

Regional Automotive Market



Published on January 19th, 2024

Regional Market
by the end of December 2023

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Asociación de Empresas
Automotores del Ecuador

Regional automotive market - Summary

In 2023 in comparison with 2022: increase in **7.1%** in sales.

2023

Total Vehicles Sales:

- Highest y-o-y decrease: Colombia (**28.9%**) and Chile (**26.1%**)
- Highest y-o-y growth: Venezuela (**82.9%**) and Mexico (**24.6%**)



Light Vehicles Sales:

- Highest y-o-y decrease: Colombia (**29.9%**), Chile (**26.5%**) and Paraguay (**5.5%**)
- Highest y-o-y growth: Venezuela (**103.4%**), Mexico (**24.4%**) and Brazil (**11.2%**)



Heavy Vehicles Sales:

- Highest y-o-y growth: Venezuela (**43.7%**), Mexico (**32.2%**) and Bolivia (**24.8%**)
- Highest y-o-y decrease: Colombia (**23.5%**), Paraguay (**18.3%**) and Chile (**17.9%**)

| Countries | December 2022 | December 2023 | Jan - Dec 2022 | Jan - Dec 2023 | % VAR Dec 2023 -2022 | % VAR Jan- Dec 2023 -2022 |
|------------------|---------------|---------------|----------------|----------------|-------------------------|------------------------------|
| Brasil | 216.923 | 248.559 | 2.104.461 | 2.308.689 | 14.6% | 9.7% |
| Mexico | 127.586 | 148.005 | 1.134.443 | 1.413.921 | 16.0% | 24.6% |
| Argentina | 19.711 | 18.498 | 406.792 | 444.731 | -6.2% | 9.3% |
| Chile | 35.690 | 28.562 | 445.937 | 329.588 | -20.0% | -26.1% |
| Colombia | 21.914 | 19.872 | 262.595 | 186.826 | -9.3% | -28.9% |
| Peru | 13.872 | 12.960 | 177.543 | 181.812 | -6.6% | 2.4% |
| Ecuador | 11.400 | 9.055 | 135.250 | 132.402 | -20.6% | -2.1% |
| Uruguay | 5.845 | 6.635 | 56.112 | 61.674 | 13.5% | 9.9% |
| Bolivia | 5.742 | 3.229 | 45.724 | 51.012 | -43.8% | 11.6% |
| Paraguay | 2.848 | 2.453 | 32.677 | 30.685 | -13.9% | -6.1% |
| Venezuela | 497 | 744 | 3.998 | 7.313 | 49.7% | 82.9% |

America sales

| | |
|------|------------|
| 2019 | 25.389.729 |
| 2020 | 20.817.485 |
| 2021 | 22.014.634 |
| 2022 | 20.888.241 |

Europe sales

| | |
|------|------------|
| 2019 | 20.930.134 |
| 2020 | 16.714.115 |
| 2021 | 16.882.466 |
| 2022 | 15.083.088 |

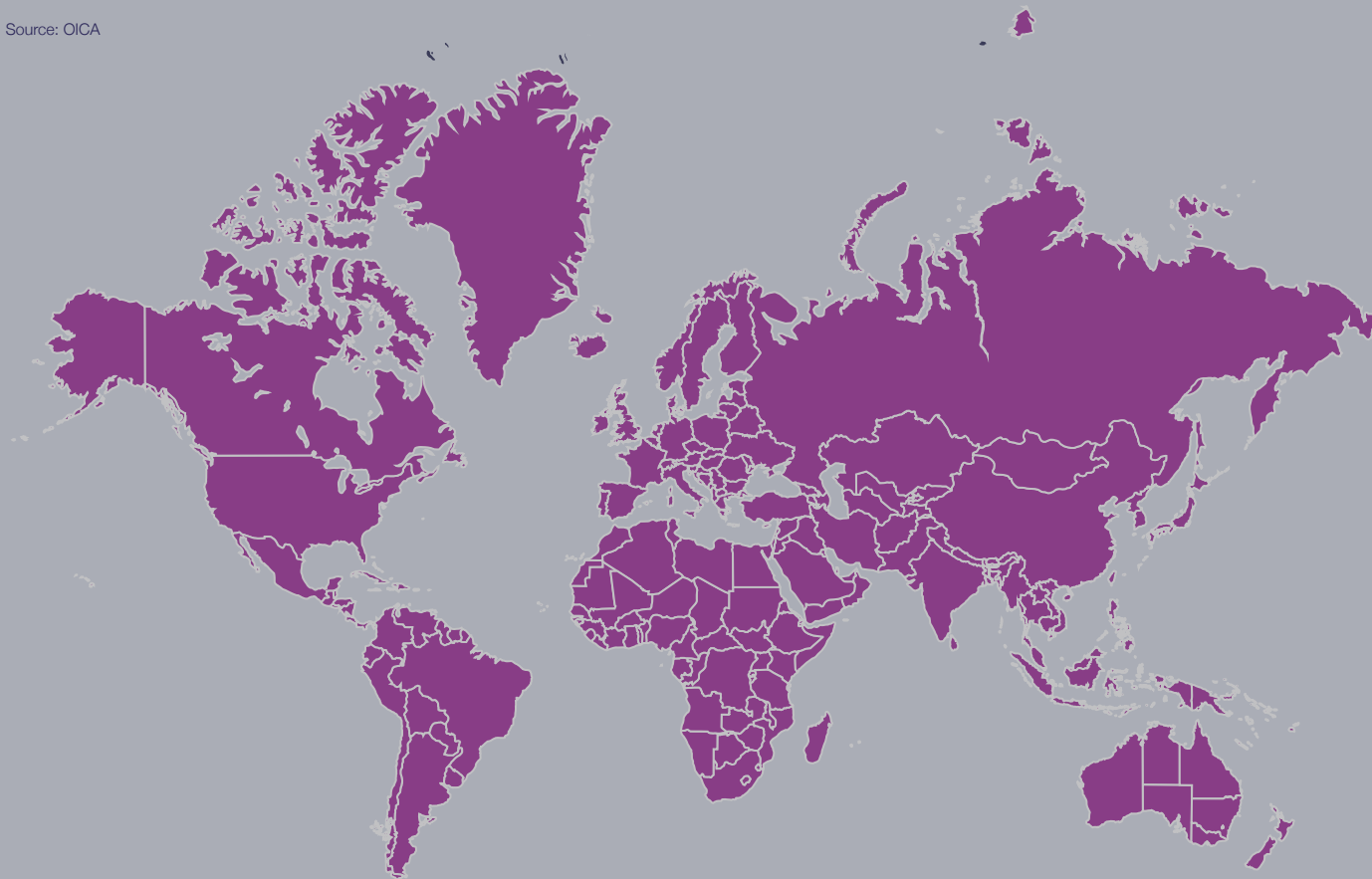
Asia & Oceania sales

| | |
|------|------------|
| 2019 | 43.724.043 |
| 2020 | 40.330.258 |
| 2021 | 42.724.577 |
| 2022 | 44.566.542 |

Africa sales

| | |
|------|-----------|
| 2019 | 1.200.291 |
| 2020 | 925.708 |
| 2021 | 1.133.520 |
| 2022 | 1.090.662 |

Source: OICA



Historical vehicle sales of ALADDA member countries



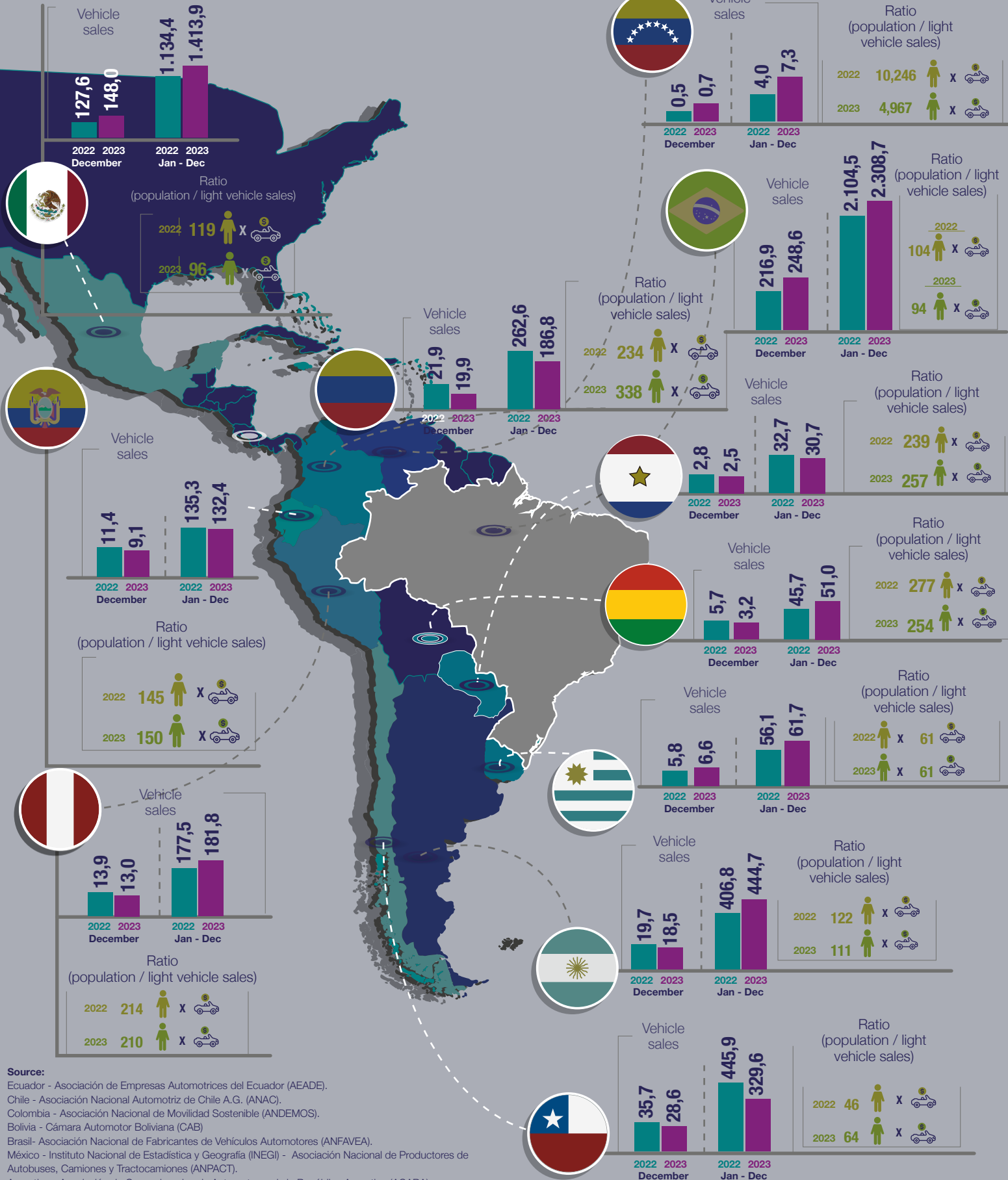
| Countries | 2019 | 2020 | 2021 | 2022 |
|--------------|------------------|------------------|------------------|------------------|
| Argentina | 459.753 | 342.285 | 383.663 | 405.414 |
| Bolivia | 51.945 | 29.958 | 42.693 | 45.723 |
| Brazil | 2.787.850 | 2.058.437 | 2.119.851 | 2.104.461 |
| Chile | 389.220 | 272.107 | 434.347 | 445.937 |
| Colombia | 263.684 | 188.665 | 250.497 | 262.595 |
| Ecuador | 132.208 | 85.818 | 115.371 | 135.250 |
| Mexico | 1.360.008 | 977.650 | 1.046.732 | 1.125.756 |
| Paraguay | 31.603 | 24.529 | 31.798 | 32.677 |
| Peru | 168.647 | 125.090 | 174.751 | 177.543 |
| Uruguay | 42.488 | 36.841 | 52.329 | 55.997 |
| Venezuela | 1.723 | 988 | 1.794 | 3.992 |
| Total | 5.689.129 | 4.142.368 | 4.653.826 | 4.795.345 |

Regional Automotive Market

Total Vehicle sales

(thousand units)

2022 2023



Source:

Ecuador - Asociación de Empresas Automotrices del Ecuador (AEADE).
 Chile - Asociación Nacional Automotriz de Chile A.G. (ANAC).
 Colombia - Asociación Nacional de Movilidad Sostenible (ANDEMOS).
 Bolivia - Cámara Automotor Boliviana (CAB).
 Brasil - Associação Nacional de Fabricantes de Veículos 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

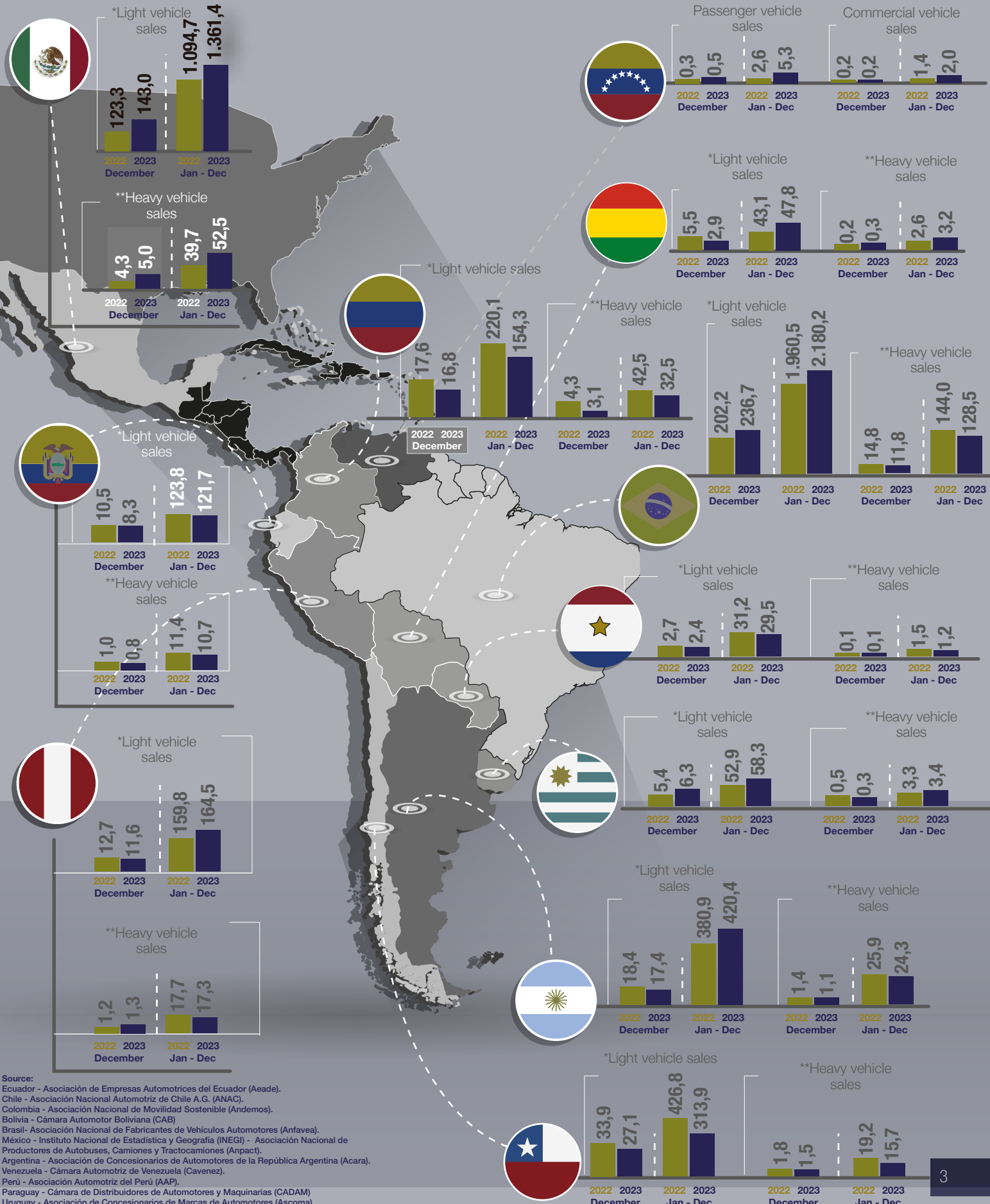
Vehicle sales Light* and heavy**

(thousand units)

2022 2023

*Light vehicles: automobiles, pickups, SUV, VAN

** Heavy vehicles: trucks and buses



Source:
 Ecuador - Asociación de Empresas Automotrices del Ecuador (Aeade).
 Chile - Asociación Nacional Automotriz de Chile A.G. (ANAC).
 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 hybrid and electric

Mexico** (Jan - Oct)

| | 2022 | 2023 | VAR% |
|--------------|---------------|---------------|-------------|
| BEV | 5.636 | 10.156 | 80,2% |
| PHEV | 4.575 | 4.537 | -0,8% |
| HEV | 41.266 | 41.193 | -0,2% |
| TOTAL | 51.477 | 55.886 | 8,6% |

**Information available period Jan - Oct 2023

Colombia (Jan - Dec)

| | 2022 | 2023 | VAR% |
|--------------|---------------|---------------|--------------|
| BEV | 3.274 | 3.718 | 13,6% |
| PHEV | 1.478 | 1.799 | 21,7% |
| HEV | 23.093 | 25.983 | 12,5% |
| TOTAL | 27.845 | 31.500 | 13,1% |

Bolivia (Jan - Dec)

| | 2022 | 2023 | VAR% |
|--------------|-----------|------------|---------------|
| BEV | 36 | 128 | 255,6% |
| PHEV | - | - | - |
| HEV | 52 | 827 | 1490,4% |
| TOTAL | 88 | 955 | 985,2% |

Venezuela (Jan - Dec)

| | 2022 | 2023 | VAR% |
|--------------|----------|----------|---------------|
| BEV | 0 | 0 | 0% |
| PHEV | 0 | 0 | 0% |
| HEV | 4 | 1 | -75,0% |
| TOTAL | 4 | 1 | -75,0% |

Brazil (Jan - Dec)

| | 2022 | 2023 | VAR% |
|--------------|---------------|---------------|--------------|
| BEV | 8.440 | 19.276 | 128,4% |
| PHEV | - | - | - |
| HEV | 40.822 | 74.635 | 82,8% |
| TOTAL | 49.262 | 93.911 | 90,6% |

Ecuador (Jan - Dec)

| | 2022 | 2023 | VAR% |
|--------------|--------------|---------------|--------------|
| BEV | 440 | 770 | 75,0% |
| EREV | - | 1055 | 100% |
| PHEV | 157 | 334 | 112,7% |
| HEV | 6.402 | 10.118 | 58,0% |
| TOTAL | 6.999 | 12.277 | 75,4% |

Peru (Jan - Dec)

| | 2022 | 2023 | VAR% |
|--------------|--------------|--------------|--------------|
| BEV | 165 | 267 | 61,8% |
| PHEV | 109 | 289 | 165,1% |
| HEV | 2.406 | 3.928 | 63,3% |
| TOTAL | 2.680 | 4.484 | 67,3% |

Chile (Jan - Dec)

| | 2022 | 2023 | VAR% |
|--------------|--------------|--------------|--------------|
| BEV | 1.295 | 1.588 | 22,6% |
| EREV | 0 | 276 | 100,0% |
| PHEV | 474 | 506 | 6,8% |
| HEV | 5.135 | 6.963 | 35,6% |
| TOTAL | 6.904 | 9.333 | 35,2% |

Paraguay* (Jan - Nov)

| | 2022 | 2023 | VAR% |
|--------------|--------------|--------------|--------------|
| BEV | 146 | 268 | 83,6% |
| PHEV | 126 | 182 | 44,4% |
| HEV | 838 | 959 | 14,4% |
| TOTAL | 1.110 | 1.409 | 26,9% |

Imports data

*Information available period Jan - Nov 2023

Argentina*** (Jan - Jun)

| | 2022 | 2023 | VAR% |
|--------------|--------------|--------------|--------------|
| BEV | 72 | 169 | 134,7% |
| PHEV | 100 | 128 | 28,0% |
| HEV | 3.322 | 4.375 | 31,7% |
| TOTAL | 3.494 | 4.672 | 33,7% |

***Information available period Jan - Jun 2023

Source:

Ecuador - Asociación de Empresas Automotrices del Ecuador (Aeade).
 Chile - Asociación Nacional Automotriz de Chile A.G. (ANAC).
 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).
 Costa Rica - Asociación de Importadores de Vehículos y Maquinaria (Anvema).

Nomenclature:

BEV (Battery Electric Vehicle)
 EREV (Extended Range Electric Vehicle)
 PHEV (Plug-In Hybrid Electric Vehicle)
 HEV (Hybrid Electric Vehicle)



ALADDA

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