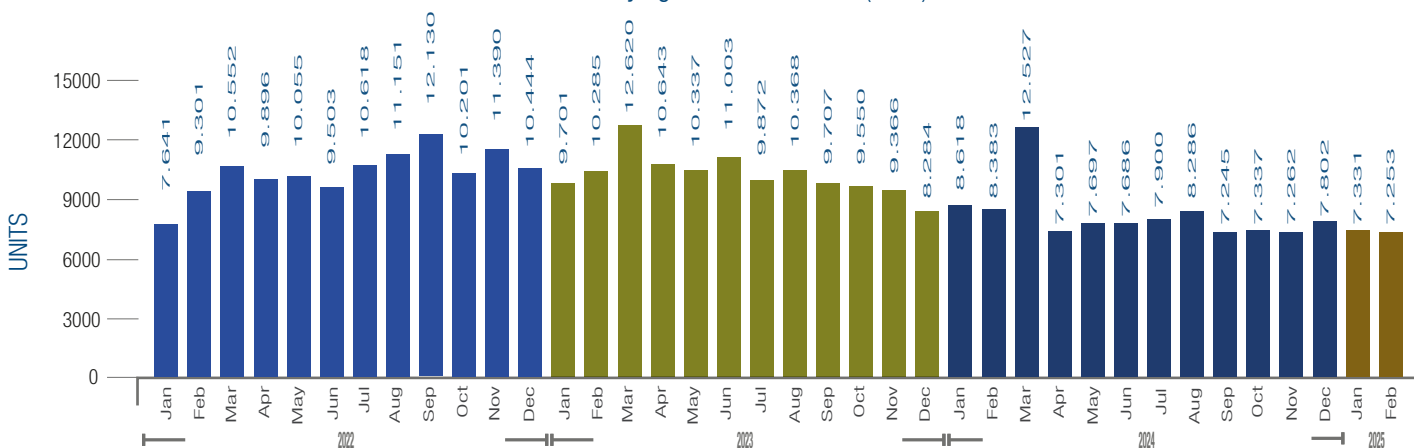
GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

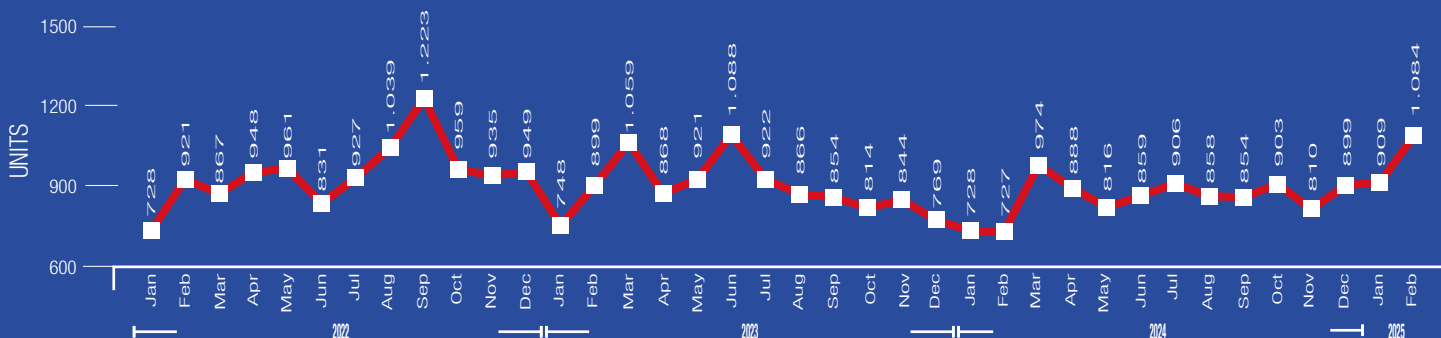
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	1.420	15,6%	1.341	16,1%	2.680	14,5%	2.646	16,0%
CHEVROLET	1.489	16,3%	1.141	13,7%	3.593	19,5%	2.504	15,1%
HYUNDAI	447	4,9%	522	6,3%	909	4,9%	1.050	6,3%
TOYOTA	603	6,6%	457	5,5%	1.198	6,5%	910	5,5%
CHERY	402	4,4%	386	4,6%	918	5,0%	829	5,0%
GWM	234	2,6%	378	4,5%	470	2,5%	695	4,2%
SUZUKI	408	4,5%	338	4,1%	745	4,0%	690	4,2%
RENAULT	337	3,7%	343	4,1%	669	3,6%	638	3,8%
JAC	279	3,1%	267	3,2%	488	2,6%	473	2,9%
HINO	186	2,0%	252	3,0%	364	2,0%	470	2,8%
OTHERS	3.305	36,3%	2.912	34,9%	6.422	34,8%	5.672	34,2%
TOTAL	9.110	100%	8.337	100%	18.456	100%	16.577	100%
LIGHT	8.383	92,0%	7.253	87,0%	17.001	92,1%	14.584	88,0%
HEAVY	727	8,0%	1.084	13,0%	1.455	7,9%	1.993	12,0%
TOTAL	9.110	100%	8.337	100%	18.456	100%	16.577	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



Asociación de Empresas Automotrices del Ecuador (Aeade)



MEXICO

Regional
Automotive
Market

2020

2021

2022

2023

2024

- Motorization index*
- GDP per capita (USD)

7,6 8.404

8,1 10.177

8,7 11.266

10,8 13.641

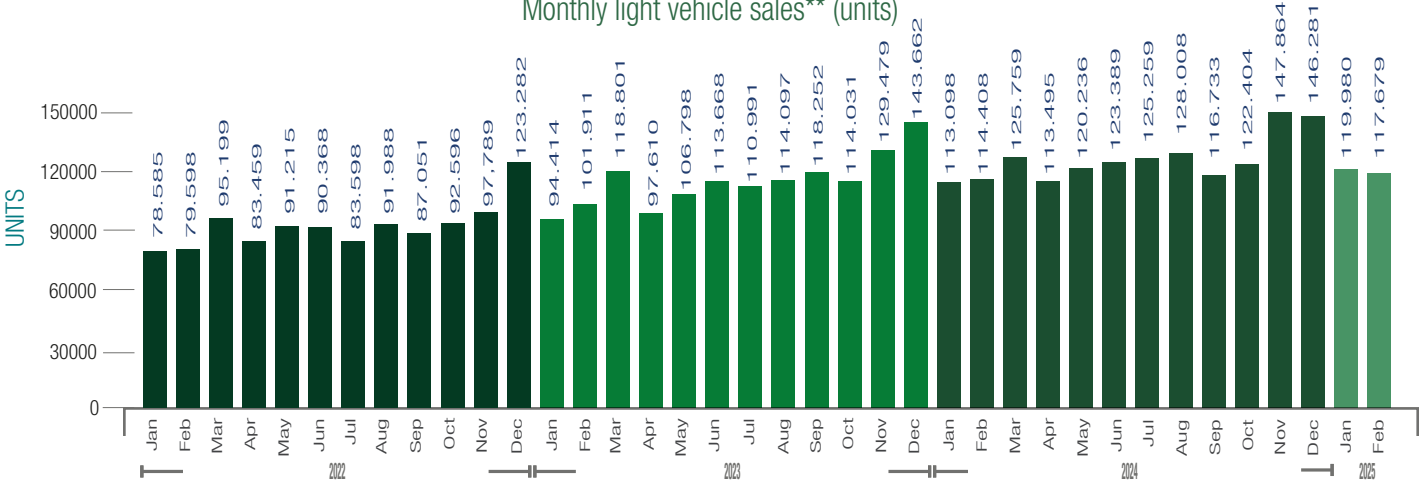
11,8 13.971

*Motorization index: vehicle sales per thousand people

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

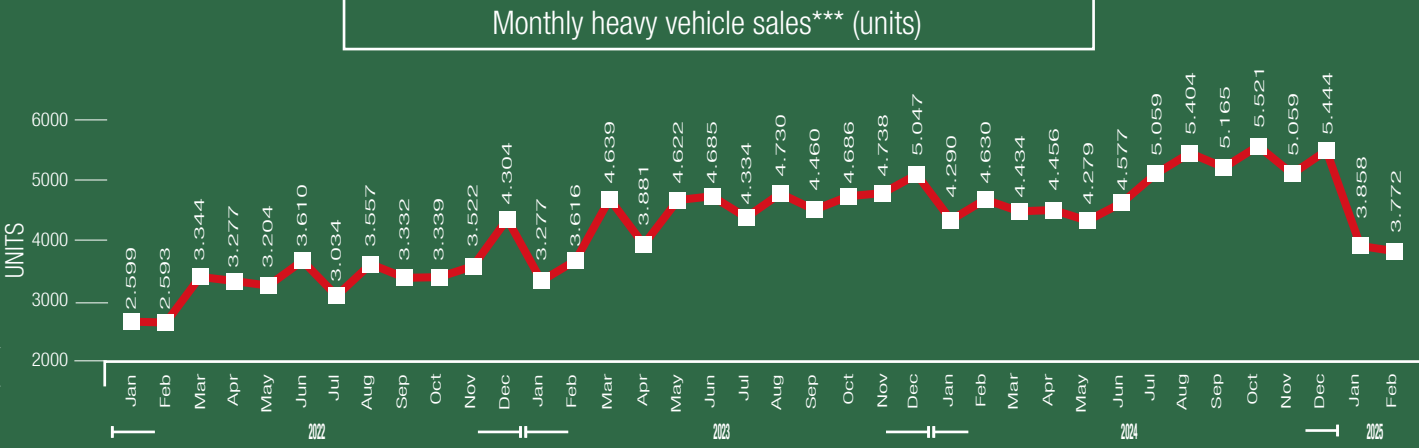
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	18.328	15,4%	21.444	17,7%	38.298	16,2%	41.723	17,0%
GENERAL MOTORS	16.133	13,6%	15.613	12,9%	31.592	13,4%	31.337	12,8%
VOLKSWAGEN	10.862	9,1%	11.012	9,1%	21.340	9,0%	22.963	9,4%
TOYOTA	9.587	8,1%	8.232	6,8%	18.851	8,0%	19.208	7,8%
KIA	8.095	6,8%	8.902	7,3%	16.299	6,9%	17.507	7,1%
MAZDA	6.626	5,6%	9.299	7,7%	12.961	5,5%	17.131	7,0%
FCA	6.608	5,6%	5.663	4,7%	12.300	5,2%	11.044	4,5%
FORD MOTOR	4.118	3,5%	3.896	3,2%	8.458	3,6%	8.132	3,3%
HYUNDAI	4.038	3,4%	4.106	3,4%	7.803	3,3%	8.085	3,3%
MG MOTOR	4.398	3,7%	3.105	2,6%	8.406	3,6%	7.105	2,9%
OTHERS	30.245	25,4%	30.179	24,8%	60.118	25,4%	61.054	24,9%
TOTAL	119.038	100%	121.451	100%	236.426	100%	245.289	100%
LIGHT	114.408	96,1%	117.679	96,9%	227.506	96,2%	237.659	96,9%
HEAVY	4.630	3,9%	3.772	3,1%	8.920	3,8%	7.630	3,1%
TOTAL	119.038	100%	121.451	100%	236.426	100%	245.289	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

2020

2021

2022

2023

2024

● Motorization index*

3,5 4.918

4,3 5.433

4,4 5.598

4,1 5.685

4,3 5.869

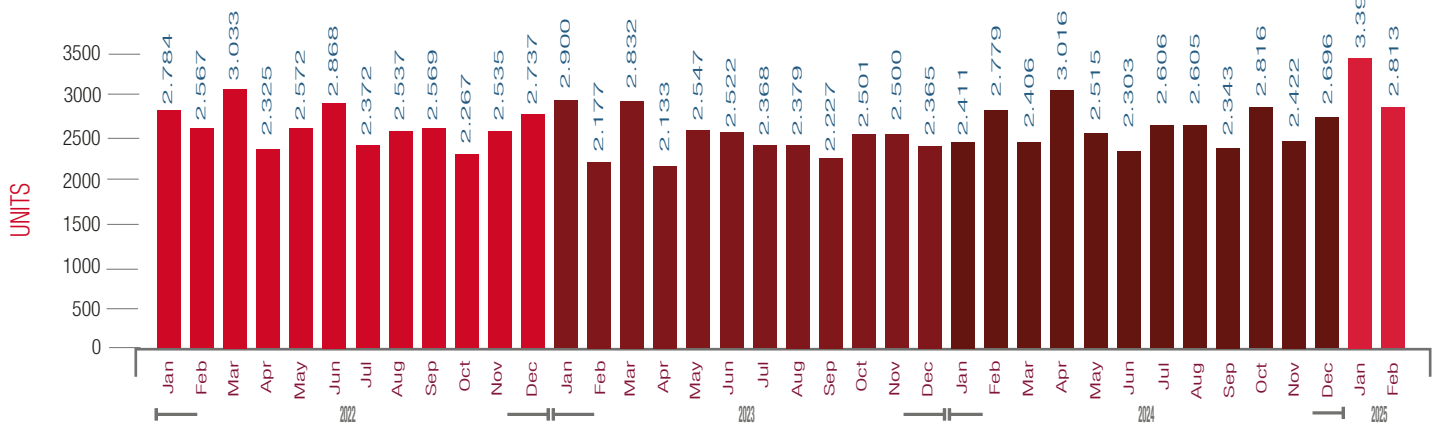
● GDP per capita (USD)

*Motorization index: vehicle sales per thousand people

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

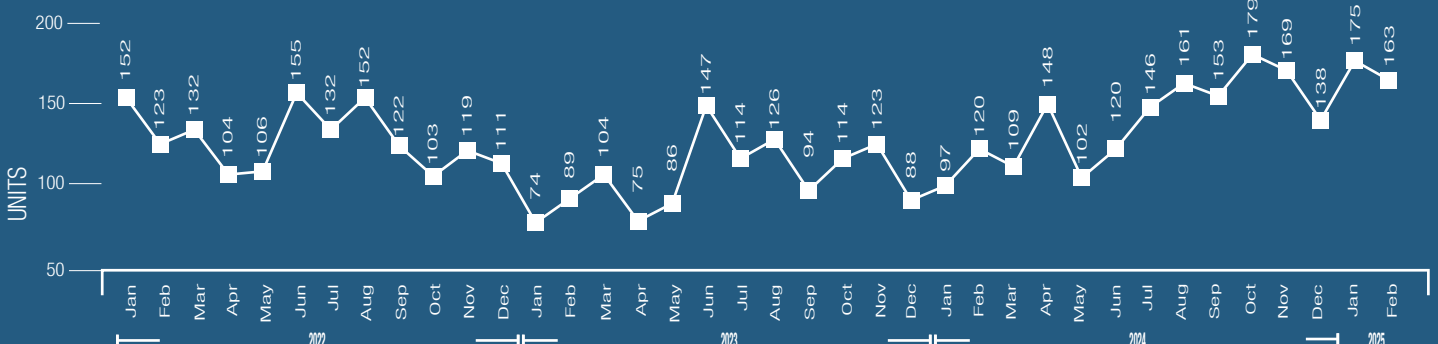
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA	476	16,4%	467	15,7%	902	16,7%	989	15,1%
TOYOTA	386	13,3%	448	15,1%	775	14,3%	975	14,9%
HYUNDAI	279	9,6%	340	11,4%	565	10,4%	763	11,7%
CHEVROLET	383	13,2%	280	9,4%	683	12,6%	603	9,2%
VOLKSWAGEN	135	4,7%	186	6,3%	277	5,1%	380	5,8%
NISSAN	198	6,8%	139	4,7%	380	7,0%	372	5,7%
FIAT	204	7,0%	134	4,5%	268	5,0%	296	4,5%
GEELY	75	2,6%	91	3,1%	132	2,4%	212	3,2%
SUZUKI	6	0,2%	100	3,4%	9	0,2%	206	3,1%
MERCEDES BENZ	38	1,3%	39	1,3%	64	1,2%	154	2,4%
OTHERS	719	24,8%	752	25,3%	1.352	25,0%	1.596	24,4%
TOTAL	2.899	100%	2.976	100%	5.407	100%	6.546	100%
LIGHT	2.779	95,9%	2.813	94,5%	5.190	96,0%	6.208	94,8%
HEAVY	120	4,1%	163	5,5%	217	4,0%	338	5,2%
TOTAL	2.899	100%	2.976	100%	5.407	100%	6.546	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

- Motorization index*
- GDP per capita (USD)

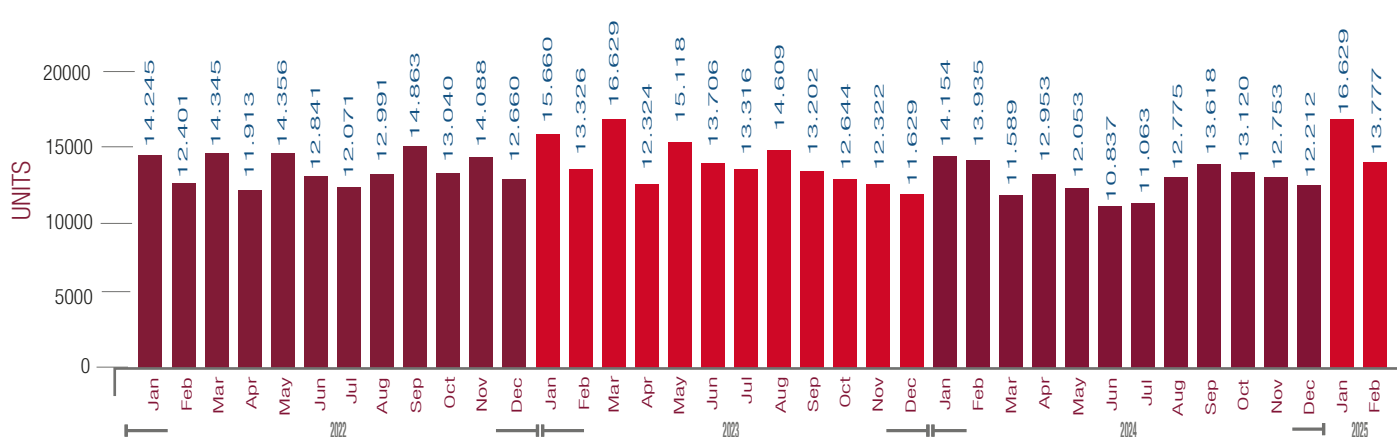
2020
3,7 6.1342021
5,2 6.6772022
5,2 7.1592023
5,3 7.9132024
5,0 8.316

*Motorization index: vehicle sales per thousand people

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

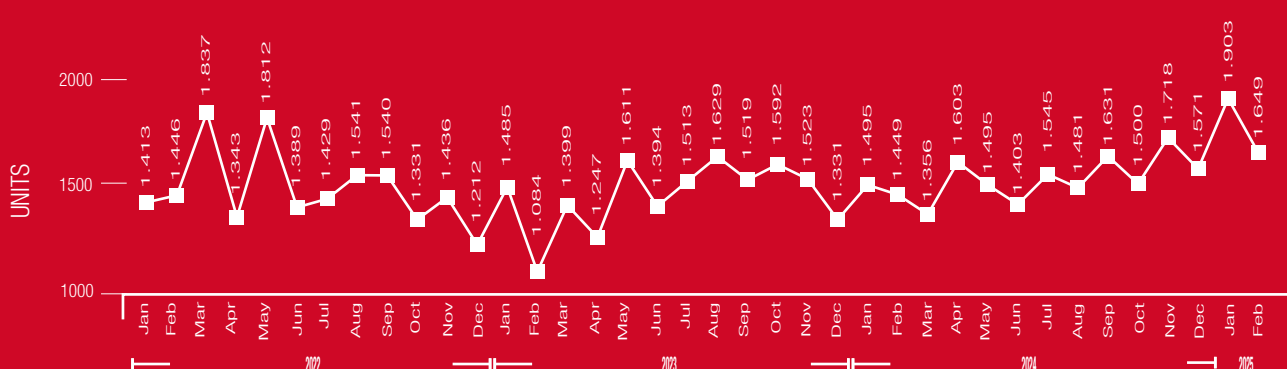
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	2.711	17,6%	2.897	18,8%	5.927	19,1%	6.628	19,5%
HYUNDAI	1.383	9,0%	1.319	8,6%	2.821	9,1%	2.865	8,4%
KIA	1.282	8,3%	1.325	8,6%	2.482	8,0%	2.786	8,2%
CHANGAN	711	4,6%	795	5,2%	1.413	4,6%	1.753	5,2%
CHEVROLET	990	6,4%	837	5,4%	1.906	6,1%	1.675	4,9%
JAC	498	3,2%	555	3,6%	1.011	3,3%	1.247	3,7%
DFSK	677	4,4%	551	3,6%	1.282	4,1%	1.176	3,5%
FORD	446	2,9%	470	3,0%	827	2,7%	1.094	3,2%
NISSAN	568	3,7%	359	2,3%	1.084	3,5%	1.022	3,0%
MITSUBISHI	325	2,1%	386	2,5%	764	2,5%	907	2,7%
OTHERS	5.793	37,7%	5.932	38,5%	11.516	37,1%	12.805	37,7%
TOTAL	15.384	100%	15.426	100%	31.033	100%	33.958	100%
LIGHT	13.935	90,6%	13.777	89,3%	28.089	90,5%	30.406	89,5%
HEAVY	1.449	9,4%	1.649	10,7%	2.944	9,5%	3.552	10,5%
TOTAL	15.384	100%	15.426	100%	31.033	100%	33.958	100%

Monthly light vehicle sales** (units)

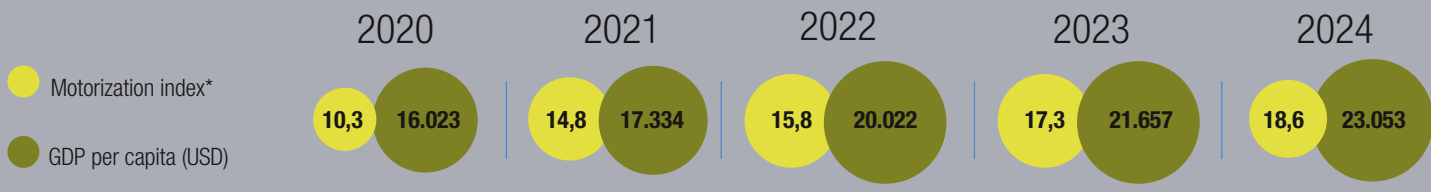


**Light vehicles: automobiles, pickups, SUV, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

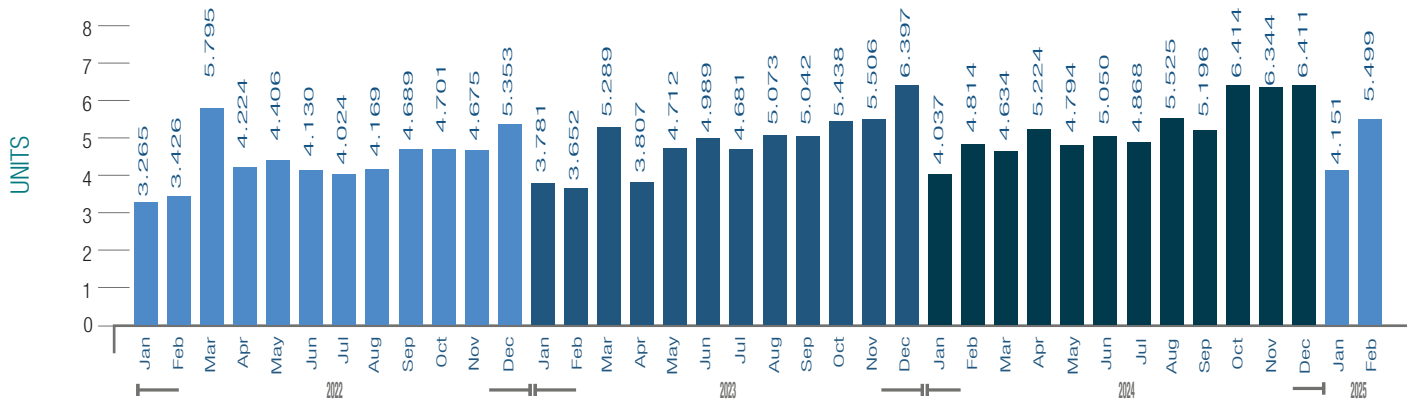


*Motorization index: vehicle sales per thousand people

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

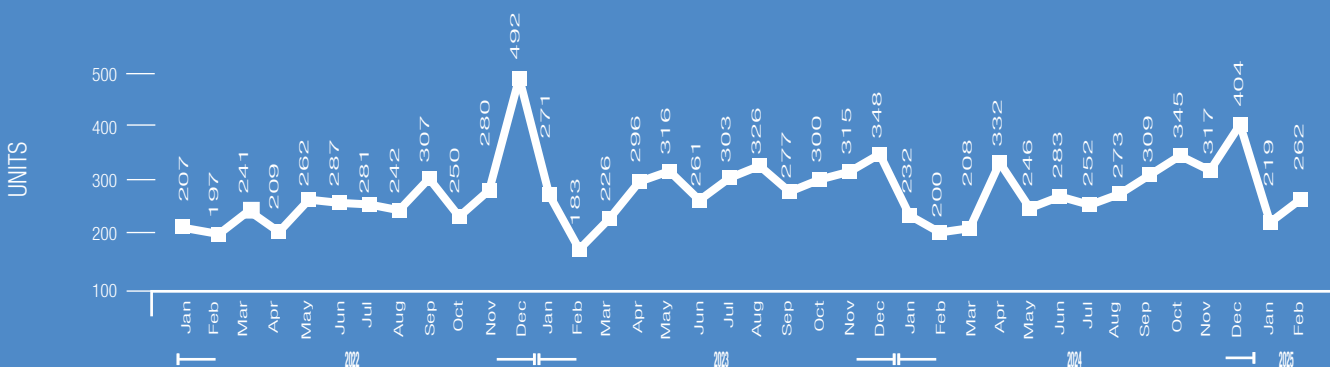
Brand	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	577	11,5%	1.014	17,6%	1.350	14,5%	1.896	18,7%
CHEVROLET	1.038	20,7%	604	10,5%	1.655	17,8%	1.060	10,5%
VOLKSWAGEN	377	7,5%	461	8,0%	792	8,5%	906	8,9%
BYD	154	3,1%	560	9,7%	244	2,6%	817	8,1%
RENAULT	322	6,4%	435	7,6%	562	6,1%	773	7,6%
HYUNDAI	362	7,2%	388	6,7%	663	7,1%	701	6,9%
SUZUKI	367	7,3%	463	8,0%	629	6,8%	620	6,1%
NISSAN	325	6,5%	150	2,6%	453	4,9%	311	3,1%
CITROËN	250	5,0%	132	2,3%	410	4,4%	272	2,7%
TOYOTA	190	3,8%	143	2,5%	374	4,0%	254	2,5%
OTHERS	1.052	21,0%	1.411	24,5%	2.151	23,2%	2.521	24,9%
TOTAL	5.014	100%	5.761	100%	9.283	100%	10.131	100%
LIGHT	4.814	96,0%	5.499	95,5%	8.851	95,3%	9.650	95,3%
HEAVY	200	4,0%	262	4,5%	432	4,7%	481	4,7%
TOTAL	5.014	100%	5.761	100%	9.283	100%	10.131	100%

Monthly light vehicle sales** (units)



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

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses

VENEZUELA

Regional Automotive Market

2020

2021

2022

2023

2024

Motorization index*

0,04 • 1.691

0,07 • 2.090

0,15 • 3.422

0,28 • 3.738

0,66 • 4.019

GDP per capita (USD)

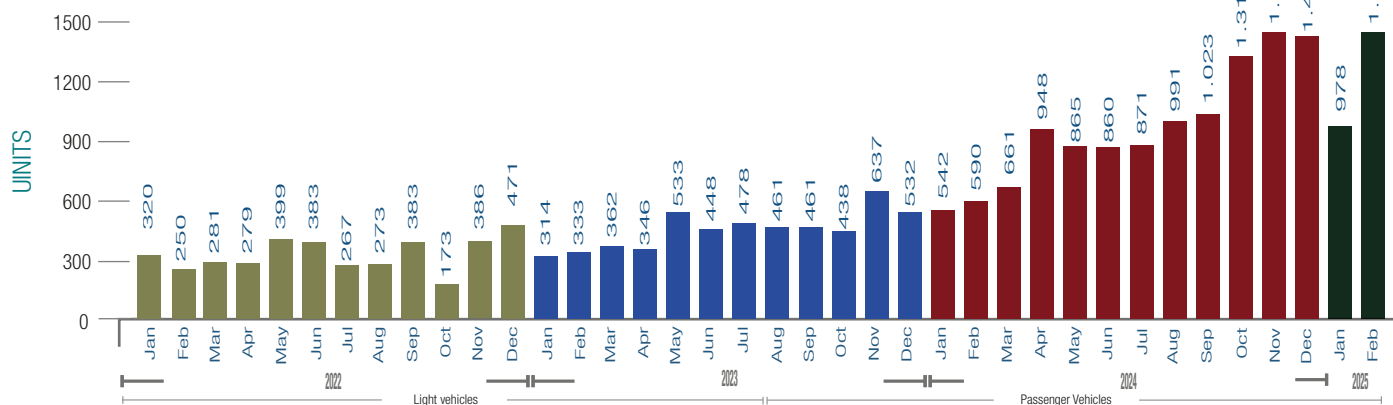
*Motorization index: vehicle sales per thousand people

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

	Sales by brand (February 2024)		Sales by brand (February 2025)		Accumulated sales by brand (January - February 2024)		Accumulated sales by brand (January - February 2025)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	545	56,5%	762	37,6%	1.019	56,8%	1.183	35,0%
JAC	120	12,4%	656	32,4%	201	11,2%	1.097	32,4%
CHANGAN	81	8,4%	174	8,6%	155	8,6%	276	8,2%
FIAT	18	1,9%	102	5,0%	78	4,4%	202	6,0%
KIA	0	0,0%	52	2,6%	0	0,0%	144	4,3%
FORD MOTOR	67	7,0%	87	4,3%	103	5,7%	131	3,9%
FOTON	31	3,2%	67	3,3%	75	4,2%	112	3,3%
MMC AUTOMOTRIZ	31	3,2%	52	2,6%	54	3,0%	96	2,8%
FCA	29	3,0%	43	2,1%	59	3,3%	75	2,2%
DONGFENG	12	1,2%	13	0,6%	13	0,7%	30	0,9%
OTHERS	30	3,1%	17	0,8%	36	2,0%	37	1,1%
TOTAL	964	100%	2.025	100%	1.793	100%	3.383	100%
PASSENGER	590	61,2%	1.436	70,9%	1.132	63,1%	2.414	71,4%
COMMERCIAL	374	38,8%	589	29,1%	661	36,9%	969	28,6%
TOTAL	964	100%	2.025	100%	1.793	100%	3.383	100%

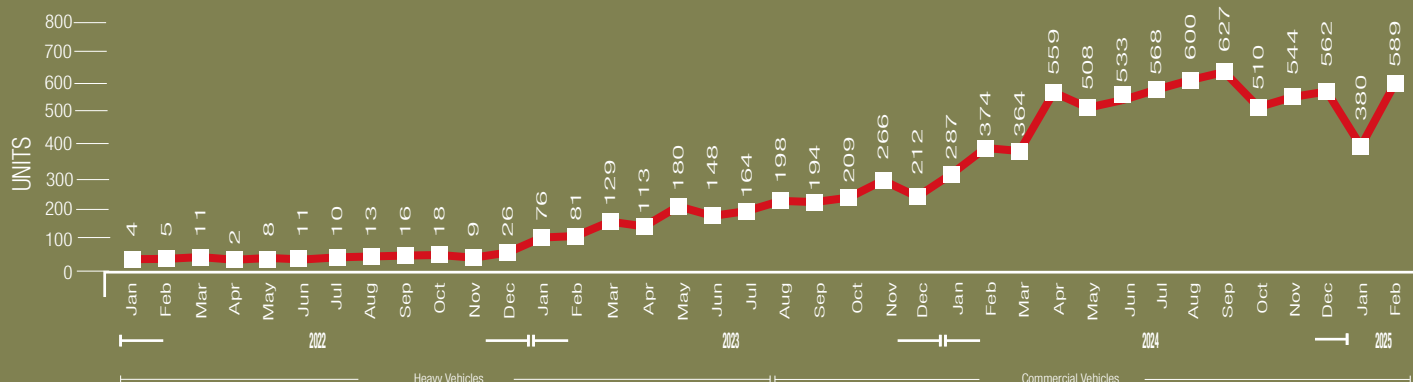
Note: In 2023 a methodological change was made to the information presented by Cavenex. The information is divided into passenger and commercial segments.

Monthly passenger vehicle sales** (units)



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

Monthly commercial vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



In cooperation with:



Developed by:



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