

# **Statistical Bulletin**

## **Mexico and main markets of South America**



**Industria Nacional  
de Autopartes, A.C.**

**December 2015**



**INDUSTRIA NACIONAL DE AUTOPARTES, A.C.**

## Statistical Bulletin INA, December 2015

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### Summary

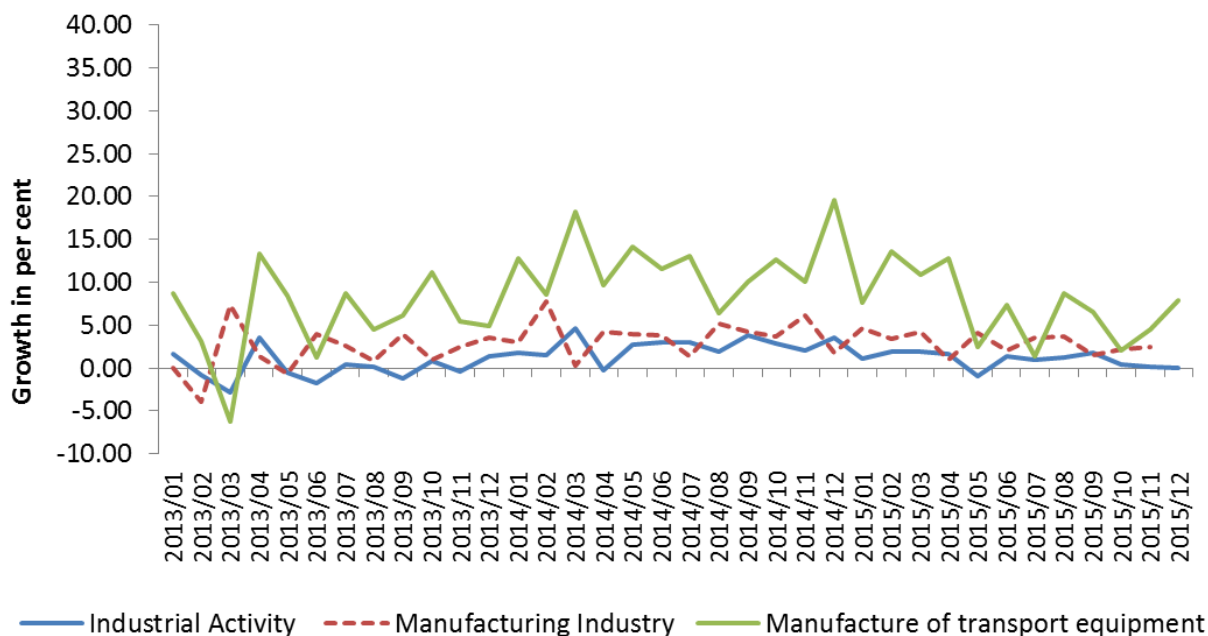
- During December of 2015, industrial production in Mexico decreased (-) 0.04 per cent, in regard to the same month of the previous year.
- Between January and December of 2015, production of light vehicles in Mexico amounted 3,399,076 units, which represents an annual rate of growth of 5.6 per cent in comparison of the same period of last year.
- Between January and December of 2015, sales of light vehicles in Mexico amounted 1,351,648 units, which represents an increase of 19 per cent in regard of the same period of last year.
- Between January and December of 2015, production of heavy vehicles in Mexico amounted 190,978 units.
- Between January and December of 2015, sales of heavy vehicles in Mexico amounted 41,823 units.
- Between January and December of 2015, production of auto parts in Mexico amounted 81.7 billion dollars which means an increase of 7.9 per cent regarding the last month.
- Between January and December of 2015, sales of auto parts in Mexico amounted 81.7 billion dollars, which represents an increase of 8 percent in comparison with last month.
- From January to December of 2015, production of light and heavy vehicles in Brazil reached 2,429,463 units, which represent a diminishment of (-)22.8 per cent in comparison to the same period of the last year.
- From January to December of 2015, production of light vehicles in Argentina decreased (-)12 per cent reaching 543,467 units in comparison to the same period of last year.



## 1. Mexican economic environment

- During December of 2015, industrial production in Mexico decreased **(-) 0.04 per cent**, and manufacturing increased **2.52 per cent**, regard to the same month of the previous year. While transport equipment increased **7.94 per cent** in the same period.

**Industrial Production in Mexico, 2013 - 2015**  
(annual average rate of growth)



Source: INEGI

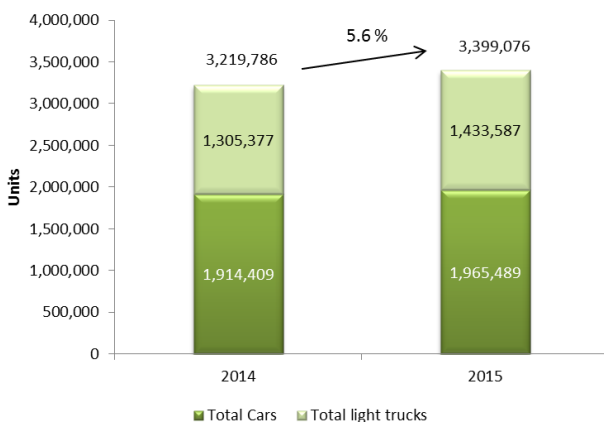


## 2. AUTOMOTIVE INDUSTRY IN MEXICO

### 2.1 Production of light vehicles

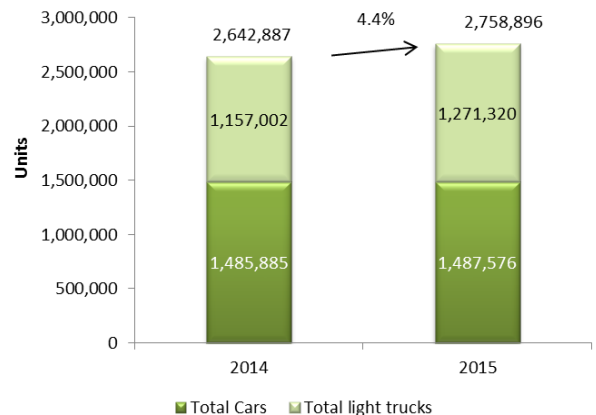
- From January to December of 2015, production of light vehicles reached **3,399,076 units**, an annual average rate growth of **5.6 per cent** regarding the same period of last year. Cars reached a total of **1,965,489 units**, on which **1,433,587 units** were light trucks.
- Production for exports reached **2,758,896 units**, Cars reached **1,487,576 units** and light trucks were **1,271,320 units** an increased of **4.4 per cent** in comparison of the same period of last year.

Production of light vehicles in Mexico, Jan-December 2015



Source: INA with information from AMIA

Production for exports, Jan-December 2015



Source: INA with information from AMIA

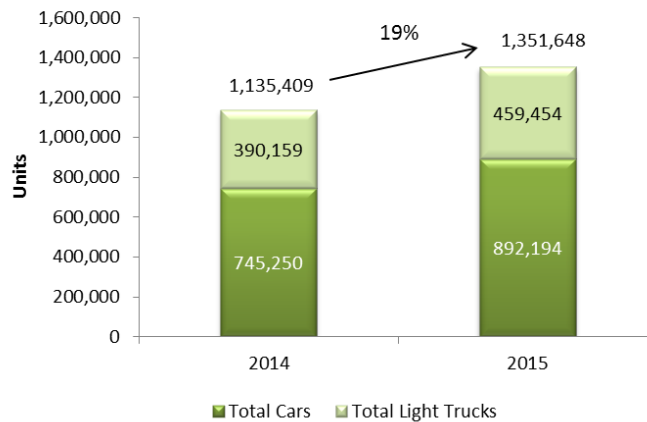


## 2.2 Sales of vehicles in Mexico

### ➤ Sales of light vehicles

- From January to December of 2015, sales of light vehicles reached **1,351,648 units**, cars accumulated **892,194 units** and light trucks reached **459,454 units** an increase of **19 per cent** regarding the same period of last year.

Sales of light vehicles in Mexico, Jan-December 2015



Source: INA with information from AMIA

## 2.3 Top selling vehicles in Mexico

- From January to December of 2015 the most selling vehicle was Aveo with **76,696 units**, followed by Versa and Vento with **64,454** and **53,096 units**, respectively. The top three spots did not change since same period of last year.

Rank December	Model	Brand	Segment	Units	Market share	Annual variation %
1	Aveo	GM	Sub-compact	76,696	5.7%	17.3%
2	Versa	Nissan	Compact	64,454	4.8%	19.9%
3	Vento	VW	Sub-compact	53,096	3.9%	3.8%
4	Nuevo Jetta	VW	Compact	50,385	3.7%	43.7%
5	March	Nissan	Sub-compact	49,658	3.7%	35.8%
6	Tsuru	Nissan	Sub-compact	49,134	3.6%	7.9%
7	Spark	GM	Sub-compact	41,914	3.1%	14.9%
8	Sentra 2.0	Nissan	Compact	35,996	2.7%	17.5%
9	Chasis Largo	Nissan	Light truck	31,700	2.3%	28.0%
10	Sonic	GM	Sub-compact	29,606	2.2%	34.0%

Source: AMDA and AMIA

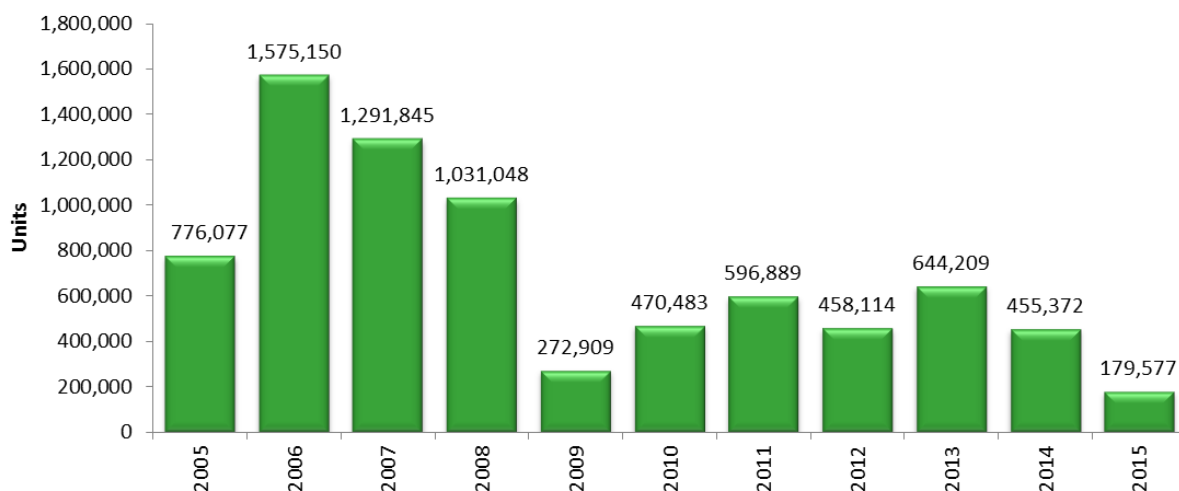


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## 2.4 Imports of used vehicles

- Between 2005 and December of 2015, imports of used vehicles reached **7,751,673 units**.
- During December of 2015, imports of used vehicles amounted **18,182 units**, which represent a decrease of **(-) 17.59 per cent**, regarding the same period of 2014.

Imports of used vehicles in Mexico, January 2005- December 2015



Source: INA with information from AMDA and AMIA



## 2.5 Production and sales of heavy vehicles in Mexico

### Production of Heavy Vehicles in Mexico, January-December 2015

Heavy Vehicles	Units
<b>Total</b>	<b>190,978</b>
<b>Trucks for charge:</b>	<b>73,116</b>
Class 5 to class 6 (Gross Vehicle Weight from 7 258 to 11 793 kg)	22,811
Class 7 (Gross Vehicle Weight from 11 794 to 14 968 kg)	11,786
Class 8 (Gross Vehicle Weight of more than 14 969 kg)	38,519
<b>Trucks</b>	<b>106,266</b>
<b>Buses: integrals and chassis</b>	<b>11,143</b>
Buses (2 and 3 axis)	1,189
Urban (semi front control)	4,556
Urban (front control)	2,001
Urban and rear motor	1,631
Midibus	754
Unclassified	1,012

Source: INEGI. Encuesta Mensual de la Industria Manufacturera.

### Sales Heavy Vehicles in Mexico, January-December 2015

Heavy Vehicles	Units
<b>Total</b>	<b>41,823</b>
<b>Trucks for charge</b>	<b>17,768</b>
Class 1 to class 3 (Gross Vehicle Weight to 6 350 kg)	3 075
Class 4 to class 5 (Gross Vehicle Weight from 6 351 to 8 845 kg)	3 433
Class 6 (Gross Vehicle Weight from 8 846 to 11 793 kg)	2 029
Class 7 (Gross Vehicle Weight from 11 794 to 14 968 kg)	1 057
Class 8 (Gross Vehicle Weight of more than 14 969 kg)	8 174
<b>Trucks</b>	<b>15,165</b>
<b>Buses: integrals and chassis</b>	<b>8,890</b>
Buses (2 and 3 axis)	1 114
Urban (front control and semi front control)	4 962
Urban and rear motor	1 555
Midibus	748
Interurban bus	64
BRT (autobús de tránsito rápido) - articulados	33
Unclassified	414

Source: INEGI. Encuesta Mensual de la Industria Manufacturera.

### Exports Heavy Vehicles in Mexico, January-December 2015

Heavy Vehicles	Units
<b>Total</b>	<b>156,893</b>
<b>Trucks for charge</b>	<b>58,456</b>
Class 5 and 6 (Gross Vehicle Weight from 7 258 to 11 793 kg)	20 042
Class 7 (Gross Vehicle Weight from 11 794 to 14 968 kg)	8 512
Class 8 (Gross Vehicle Weight of more than 14 969 kg)	29 902
<b>Trucks</b>	<b>92,928</b>
<b>Buses: integrals and chassis</b>	<b>5,509</b>

Source: INEGI. Encuesta Mensual de la Industria Manufacturera.



## 3. AUTOMOTIVE INDUSTRY IN SOUTH AMERICA

### 3.1 Brazil

#### ➤ Production

From January to December of 2015, production of light and heavy vehicles in Brazil reached **2,429,463 units**, which represent a diminishment of **(-)22.8 per cent** regarding the same period of last year.

- Production of light vehicles decreased **(-)21.5 per cent**, reaching **2,333,903 units**.

- Production of trucks reached **74,062 units** which represent a decrease of **(-)47.1 per cent** in comparison of the same period of last year.

- Production of buses (chassis) amounted **21,498 units**, a decrease of **(-)34.7 per cent**.

Production of vehicles in Brazil, January-December 2014-2015

Units	2014		2015		Annual variation %
	December	Accumulated	December	Accumulated	
<b>Light vehicles</b>	<b>199,721</b>	<b>2,973,484</b>	<b>139,757</b>	<b>2,333,903</b>	<b>-21.5%</b>
Cars	168,742	2,502,293	126,064	2,018,954	-19.3%
Light trucks	30,979	471,191	13,693	314,949	-33.2%
<b>Trucks</b>	<b>3,704</b>	<b>139,965</b>	<b>2,582</b>	<b>74,062</b>	<b>-47.1%</b>
Semi-light	50	2,225	57	1,803	-19.0%
Light	910	27,875	819	20,129	-27.8%
Medium	109	8,291	138	4,345	-47.6%
Semi-heavy	1,272	50,474	685	26,848	-46.8%
Heavy	1,363	51,100	883	20,937	-59.0%
<b>Buses (Chassis)</b>	<b>604</b>	<b>32,937</b>	<b>541</b>	<b>21,498</b>	<b>-34.7%</b>
Coach	130	5,854	266	5,843	-0.2%
City bus	474	27,083	275	15,655	-42.2%
<b>Total</b>	<b>204,029</b>	<b>3,146,386</b>	<b>142,880</b>	<b>2,429,463</b>	<b>-22.8%</b>

Source: INA with information from ANFAVEA





## 3.1 Brazil

### ➤ Exports

- From January to December of 2015, exports of vehicles reached **416,955 units**, an increase of **24.8 per cent**, in regard to the same month of the previous year.
- Exports of light vehicles increased **25.5 per cent** reaching **388,761 units**.
- Exports of trucks grew **17.7 per cent**, reaching **20,869 units** in comparison of the same period of last year.
- Exports of buses (chassis) increased **10.9 per cent**, reaching **7,325 units**.

Exports of vehicles in Brazil, January-December 2014-2015

Units	2014		2015		Annual variation %
	December	Accumulated	December	Accumulated	
<b>Light vehicles</b>	<b>22,118</b>	<b>309,874</b>	<b>44,399</b>	<b>388,761</b>	<b>25.5%</b>
Cars	18,479	263,604	33,143	316,531	20.1%
Light trucks	3,639	46,270	11,256	72,230	56.1%
<b>Trucks</b>	<b>846</b>	<b>17,737</b>	<b>1,017</b>	<b>20,869</b>	<b>17.7%</b>
Semi-light	38	1,066	44	1,661	55.8%
Light	142	3,981	151	4,237	6.4%
Medium	62	1,244	37	908	-27.0%
Semi-heavy	140	4,742	263	6,368	34.3%
Heavy	464	6,704	522	7,695	14.8%
<b>Buses (Chassis)</b>	<b>474</b>	<b>6,608</b>	<b>799</b>	<b>7,325</b>	<b>10.9%</b>
Coach	243	2,824	427	3,588	27.1%
City bus	231	3,784	372	3,737	-1.2%
<b>Total</b>	<b>23,438</b>	<b>334,219</b>	<b>46,215</b>	<b>416,955</b>	<b>24.8%</b>

Source: INA with information from ANFAVEA



## 3.1 Brazil

**Top selling vehicles in Brazil by Model, December 2015**

Rank December	Model	December	YTD 2015	YTD 2015 %
1	Hyundai HB20	16,361	163,674	6.6%
2	Chevrolet Onix	15,088	125,931	5.1%
3	Fiat Palio	12,914	122,364	5.0%
4	Ford KA	8,530	124,247	5.0%
5	Renault Sandero	8,341	78,174	3.2%
6	Volkswagen Fox/CrossFox	8,147	79,590	3.2%
7	Chevrolet Prisma	7,692	70,336	2.9%
8	Jeep Renegade	6,976	39,187	1.6%
9	Fiat Strada	6,865	98,631	4.0%
10	Honda HR-V	6,537	51,155	2.1%
11	Volkswagen Gol	6,498	82,746	3.4%
12	Toyota Corolla	6,423	67,339	2.7%
13	Fiat Uno	6,295	79,783	3.2%
14	Toyota Etios	5,751	61,365	2.5%
15	Fiat Siena	4,639	59,393	2.4%
16	Volkswagen Up	4,154	53,542	2.2%
17	Toyota Hilux	3,480	32,900	1.3%
18	Honda Fit	3,644	42,476	1.7%
19	Chevrolet Classic	3,100	31,157	1.3%
20	Chevrolet S10	3,084	33,330	1.4%
21	Ford Fiesta	2,964	47,608	1.9%
22	Volkswagen Saveiro	2,948	56,704	2.3%
23	Renault Duster	2,862	34,325	1.4%
24	Nissan Versa	2,735	17,538	0.7%
25	Honda City	2,702	26,405	1.1%

Source: focus2move



### 3. AUTOMOTIVE INDUSTRY IN SOUTH AMERICA

#### 3.2 Argentina

##### ➤ Production

- From January to December of 2015, production of light and heavy vehicles in Argentina reached **543,467 units**, which represent a diminishment of **(-)12 per cent**, in regard to the same period of the previous year.
- Cars reached **308,756 units**.
- Utility vehicles amounted **217,901 units**.
- Heavy vehicles reached **7,026 units**.

Production of vehicles in Argentina, January - December 2015

Segment	December 2014	December 2015	Var. %	January - December 2014	January - December 2015	Var. %
<b>Cars</b>	22,285	19,494	-12.5%	363,711	308,756	-15.1%
<b>Utility Vehicles</b>	17,209	11,991	-30.3%	233,131	217,901	-6.5%
<b>Heavy Vehicles</b>	1,142	3,713	225.1%	20,487	7,026	-65.7%
Vans	0	0	-	0	0	-
Charge Transport	950	3,685	287.9%	18,224	6,767	-62.9%
Passenger Transport	192	28	-85.4%	2,263	259	-88.6%
<b>Unclassified</b>	0	0	-	0	9,784	-
<b>Total</b>	<b>40,636</b>	<b>35,198</b>	<b>-13.4%</b>	<b>617,329</b>	<b>543,467</b>	<b>-12.0%</b>

Source: ADEFA



## 3.2 Argentina

### ➤ Sales

- From January to December of 2015, sales of light and heavy vehicles in Argentina reached **613,267 units**, which represent a diminishment of **(-)0.1 per cent**, regard to same period of previous year.
- Cars reached **431,097 units**.
- Utility vehicles amounted **155,679 units**.
- Heavy vehicles reached **19,157 units**.

**Sales of vehicles to dealers by segment in Argentina, January - December 2015**

Segment	December 2014	December 2015	Var. %	January - December 2014	January - December 2015	Var. %
<b>Cars</b>	38,739	25,804	-33.4%	432,696	431,097	-0.4%
<b>Utility Vehicles</b>	11,762	8,704	-26.0%	156,276	155,679	-0.4%
<b>Heavy Vehicles</b>	2,295	4,907	113.8%	24,876	19,157	-23.0%
Vans	438	1,493	240.9%	2,567	3,621	41.1%
Charge Transport	1,539	3,082	100.3%	18,252	13,860	-24.1%
Passenger Transport	318	332	4.4%	4,057	1,676	-58.7%
<b>Unclassified</b>	0	0	-	0	7,334	-
<b>Total</b>	<b>52,796</b>	<b>39,415</b>	<b>-25.3%</b>	<b>613,848</b>	<b>613,267</b>	<b>-0.1%</b>

Source: ADEFA



## 3.2 Argentina

**NOT UPDATED**

**Top selling vehicles in Argentina, November 2015**

Rank November	Model	November	YTD 2015	YTD 2015 %
1	Volkswagen Gol	2,193	27,942	5.1%
2	Chevrolet Classic	2,021	25,533	4.7%
3	Volkswagen Amarok	1,905	17,264	3.2%
4	Toyota Hilux	1,892	25,042	4.6%
5	Toyota Etios	1,861	18,865	3.5%
6	Fiat Palio	1,839	22,487	4.1%
7	Volkswagen Suran	1,759	16,652	3.1%
8	Renault Kangoo	1,665	16,061	3.0%
9	Ford Focus	1,664	19,008	3.5%
10	Peugeot 208	1,571	14,973	2.8%
11	Ford Ecosport	1,522	21,520	4.0%
12	Renault Clío	1,516	18,266	3.4%
13	Fiat Siena	1,410	17,249	3.2%
14	Ford Ranger	1,361	15,869	2.9%
15	Ford Fiesta	1,271	22,345	4.1%
16	Toyota Corolla	1,247	14,400	2.6%
17	Renault Sandero	1,197	9,092	1.7%
18	Renault Duster	1,036	9,425	1.7%
19	Peugeot 308	933	10,083	1.9%
20	Chevrolet Onix	786	9,544	1.8%
21	Peugeot partner	756	8,893	1.6%
22	Chevrolet Spin	749	6,556	1.2%
23	Chevrolet Tracker	687	5,729	1.1%
24	Chevrolet Agile	645	6,458	1.2%
25	Renault Logan	618	4,951	0.9%

Source: focus2move



### 3.3 Venezuela

#### ➤ Production

- From January to December of 2015, production of vehicles reached **18,300 units**, which represent a diminishment of **(-)7.38 per cent**.
- General Motors was the largest producer with **5,052 units**.
- Ford Motor was the second largest producer with **3,813 units**.

#### Production of vehicles in Venezuela, January - December 2015

OEM	December		Accumulated		Var %	Market share %
	2014	2015	2014	2015		
FCA VENEZUELA	506	326	1,510	1,907	26.3	10.4
FORD MOTOR DE VENEZUELA	906	403	4,900	3,813	-22.2	20.8
GENERAL MOTORS VENEZOLANA	2,446	720	5,711	5,052	-11.5	27.6
IVECO VENEZUELA	41	36	393	639	-	3.5
MACK DE VENEZUELA	38	9	180	345	91.7	1.9
MMC AUTOMOTRIZ	590	0	3,785	3,104	-18.0	17.0
TOYOTA DE VENEZUELA	220	40	3,280	3,440	4.9	18.8
<b>TOTAL</b>	<b>4,747</b>	<b>1,534</b>	<b>19,759</b>	<b>18,300</b>	<b>-7.38</b>	<b>100</b>

Source: CAVENEZ

#### ➤ Sales

- From January to December of 2015, sales of vehicles in Venezuela amounted **17,585 units**.
- General Motors was the largest seller with **5,163 units** wich represent **29.4 per cent** of the market share.
- Toyota was the second largest seller with **3,503 units**, which represent **19.9 per cent** of the market share.



## Sales of vehicles in Venezuela, January - December 2015

OEM	NATIONAL		IMPORTED		TOTAL 2015		Market share %
	December	Accumulated	December	Accumulated	December	Accumulated	
FCA	232	1,907	0	0	232	1,907	10.8
FORD MOTOR	276	2,396	0	0	276	2,396	13.6
GENERAL MOTORS	727	5,157	1	6	728	5,163	29.4
IVECO VENEZUELA	43	634	0	0	43	634	3.6
MACK DE VENEZUELA	18	349	0	0	18	349	2.0
MMC AUTOMOTRIZ	59	3,466	0	0	59	3,466	19.7
TOYOTA DE VENEZUELA	110	3,503	0	0	110	3,503	19.9
<b>TOTAL CAVENEZ ( A )</b>	<b>1,465</b>	<b>17,412</b>	<b>1</b>	<b>6</b>	<b>1,466</b>	<b>17,418</b>	<b>99.1</b>
<b>IMPORTADORES ( B )</b>	<b>0</b>	<b>43</b>	<b>4</b>	<b>124</b>	<b>4</b>	<b>167</b>	<b>0.9</b>
<b>TOTALES ( A + B )</b>	<b>1,465</b>	<b>17,455</b>	<b>5</b>	<b>130</b>	<b>1,470</b>	<b>17,585</b>	<b>100</b>

Source: CAVENEZ

## 3.4 Colombia

### Top selling vehicles in Colombia per OEM, December 2015

Rank December	OEM	December	YTD 2015	Annual variation %
1	Chevrolet	6,905	67,792	-17.4%
2	Renault	5,121	48,980	-1.9%
3	Kia	3,572	28,364	-10.4%
4	Nissan	1,985	20,182	-5.2%
5	Hyundai	2,093	17,617	-17.3%
6	Ford	1,261	16,164	2.9%
7	Mazda	1,892	15,778	39.0%
8	Toyota	1,096	9,049	-34.2%
9	Volkswagen	882	8,227	-19.7%
10	Suzuki	834	8,176	8.9%
11	Mercedes Benz	588	4,636	0.8%
12	Chery	241	3,552	-28.8%
13	Foton	189	2,597	-16.5%
14	BMW	298	2,541	-10.5%
15	Hino	247	2,395	9.3%
16	JAC	159	2,235	-31.5%
17	Honda	176	2,016	-24.5%
18	Dodge	151	1,859	-38.2%
19	Mitsubishi	224	1,779	-9.9%
20	Audi	135	1,657	-19.2%
21	DFSK	115	1,629	-17.7%
22	International	80	1,396	-34.4%
23	Jeep	137	1,241	-30.6%
24	Volvo	157	1,018	-10.3%
25	Kenworth	48	992	-42.6%
26	Fiat	65	967	-39.5%
27	Subaru	110	922	38.4%
28	Great Wall	79	897	-24.4%
29	Ssangyong	69	784	-42.7%
30	Freightliner	40	627	-21.5%
	Otros	631	7,311	-32.2%
<b>TOTAL</b>		<b>29,580</b>	<b>283,380</b>	<b>-13.2%</b>

Source: ANDEMOS



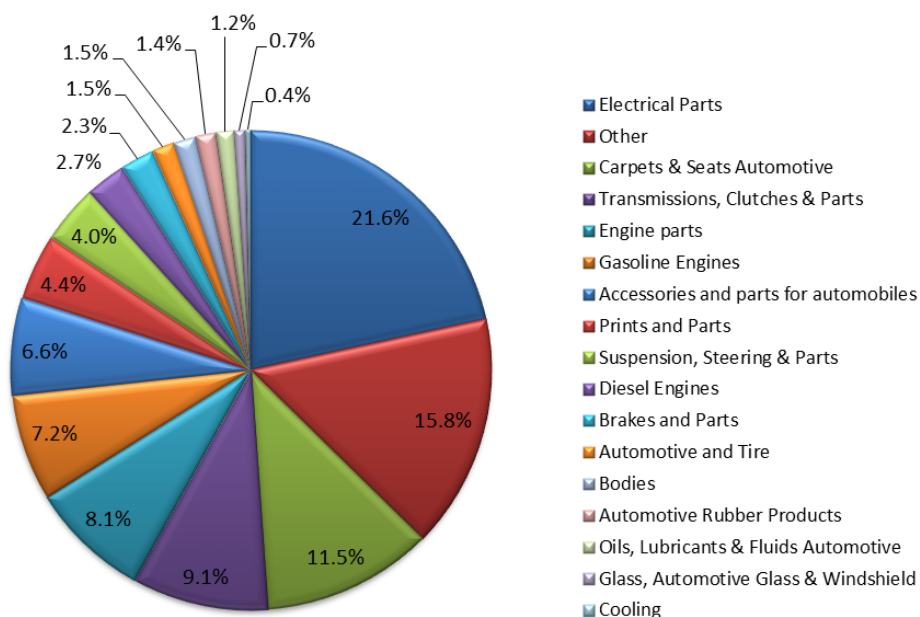
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## 4. AUTOPARTS INDUSTRY IN MEXICO

### 4.1 PRODUCTION OF AUTO PARTS IN MEXICO, January-December of 2015

- Between January and December of 2015, production of auto parts amounted **81,772 million dollars**, wich represent a decrease of **(-) 0.51 per cent**.
- Carpets and automotive seats represent **11.5 per cent** of the total production.
- Transmissions, clutches and parts represent **9.1 per cent** of the total production.
- Electrical parts share **21.6 per cent** of the total production, reaching **17,664 million dollars**.
- Engine parts share **8.1 per cent** of the total production.

Production of auto parts, January-December 2015  
(share)



Source: System information: Monthly Survey of Manufacturing Industry (EMIM) INEGI.

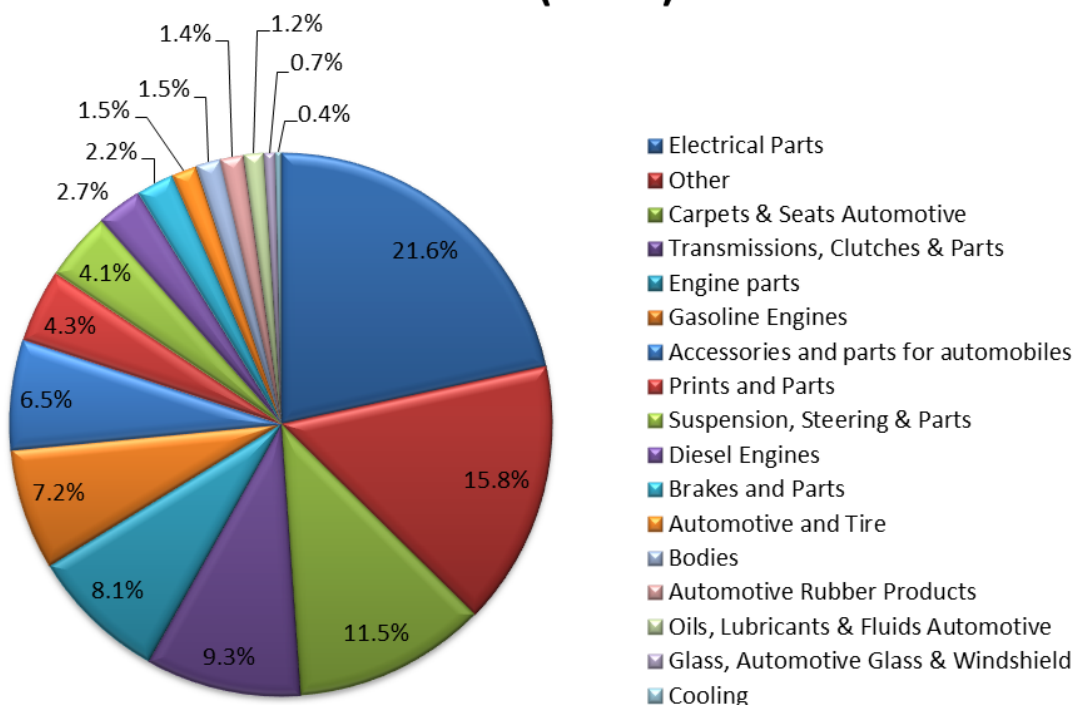




## 4.2 SALES OF AUTO PARTS IN MEXICO, January-December of 2015

- Between January and December of 2015, sales of auto parts amounted **81,799 million dollars** reaching the same sales level of previous year.
- Carpets and automotive seats represent **11.5 per cent** of the total production.
- Transmissions, clutches and parts represent **9.1 per cent** of the total production.
- Electrical parts share **21.6 per cent** of the total production, reaching **17,664 million dollars**.
- Engine parts share **8.1 per cent** of the total production.

**Sales of auto parts, January-December 2015  
(share)**

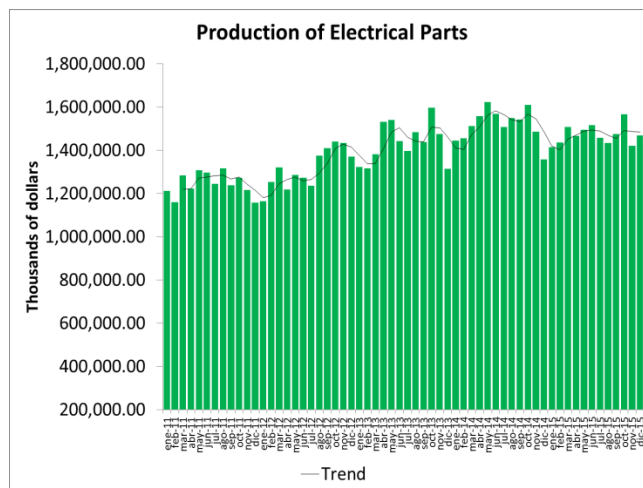
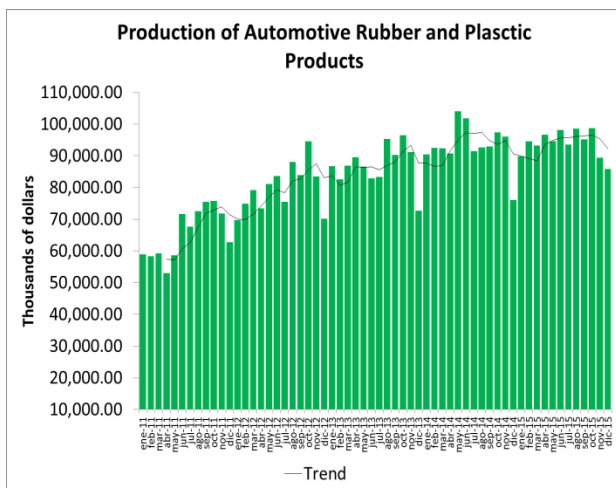
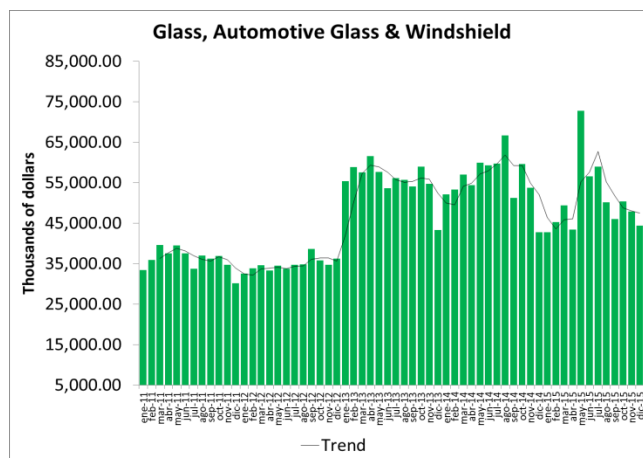
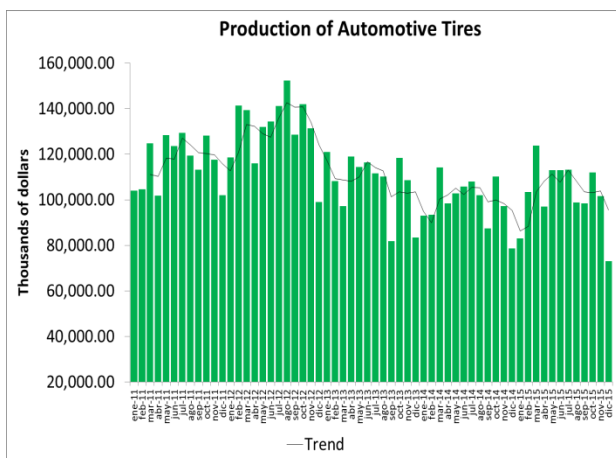
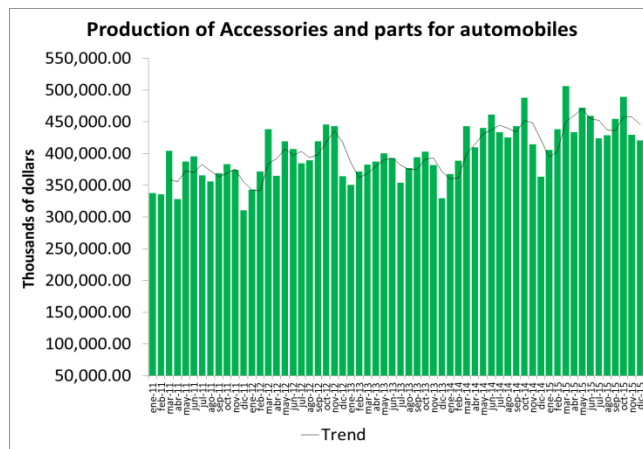
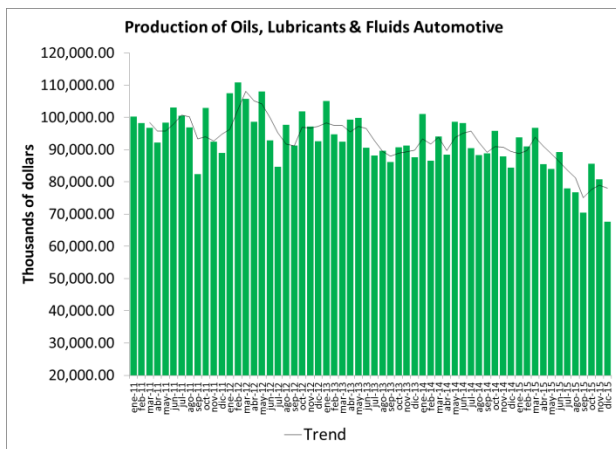


Source: System information: Monthly Survey of Manufacturing Industry (EMIM) INEGI.

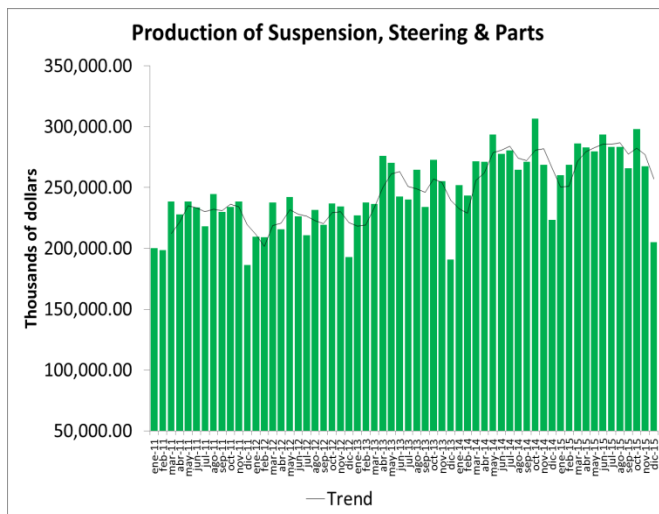
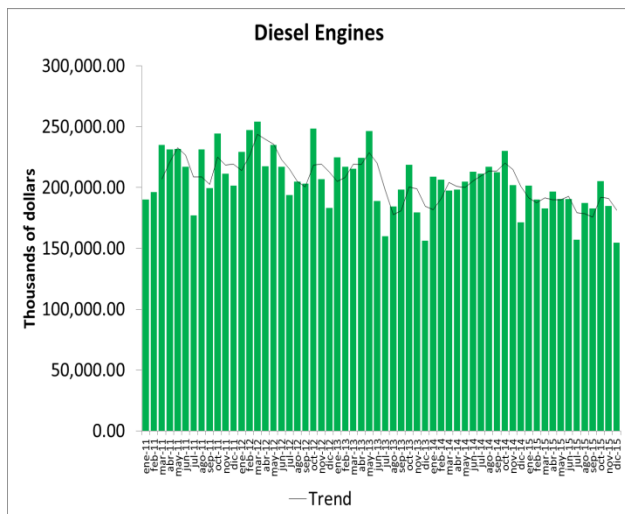
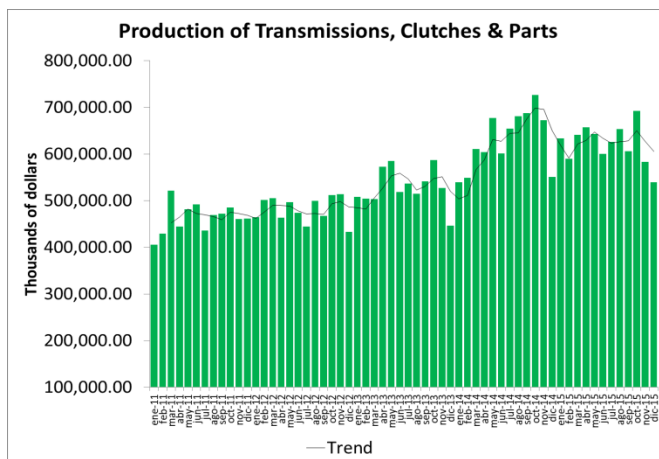
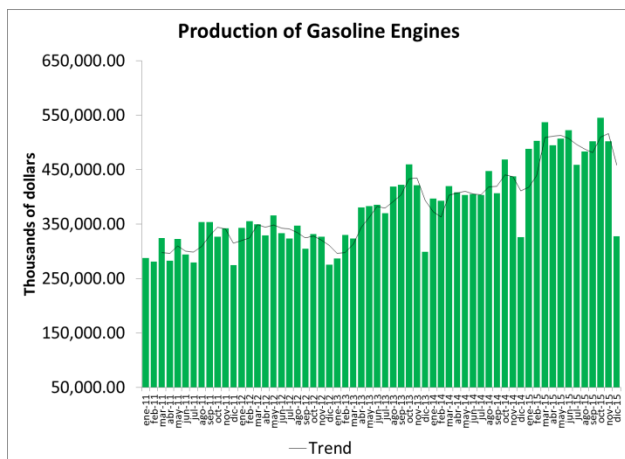
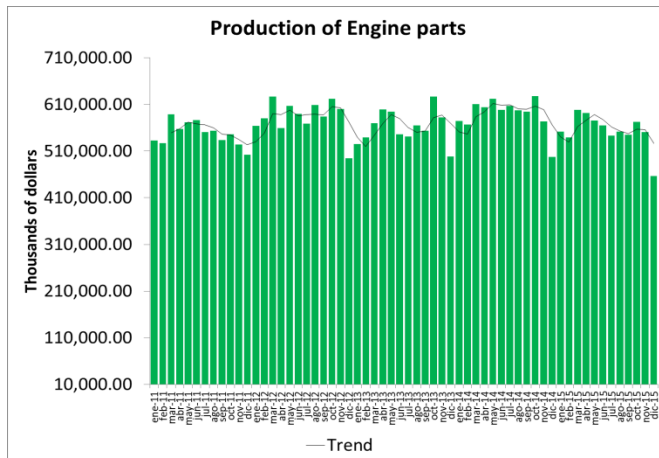
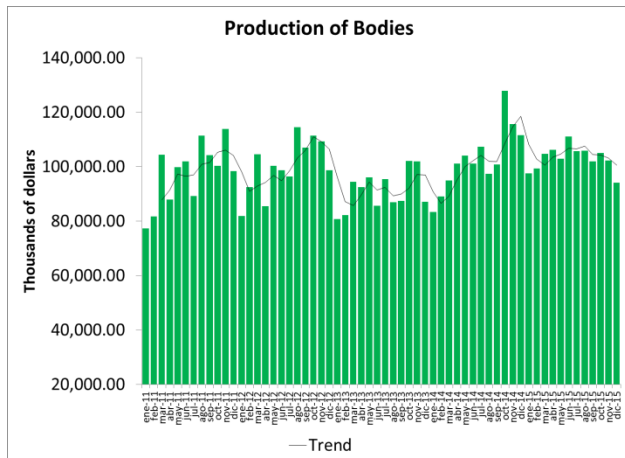


## 4.2 PERFORMANCE OF AUTO PARTS SECTOR PER SYSTEM, January-December of 2015 (INA WITH INFORMATION FROM INEGI)

- The following figures presents the dynamism of the auto parts sector by system.

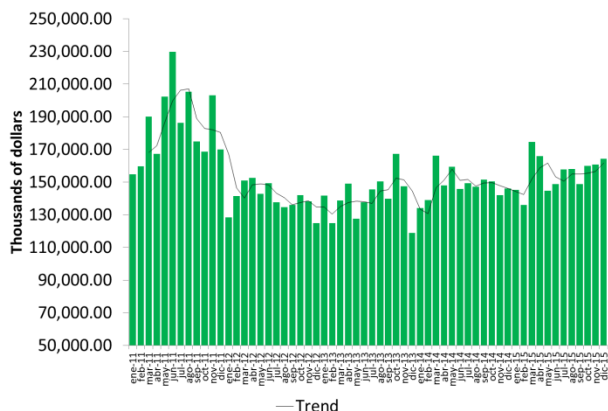


## 4.3 PERFORMANCE OF THE AUTO PARTS SECTOR (INA WITH INFORMATION FROM INEGI)

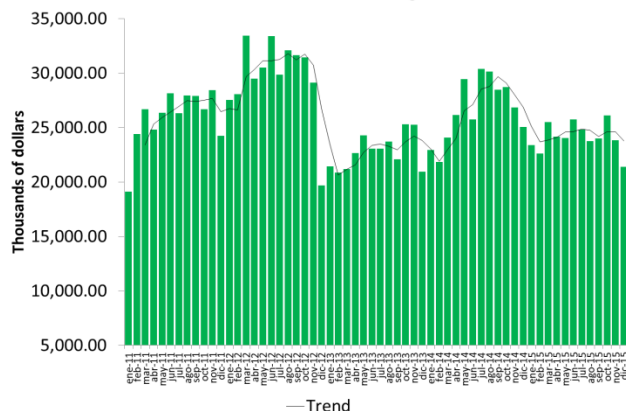


## 4.3 PERFORMANCE OF THE AUTO PARTS SECTOR (INA WITH INFORMATION FROM INEGI)

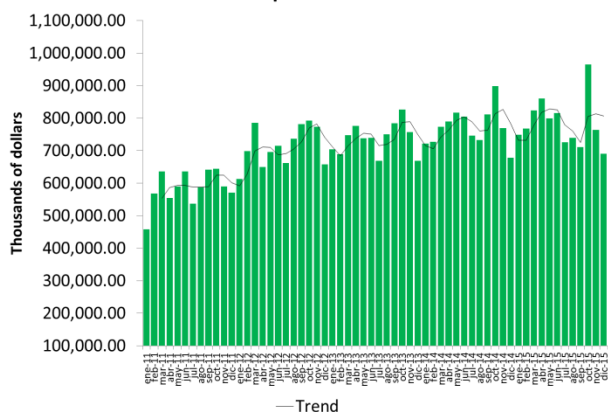
**Production of Brakes and Parts**



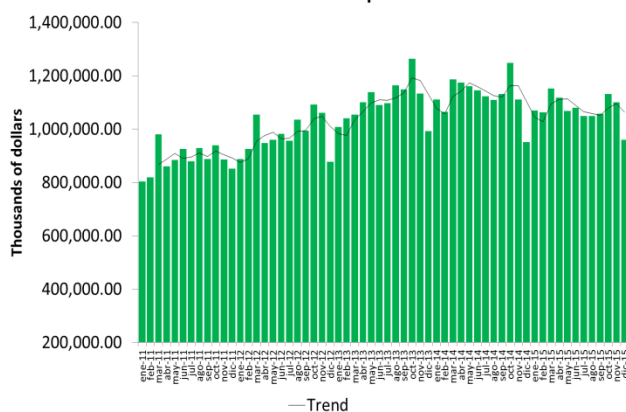
**Production of Cooling**



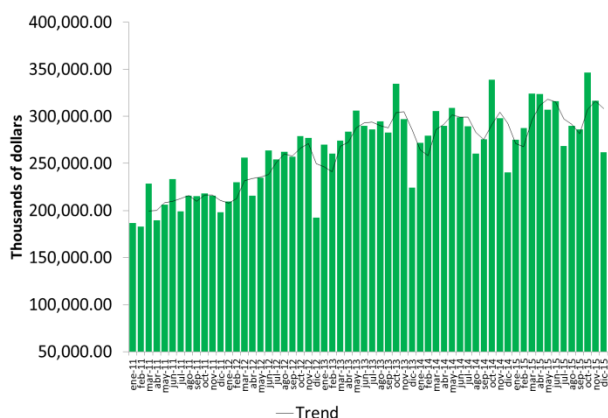
**Production of Carpets & Seats Automotive**



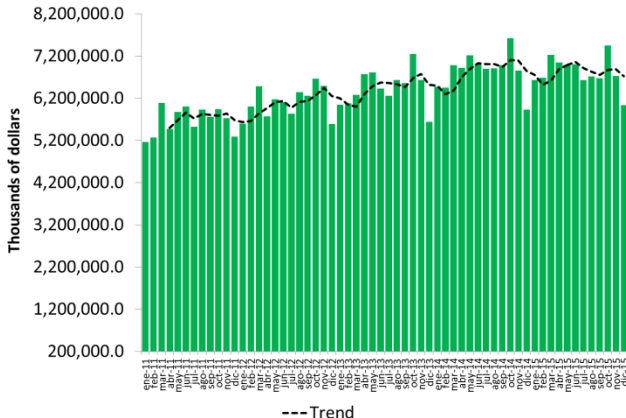
**Production of other products**



**Production of Prints and Parts**



**Production of Auto Parts**



## INDUSTRIA NACIONAL DE AUTOPARTES: INA

### 5. STATISTICAL ANNEX: PRODUCTION AND SALES OF AUTOMOTIVE INDUSTRY

SALES OF VEHICLES IN DOMESTIC MARKET	DECEMBER		VAR. %	ACCUMULATED		VAR. %	MARKET SHARE
	2014	2015		2014	2015		
Total Cars	87,096	100,242	15.1%	745,250	892,194	19.7%	66.0%
Total Light Trucks	46,177	60,421	30.8%	390,159	459,454	17.8%	34.0%
<b>Total Light Vehicles</b>	<b>133,273</b>	<b>160,663</b>	<b>20.6%</b>	<b>1,135,409</b>	<b>1,351,648</b>	<b>19.0%</b>	<b>100.0%</b>
EXPORTS OF VEHICLES	DECEMBER		VAR. %	ACCUMULATED		VAR. %	MARKET SHARE
	2014	2015		2014	2015		
Total Cars	110,507	100,996	-8.6%	1,485,885	1,487,576	0.1%	53.9%
Total light trucks	84,584	105,655	24.9%	1,157,002	1,271,320	9.9%	46.1%
<b>Total Light Vehicles</b>	<b>195,091</b>	<b>206,651</b>	<b>5.9%</b>	<b>2,642,887</b>	<b>2,758,896</b>	<b>4.4%</b>	<b>100%</b>
<b>Total Exports for Foreign Market</b>	<b>195,091</b>	<b>206,651</b>	<b>5.9%</b>	<b>2,642,887</b>	<b>2,758,896</b>	<b>4.4%</b>	<b>100%</b>
TOTAL PRODUCTION OF VEHICLES	DECEMBER		VAR. %	ACCUMULATED		VAR. %	MARKET SHARE
	2014	2015		2014	2015		
Total Cars	120,167	119,794	-0.3%	1,914,409	1,965,489	2.7%	57.8%
Total light trucks	88,331	103,147	16.8%	1,305,377	1,433,587	9.8%	42.2%
<b>Total Light Vehicles</b>	<b>208,498</b>	<b>222,941</b>	<b>6.9%</b>	<b>3,219,786</b>	<b>3,399,076</b>	<b>5.6%</b>	<b>100.0%</b>
<b>Total Production</b>	<b>208,498</b>	<b>222,941</b>	<b>6.9%</b>	<b>3,219,786</b>	<b>3,399,076</b>	<b>5.6%</b>	<b>100%</b>
PRODUCTION OF AUTO PARTS (THOUSANDS OF DOLLARS)	DECEMBER		VAR. %	ACCUMULATED		VAR. %	MARKET SHARE
	2014	2015		2014	2015		
<b>TOTAL PRODUCTION</b>	<b>\$ 5.924.735</b>	<b>\$ 6.036.171</b>	<b>1.9%</b>	<b>\$ 82.195.365</b>	<b>\$ 81.772.573</b>	<b>-0.51%</b>	
SALES OF AUTO PARTS (THOUSANDS OF DOLLARS)	DECEMBER		VAR. %	ACCUMULATED		VAR. %	MARKET SHARE
	2014	2015		2014	2015		
<b>TOTAL SALES</b>	<b>\$ 5,858,554</b>	<b>\$ 6,106,226</b>	<b>4.2%</b>	<b>\$ 81,590,604</b>	<b>\$ 81,799,461</b>	<b>0.3%</b>	

1/ Figures of vehicles are in units

2/ Figures of auto parts are in thousands dollars

Source: AMIA, ANPACT, INEGI

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# INDUSTRIA NACIONAL DE AUTOPARTS: INA

## PRODUCTION OF VEHICLES

BRAND/SEGMENT	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
	2014	2015		2014	2015		
<b>CHRYSLER</b>	<b>32,204</b>	<b>36,308</b>	<b>12.7%</b>	<b>451,982</b>	<b>470,114</b>	<b>4.0%</b>	<b>13.8%</b>
cars	0	0	-	0	0	-	0.0%
light trucks	32,204	36,308	12.7%	451,982	470,114	4.0%	13.8%
<b>FIAT</b>	<b>3,439</b>	<b>1,910</b>	<b>-44.5%</b>	<b>48,265</b>	<b>33,475</b>	<b>-30.6%</b>	<b>1.0%</b>
cars	3,439	1,910	-44.5%	48,265	33,475	-30.6%	1.0%
<b>FORD</b>	<b>24,742</b>	<b>31,149</b>	<b>25.9%</b>	<b>442,583</b>	<b>433,752</b>	<b>-2.0%</b>	<b>12.8%</b>
cars	23,634	31,149	31.8%	431,613	433,752	0.5%	12.8%
light trucks	1,108	0	-100.0%	10,970	0	-100.0%	0.0%
<b>GENERAL MOTORS</b>	<b>43,136</b>	<b>39,422</b>	<b>-8.6%</b>	<b>678,388</b>	<b>690,446</b>	<b>1.8%</b>	<b>20.3%</b>
cars	6,801	3,941	-42.1%	97,408	121,132	24.4%	3.6%
light trucks	36,335	35,481	-2.4%	580,980	569,314	-2.0%	16.7%
<b>HONDA</b>	<b>15,631</b>	<b>17,073</b>	<b>9.2%</b>	<b>143,832</b>	<b>203,657</b>	<b>41.6%</b>	<b>6.0%</b>
cars	11,544	2,467	-78.6%	81,888	44,579	-45.6%	1.3%
light trucks	4,087	14,606	257.4%	61,944	159,078	156.8%	4.7%
<b>MAZDA</b>	<b>13,109</b>	<b>9,763</b>	<b>-25.5%</b>	<b>102,346</b>	<b>182,357</b>	<b>78.2%</b>	<b>5.4%</b>
cars	13,109	9,763	-	102,346	182,357	-	5.4%
light trucks	-	-	-	-	-	-	0.0%
<b>NISSAN</b>	<b>53,463</b>	<b>52,479</b>	<b>-1.8%</b>	<b>805,871</b>	<b>822,948</b>	<b>2.1%</b>	<b>24.2%</b>
cars	43,317	41,842	-3.4%	677,768	670,195	-1.1%	19.7%
light trucks	10,146	10,637	4.8%	128,103	152,753	19.2%	4.5%
<b>TOYOTA</b>	<b>4,451</b>	<b>10,112</b>	<b>127.2%</b>	<b>71,398</b>	<b>104,810</b>	<b>46.8%</b>	<b>3.1%</b>
cars	0	3,997	-	0	22,482	-	0.7%
light trucks	4,451	6,115	37.4%	71,398	82,328	15.3%	2.4%
<b>VOLKSWAGEN</b>	<b>18,323</b>	<b>24,725</b>	<b>34.9%</b>	<b>475,121</b>	<b>457,517</b>	<b>-3.7%</b>	<b>13.5%</b>
cars	18,323	24,725	34.9%	475,121	457,517	-3.7%	13.5%
<b>Total Cars</b>	<b>120,167</b>	<b>119,794</b>	<b>-0.3%</b>	<b>1,914,409</b>	<b>1,965,489</b>	<b>2.7%</b>	<b>57.8%</b>
<b>Total light trucks</b>	<b>88,331</b>	<b>103,147</b>	<b>16.8%</b>	<b>1,305,377</b>	<b>1,433,587</b>	<b>9.8%</b>	<b>42.2%</b>
<b>Total Light Vehicles</b>	<b>208,498</b>	<b>222,941</b>	<b>6.9%</b>	<b>3,219,786</b>	<b>3,399,076</b>	<b>5.6%</b>	<b>100.0%</b>
<b>Total Production</b>	<b>208,498</b>	<b>222,941</b>	<b>6.9%</b>	<b>3,219,786</b>	<b>3,399,076</b>	<b>5.6%</b>	<b>100.0%</b>

### Notas:

1/ Light trucks include multiple use, class 1, class 2 and class 3 (PBV ≤ 6,350kg)

Source: AMIA y ANPACT

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## INDUSTRIA NACIONAL DE AUTOPARTS: INA

## SALES IN DOMESTIC MARKET OF AUTOMOTIVE SECTOR

BRAND/SEGMENT	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
	2014	2015		2014	2015		
<b>ACURA</b>	<b>343</b>	<b>263</b>	<b>-23.3%</b>	<b>2,595</b>	<b>2,423</b>	<b>-6.6%</b>	<b>0.2%</b>
cars	148	111	-25.0%	801	905	<b>13.0%</b>	0.1%
light trucks	195	152	-22.1%	1,794	1,518	<b>-15.4%</b>	0.1%
<b>ALFA ROMEO</b>	<b>4</b>	<b>29</b>	<b>625.0%</b>	<b>74</b>	<b>229</b>	<b>209.5%</b>	<b>0.0%</b>
cars	4	29	625.0%	74	229	<b>209.5%</b>	0.0%
<b>AUDI</b>	<b>1,458</b>	<b>1,516</b>	<b>4.0%</b>	<b>12,939</b>	<b>14,147</b>	<b>9.3%</b>	<b>1.0%</b>
cars	1,458	1,516	4.0%	12,939	14,147	<b>9.3%</b>	1.0%
<b>BMW</b>	<b>1,051</b>	<b>1,138</b>	<b>8.3%</b>	<b>10,502</b>	<b>12,170</b>	<b>15.9%</b>	<b>0.9%</b>
cars	1,051	1,138	8.3%	10,502	12,170	<b>15.9%</b>	0.9%
<b>CHRYSLER</b>	<b>8,393</b>	<b>8,948</b>	<b>6.6%</b>	<b>69,013</b>	<b>77,177</b>	<b>11.8%</b>	<b>5.7%</b>
cars	1,210	2,152	77.9%	12,516	19,406	<b>55.0%</b>	1.4%
light trucks	7,183	6,796	-5.4%	56,497	57,771	<b>2.3%</b>	4.3%
<b>FIAT</b>	<b>852</b>	<b>1,109</b>	<b>30.2%</b>	<b>7,936</b>	<b>9,362</b>	<b>18.0%</b>	<b>0.7%</b>
cars	804	1,038	29.1%	6,952	9,078	<b>30.6%</b>	0.7%
light trucks	48	71	47.9%	984	284	<b>-71.1%</b>	0.0%
<b>FORD</b>	<b>9,394</b>	<b>11,224</b>	<b>19.5%</b>	<b>79,097</b>	<b>87,523</b>	<b>10.7%</b>	<b>6.5%</b>
cars	4,550	4,950	8.8%	36,508	41,490	<b>13.6%</b>	3.1%
light trucks	4,844	6,274	29.5%	42,589	46,033	<b>8.1%</b>	3.4%
heavy trucks	0	0	-	0	0	-	0.0%
<b>FREIGHTLINER</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
heavy trucks	0	0	-	0	0	-	0.0%
heavy duty trucks	0	0	-	0	0	-	0.0%
<b>GENERAL MOTORS</b>	<b>24,428</b>	<b>33,157</b>	<b>35.7%</b>	<b>216,958</b>	<b>256,150</b>	<b>18.1%</b>	<b>19.0%</b>
cars	17,973	21,481	19.5%	159,395	185,902	<b>16.6%</b>	13.8%
light trucks	6,455	11,676	80.9%	57,563	70,248	<b>22.0%</b>	5.2%
heavy trucks	0	0	-	0	0	-	0.0%
<b>HINO</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
heavy trucks	0	0	-	0	0	-	0.0%
integral buses and chassis for passage	0	0	-	0	0	-	0.0%
<b>HONDA</b>	<b>8,628</b>	<b>9,524</b>	<b>10.4%</b>	<b>60,128</b>	<b>73,505</b>	<b>22.2%</b>	<b>5.4%</b>
cars	4,380	4,085	-6.7%	28,101	31,667	<b>12.7%</b>	2.3%
light trucks	4,248	5,439	28.0%	32,027	41,838	<b>30.6%</b>	3.1%
<b>HYUNDAI</b>	<b>2,311</b>	<b>2,676</b>	<b>15.8%</b>	<b>12,064</b>	<b>26,251</b>	<b>117.6%</b>	<b>1.9%</b>
cars	1,661	1,705	2.6%	8,303	19,364	<b>133.2%</b>	1.4%
light trucks	650	971	49.4%	3,761	6,887	<b>83.1%</b>	0.5%
<b>INFINITI</b>	<b>190</b>	<b>203</b>	<b>6.8%</b>	<b>1,475</b>	<b>1,818</b>	<b>23.3%</b>	<b>0.1%</b>
cars	105	84	-20.0%	717	832	<b>16.0%</b>	0.1%
light trucks	85	119	40.0%	758	986	<b>30.1%</b>	0.1%
<b>INTERNATIONAL</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
heavy trucks	0	0	-	0	0	-	0.0%
heavy duty trucks	0	0	-	0	0	-	0.0%
integral buses and chassis for passage	0	0	-	0	0	-	0.0%
<b>ISUZU</b>	<b>79</b>	<b>201</b>	<b>154.4%</b>	<b>1,468</b>	<b>1,940</b>	<b>32.2%</b>	<b>0.1%</b>
light trucks	79	201	154.4%	1,468	1,940	<b>32.2%</b>	0.1%
heavy trucks	0	0	-	0	0	-	0.0%
integral buses and chassis for passage	0	0	-	0	0	-	0.0%
<b>JAGUAR</b>	<b>20</b>	<b>22</b>	<b>10.0%</b>	<b>181</b>	<b>190</b>	<b>5.0%</b>	<b>0.0%</b>
cars	20	22	10.0%	181	190	<b>5.0%</b>	0.0%
<b>KIA</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>11,021</b>	<b>-</b>	<b>0.8%</b>
cars	0	0	-	0	2,377	-	0.2%
light trucks	0	0	-	0	8,644	-	0.6%
<b>KENWORTH</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
heavy trucks	0	0	-	0	0	-	0.0%
heavy duty trucks	0	0	-	0	0	-	0.0%
<b>LAND ROVER</b>	<b>180</b>	<b>139</b>	<b>-22.8%</b>	<b>1,630</b>	<b>1,346</b>	<b>-17.4%</b>	<b>0.1%</b>
light trucks	180	139	-22.8%	1,630	1,346	<b>-17.4%</b>	0.1%
<b>LINCOLN</b>	<b>214</b>	<b>260</b>	<b>21.5%</b>	<b>1,868</b>	<b>2,071</b>	<b>10.9%</b>	<b>0.2%</b>
cars	38	33	-13.2%	544	390	<b>-28.3%</b>	0.0%
light trucks	176	227	29.0%	1,324	1,681	<b>27.0%</b>	0.1%
<b>MAN</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
heavy trucks	0	0	-	0	0	-	0.0%
heavy duty trucks	0	0	-	0	0	-	0.0%
integral buses and chassis for passage	0	0	-	0	0	-	0.0%
<b>MAZDA</b>	<b>5,192</b>	<b>8,213</b>	<b>58.2%</b>	<b>40,997</b>	<b>57,394</b>	<b>40.0%</b>	<b>4.2%</b>
cars	3,386	4,804	41.9%	27,060	39,639	<b>46.5%</b>	2.9%
light trucks	1,806	3,409	88.8%	13,937	17,755	<b>27.4%</b>	1.3%
<b>MERCEDES BENZ</b>	<b>1,072</b>	<b>1,387</b>	<b>29.4%</b>	<b>9,174</b>	<b>10,795</b>	<b>17.7%</b>	<b>0.8%</b>
cars	1,072	1,387	29.4%	9,174	10,795	<b>17.7%</b>	0.8%
light trucks	0	0	ND	0	0	<b>ND</b>	ND
integral buses and chassis for passage	0	0	-	0	0	-	0.0%
<b>MINI</b>	<b>583</b>	<b>535</b>	<b>-8.2%</b>	<b>4,400</b>	<b>5,305</b>	<b>20.6%</b>	<b>0.4%</b>
cars	583	535	-8.2%	4,400	5,305	<b>20.6%</b>	0.4%
<b>MITSUBISHI</b>	<b>1,481</b>	<b>1,796</b>	<b>21.3%</b>	<b>11,780</b>	<b>16,284</b>	<b>38.2%</b>	<b>1.2%</b>
cars	739	846	14.5%	3,252	7,431	<b>128.5%</b>	0.5%
light trucks	742	950	28.0%	8,528	8,853	<b>3.8%</b>	0.7%
<b>NISSAN</b>	<b>34,940</b>	<b>38,582</b>	<b>10.4%</b>	<b>291,729</b>	<b>347,124</b>	<b>19.0%</b>	<b>25.7%</b>
cars	25,060	26,468	5.6%	204,076	236,014	<b>15.7%</b>	17.5%
light trucks	9,880	12,114	22.6%	87,653	111,110	<b>26.8%</b>	8.2%
<b>OMNIBUS INTEGRALES</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
autobuses integrales foráneos y chasis para pasaje	0	0	-	0	0	-	0.0%

BRAND/SEGMENT	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
	2014	2015		2014	2015		
<b>PEUGEOT</b>	<b>577</b>	<b>588</b>	<b>1.9%</b>	<b>6,147</b>	<b>7,295</b>	<b>18.7%</b>	<b>0.5%</b>
cars	244	330	35.2%	2,842	3,324	17.0%	0.2%
light trucks	333	258	-22.5%	3,305	3,971	20.2%	0.3%
<b>PORSCHE</b>	<b>125</b>	<b>122</b>	<b>-2.4%</b>	<b>975</b>	<b>1,208</b>	<b>23.9%</b>	<b>0.1%</b>
cars	125	122	-2.4%	975	1,208	23.9%	0.1%
light trucks	0	0	-	0	0	-	0.0%
<b>RENAULT</b>	<b>2,938</b>	<b>2,805</b>	<b>-4.5%</b>	<b>24,889</b>	<b>24,320</b>	<b>-2.3%</b>	<b>1.8%</b>
cars	1,124	1,326	18.0%	8,312	11,724	41.0%	0.9%
light trucks	1,814	1,479	-18.5%	16,577	12,596	-24.0%	0.9%
<b>SCANIA</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
heavy trucks	0	0	-	0	0	-	0.0%
heavy duty trucks			-			-	0.0%
integral buses and chassis for passage	0	0	-	0	0	-	0.0%
<b>SEAT</b>	<b>1,677</b>	<b>2,327</b>	<b>38.8%</b>	<b>21,330</b>	<b>24,148</b>	<b>13.2%</b>	<b>1.8%</b>
cars	1,677	2,327	38.8%	21,330	24,148	13.2%	1.8%
light trucks			-			-	0.0%
<b>SMART</b>	<b>139</b>	<b>2</b>	<b>-98.6%</b>	<b>1,391</b>	<b>695</b>	<b>-50.0%</b>	<b>0.1%</b>
cars	139	2	-98.6%	1,391	695	-50.0%	0.1%
<b>STERLING</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
heavy trucks			-			-	0.0%
<b>SUBARU</b>	<b>131</b>	<b>185</b>	<b>41.2%</b>	<b>1,410</b>	<b>1,618</b>	<b>14.8%</b>	<b>0.1%</b>
cars	28	43	53.6%	284	387	36.3%	0.0%
light trucks	103	142	37.9%	1,126	1,231	9.3%	0.1%
<b>SUZUKI</b>	<b>1,220</b>	<b>1,166</b>	<b>-4.4%</b>	<b>12,510</b>	<b>12,914</b>	<b>3.2%</b>	<b>1.0%</b>
cars	810	735	-9.3%	8,253	9,230	11.8%	0.7%
light trucks	410	431	5.1%	4,257	3,684	-13.5%	0.3%
<b>TOYOTA</b>	<b>9,826</b>	<b>12,226</b>	<b>24.4%</b>	<b>69,597</b>	<b>84,779</b>	<b>21.8%</b>	<b>6.3%</b>
cars	4,631	6,528	41.0%	31,761	41,921	32.0%	3.1%
light trucks	5,195	5,698	9.7%	37,836	42,858	13.3%	3.2%
<b>VOLKSWAGEN</b>	<b>15,743</b>	<b>18,079</b>	<b>14.8%</b>	<b>160,088</b>	<b>179,113</b>	<b>11.9%</b>	<b>13.3%</b>
cars	14,034	16,167	15.2%	144,003	161,566	12.2%	12.0%
light trucks	1,709	1,912	11.9%	16,085	17,547	9.1%	1.3%
heavy trucks	0	0	-	0	0	-	0.0%
integral buses and chassis for passage	0	0	-	0	0	-	0.0%
<b>VOLVO</b>	<b>84</b>	<b>126</b>	<b>50.0%</b>	<b>1,063</b>	<b>1,333</b>	<b>25.4%</b>	<b>0.1%</b>
cars	42	59	40.5%	603	660	9.5%	0.0%
light trucks	42	67	59.5%	460	673	46.3%	0.0%
heavy trucks	0	0	-	0	0	-	0.0%
heavy duty trucks	0	0	-	0	0	-	0.0%
integral buses and chassis for passage	0	0	-	0	0	-	0.0%
<b>MACK</b>		<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
heavy trucks		0	-	0	0	-	0.0%
heavy duty trucks		0	-		0	-	0.0%
<b>Total Cars</b>	<b>87,096</b>	<b>100,242</b>	<b>15.1%</b>	<b>745,250</b>	<b>892,194</b>	<b>19.7%</b>	<b>66.0%</b>
<b>Total Light Trucks</b>	<b>46,177</b>	<b>60,421</b>	<b>30.8%</b>	<b>390,159</b>	<b>459,454</b>	<b>17.8%</b>	<b>34.0%</b>
<b>Total Light Vehicles</b>	<b>133,273</b>	<b>160,663</b>	<b>20.6%</b>	<b>1,135,409</b>	<b>1,351,648</b>	<b>19.0%</b>	<b>100.0%</b>
<b>Total heavy Trucks (not available)</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
<b>Total Heavy Duty Trucks (not available)</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
<b>Chassis for passage (not available)</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
<b>Total heavy Trucks (not available)</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0%</b>
<b>Total Wholesales in Domestic Markets</b>	<b>133,273</b>	<b>160,663</b>	<b>20.6%</b>	<b>1,135,409</b>	<b>1,351,648</b>	<b>19.0%</b>	<b>100.0%</b>

**Notes:**

1/ Light trucks include multiple use, class 1, class 2 and class 3 (PBV ≤ 6,350kg)

2/ Heavy trucks include heavy vehicles, construction and other classes 4-8

3/ Buses include integral foreign buses, foreign buses platform

\* Actualized by ANPACT

**Source:** AMIA y ANPACT

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# INDUSTRIA NACIONAL DE AUTOPARTS: INA

## EXPORTS OF VEHICLES

BRAND/SEGMENT	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
	2014	2015		2014	2015		
<b>CHRYSLER</b>	<b>35,503</b>	<b>40,871</b>	<b>15.1%</b>	<b>423,862</b>	<b>446,800</b>	<b>5.4%</b>	<b>16.2%</b>
light trucks	35,503	40,871	15.1%	423,862	446,800	5.4%	16.2%
<b>FIAT</b>	<b>3,572</b>	<b>1,515</b>	<b>-57.6%</b>	<b>41,856</b>	<b>29,833</b>	<b>-28.7%</b>	<b>1.1%</b>
cars	3,572	1,515	-57.6%	41,856	29,833	-28.7%	1.1%
<b>FORD</b>	<b>24,319</b>	<b>30,369</b>	<b>24.9%</b>	<b>426,574</b>	<b>412,703</b>	<b>-3.3%</b>	<b>15.0%</b>
cars	23,126	30,369	31.3%	415,719	412,703	-0.7%	15.0%
light trucks*	1,193	0	-100.0%	10,855	0	-100.0%	0.0%
<b>GENERAL MOTORS</b>	<b>36,086</b>	<b>39,713</b>	<b>10.1%</b>	<b>553,502</b>	<b>539,933</b>	<b>-2.5%</b>	<b>19.6%</b>
cars	867	31	-96.4%	10,362	6,845	-33.9%	0.2%
light trucks	35,219	39,682	12.7%	543,140	533,088	-1.9%	19.3%
<b>HONDA</b>	<b>13,241</b>	<b>13,586</b>	<b>2.6%</b>	<b>104,738</b>	<b>162,418</b>	<b>55.1%</b>	<b>5.9%</b>
cars	11,749	1,247	-89.4%	70,788	36,392	-48.6%	1.3%
light trucks	1,492	12,339	727.0%	33,950	126,026	271.2%	4.6%
<b>Mazda</b>	<b>11,602</b>	<b>8,680</b>	<b>-</b>	<b>84,009</b>	<b>154,166</b>	<b>-</b>	<b>5.6%</b>
Cars	11,602	8,680	-	84,009	154,166	-	5.6%
<b>NISSAN</b>	<b>37,603</b>	<b>35,483</b>	<b>-5.6%</b>	<b>538,972</b>	<b>518,689</b>	<b>-3.8%</b>	<b>18.8%</b>
cars	30,877	28,835	-6.6%	465,175	435,611	-6.4%	15.8%
light trucks	6,726	6,648	-1.2%	73,797	83,078	12.6%	3.0%
<b>TOYOTA</b>	<b>4,451</b>	<b>9,929</b>	<b>123.1%</b>	<b>71,398</b>	<b>101,091</b>	<b>41.6%</b>	<b>3.7%</b>
cars	0	3,814		0	18,763	#DIV/0!	0.7%
light trucks	4,451	6,115	37.4%	71,398	82,328	15.3%	3.0%
<b>VOLKSWAGEN</b>	<b>28,714</b>	<b>26,505</b>	<b>-7.7%</b>	<b>397,976</b>	<b>393,263</b>	<b>-1.2%</b>	<b>14.3%</b>
cars	28,714	26,505	-7.7%	397,976	393,263	-1.2%	14.3%
<b>Total Cars</b>	<b>110,507</b>	<b>100,996</b>	<b>-8.6%</b>	<b>1,485,885</b>	<b>1,487,576</b>	<b>0.1%</b>	<b>53.9%</b>
<b>Total light trucks</b>	<b>84,584</b>	<b>105,655</b>	<b>24.9%</b>	<b>1,157,002</b>	<b>1,271,320</b>	<b>9.9%</b>	<b>46.1%</b>
<b>Total Light Vehicles</b>	<b>195,091</b>	<b>206,651</b>	<b>5.9%</b>	<b>2,642,887</b>	<b>2,758,896</b>	<b>4.4%</b>	<b>100.0%</b>
<b>Total Exports for Foreign Market</b>	<b>195,091</b>	<b>206,651</b>	<b>5.9%</b>	<b>2,642,887</b>	<b>2,758,896</b>	<b>4.4%</b>	<b>100.0%</b>
<b>USA</b>	<b>139,311</b>	<b>154,490</b>	<b>10.9%</b>	<b>1,875,575</b>	<b>1,993,162</b>	<b>6.3%</b>	<b>72.2%</b>
<b>Latin America</b>	<b>19,162</b>	<b>15,093</b>	<b>-21.2%</b>	<b>249,705</b>	<b>225,538</b>	<b>-9.7%</b>	<b>8.2%</b>
<b>Canada</b>	<b>17,125</b>	<b>18,348</b>	<b>7.1%</b>	<b>267,371</b>	<b>290,340</b>	<b>8.6%</b>	<b>10.5%</b>
<b>Europe</b>	<b>4,609</b>	<b>8,069</b>	<b>75.1%</b>	<b>98,184</b>	<b>145,263</b>	<b>47.9%</b>	<b>5.3%</b>
<b>Asia</b>	<b>9,298</b>	<b>6,319</b>	<b>-32.0%</b>	<b>127,171</b>	<b>79,902</b>	<b>-37.2%</b>	<b>2.9%</b>
<b>Africa</b>	<b>177</b>	<b>264</b>	<b>49.2%</b>	<b>1,954</b>	<b>2,319</b>	<b>18.7%</b>	<b>0.1%</b>
<b>Other</b>	<b>5,409</b>	<b>4,068</b>	<b>-24.8%</b>	<b>22,927</b>	<b>22,372</b>	<b>-2.4%</b>	<b>0.8%</b>
<b>Total Exports for Foreign Market</b>	<b>195,091</b>	<b>206,651</b>	<b>5.9%</b>	<b>2,642,887</b>	<b>2,758,896</b>	<b>4.4%</b>	<b>100.0%</b>

2/ Heavy trucks include heavy vehicles, construction and other classes 4-8

3/ Buses include integral foreign buses, foreign buses platform

\*Only includes the model H215, considered heavy vehicle.

Source: AMIA y ANPACT

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# INDUSTRIA NACIONAL DE AUTOPARTS: INA

## PRODUCTION VALUE OF AUTO PARTS PER SYSTEM AND PRODUCT (THOUSANDS OF DOLLARS)

SYSTEM / PRODUCT	DECEMBER 2014	DECEMBER 2015	VAR. (%)	ACCUMULATED		VAR. (%)	Market Share %
				2014	2015		
<b>Oils, Lubricants &amp; Fluids Automotive</b>	<b>84,474</b>	<b>67,618</b>	<b>-20.0</b>	<b>1,102,825</b>	<b>999,524</b>	<b>-9.4</b>	<b>1.2</b>
Automotive Lubricating Oils	44,058	34,111	-22.6	557,027	491,707	-11.7	0.6
Diesel Engine Lubricating Oils	17,350	14,912	-14.0	238,273	216,473	-9.1	0.3
Automotive Greases	1,871	1,600	-14.5	23,509	20,457	-13.0	0.0
Lubricating oil additives for automotive use	11,763	9,408	-20.0	173,193	173,296	0.1	0.2
Gas Additive	555	486	-12.5	7,767	6,403	-17.6	0.0
Brake Fluid	1,260	1,175	-6.8	16,456	14,716	-10.6	0.0
Antifreeze liquid	3,080	1,782	-42.2	28,277	23,914	-15.4	0.0
Using Other Automotive Products	4,537	4,144	-8.7	58,323	52,558	-9.9	0.1
<b>Automotive and Tire</b>	<b>78,628</b>	<b>73,134</b>	<b>-7.0</b>	<b>1,191,180</b>	<b>1,230,302</b>	<b>3.3</b>	<b>1.5</b>
Steel-belted radial	46,727	48,917	4.7	706,793	767,815	8.6	0.9
Light Truck Tires	23,559	20,470	-13.1	344,726	357,242	3.6	0.4
Byproducts, Waste and Byproducts	8,343	3,747	-55.1	139,661	105,245	-24.6	0.1
<b>Automotive Rubber Products</b>	<b>76,108</b>	<b>85,824</b>	<b>12.8</b>	<b>1,118,477</b>	<b>1,128,263</b>	<b>0.9</b>	<b>1.4</b>
Rubber Hoses Automotive Use	17,020	20,163	18.5	261,010	254,967	-2.3	0.3
Packaging	16,142	14,580	-9.7	237,528	250,509	5.5	0.3
Hoses	16,406	21,936	33.7	225,287	241,770	7.3	0.3
Other items for the Automotive Industry	11,896	18,305	53.9	176,266	211,075	19.7	0.3
Repair Material Tire & Renovation: Floors	14,645	10,839	-26.0	218,386	169,942	-22.2	0.2
<b>Accessories and parts for automobiles</b>	<b>363,711</b>	<b>420,687</b>	<b>15.7</b>	<b>5,079,473</b>	<b>5,362,223</b>	<b>5.6</b>	<b>6.6</b>
Consoles	76,553	106,190	38.7	1,119,683	1,366,855	22.1	1.7
Cthers	148,712	176,165	18.5	2,155,147	2,203,650	2.3	2.7
Byproducts, Waste and Byproducts	132,078	130,367	-1.3	1,708,937	1,671,341	-2.2	2.0
Parts and Plastic Parts Automotive Use	6,368	7,965	25.1	95,706	120,377	25.8	0.1
<b>Glass, Automotive Glass &amp; Windshield</b>	<b>42,771</b>	<b>44,365</b>	<b>3.7</b>	<b>669,947</b>	<b>608,105</b>	<b>-9.2</b>	<b>0.7</b>
Shatterproof tempered glass or for the Automotive Industry	10,451	12,202	16.7	176,765	162,818	-7.9	0.2
Windshield	14,128	13,192	-6.6	279,250	211,045	-24.4	0.3
Medallions	5,046	5,220	3.5	51,750	51,734	0.0	0.1
Side glass	13,146	13,751	4.6	162,182	182,509	12.5	0.2
<b>Electrical Parts</b>	<b>1,357,870</b>	<b>1,469,480</b>	<b>8.2</b>	<b>18,212,529</b>	<b>17,664,289</b>	<b>-3.0</b>	<b>21.6</b>
Insulated Wires and Cables for Automotive Harnesses	81,837	91,242	11.5	1,195,080	1,021,823	-14.5	1.2
Lighthouses	237,689	248,696	4.6	3,288,813	3,200,335	-2.7	3.9
Alternators	147,588	108,511	-26.5	1,913,399	1,728,933	-9.6	2.1
Automotive Electrical Harnesses	472,834	559,002	18.2	6,123,063	6,423,305	4.9	7.9
Drivers	352,058	365,538	3.8	4,669,966	4,204,487	-10.0	5.1
Wiper Blades	65,866	96,491	46.5	1,022,208	1,085,405	6.2	1.3
<b>Bodies</b>	<b>111,591</b>	<b>94,108</b>	<b>-15.7</b>	<b>1,234,554</b>	<b>1,236,813</b>	<b>0.2</b>	<b>1.5</b>
Open Box metal body Truck Load Dump	661	605	-8.5	26,463	6,157	-76.7	0.0
Open Box metal body Truck Refrigerated Cargo	621	1,351	117.6	12,839	12,732	-0.8	0.0
Open Box metal body Truck Load Dry Box	4,882	3,475	-28.8	43,221	44,610	3.2	0.1
Trailer metal body and semitrailers	4,047	2,945	-27.2	63,925	61,333	-4.1	0.1
Metal body and Semi Trailer Tank	2,678	3,312	23.7	41,317	39,677	-4.0	0.0
Cages	708	801	13.1	8,580	9,196	7.2	0.0
Metallic Bodies Dump Trailers and Semitrailers	2,167	1,496	-31.0	38,666	22,150	-42.7	0.0
Metallic bodies for trailers and semi-Hoppers	3,002	1,236	-58.8	22,380	32,148	43.6	0.0
Metal body and semi-trailers Trailer Dollies	869	1,378	58.6	20,279	22,289	9.9	0.0
Steel Truck Bodies Passenger Urban Service	19,602	14,352	-26.8	229,661	195,797	-14.7	0.2
Chassis and Racks for trailers	514	0	-100.0	2,388	6,087	155.0	0.0
Chassis and Racks Parts and Bodywork	49,381	44,350	-10.2	567,748	656,651	15.7	0.8
Byproducts, Waste and Byproducts	19,470	16,044	-17.6	121,526	111,833	-8.0	0.1
<b>Gasoline Engines</b>	<b>326,048</b>	<b>327,209</b>	<b>0.4</b>	<b>4,915,885</b>	<b>5,870,180</b>	<b>19.4</b>	<b>7.2</b>
Engine Vehicle Gasoline 4 to 8 cylinders	326,048	327,209	0.4	4,915,885	5,870,180	19.4	7.2
<b>Diesel Engines</b>	<b>171,429</b>	<b>154,539</b>	<b>-9.9</b>	<b>2,473,777</b>	<b>2,224,552</b>	<b>-10.1</b>	<b>2.7</b>
Of more than 100 to 400 c.f.	171,429	154,539	-9.9	2,473,777	2,224,552	-10.1	2.7
<b>Engine parts</b>	<b>497,960</b>	<b>457,038</b>	<b>-8.2</b>	<b>7,074,538</b>	<b>6,643,164</b>	<b>-6.1</b>	<b>8.1</b>
Cabezas	113,411	99,629	-12.2	1,759,241	1,574,985	-10.5	1.9
Monoblocks	74,315	73,661	-0.9	1,231,023	1,089,727	-11.5	1.3
Crankshafts	15,686	17,370	10.7	194,406	225,139	15.8	0.3
Pistons	35,036	32,903	-6.1	496,489	494,272	-0.4	0.6
Water Pumps	8,913	10,381	16.5	133,229	144,032	8.1	0.2
Byproducts, Waste and Byproducts	140,326	146,651	4.5	2,036,476	2,097,004	3.0	2.6
Catalytic Converter	70,150	39,486	-43.7	737,209	536,031	-27.3	0.7
Oil Filters	12,685	10,199	-19.6	140,987	138,844	-1.5	0.2
Air Filters	27,439	26,758	-2.5	345,478	343,129	-0.7	0.4
<b>Transmissions, Clutches &amp; Parts</b>	<b>550,516</b>	<b>539,299</b>	<b>-2.0</b>	<b>7,553,755</b>	<b>7,465,043</b>	<b>-1.2</b>	<b>9.1</b>
Transmissions for Heavy & Light Duty	264,161	235,420	-10.9	3,608,604	3,281,711	-9.1	4.0
Byproducts, Waste and Byproducts	286,355	303,879	6.1	3,945,151	4,183,332	6.0	5.1
<b>Suspension, Steering &amp; Parts</b>	<b>223,465</b>	<b>205,303</b>	<b>-8.1</b>	<b>3,224,276</b>	<b>3,274,975</b>	<b>1.6</b>	<b>4.0</b>
Shocks	56,829	62,347	9.7	794,134	917,450	15.5	1.1
Springs and leaves for springs	45,688	44,569	-2.5	684,368	695,115	1.6	0.9
Byproducts, Waste and Byproducts	120,947	98,387	-18.7	1,745,774	1,662,411	-4.8	2.0
<b>Brakes and Parts</b>	<b>145,956</b>	<b>164,163</b>	<b>12.5</b>	<b>1,778,792</b>	<b>1,864,598</b>	<b>4.8</b>	<b>2.3</b>
Discs	0	0	-	84,967	0	-100.0	0.0
Drums	10,767	9,306	-13.6	78,435	115,493	47.2	0.1
Brake Pads	57,587	82,795	43.8	610,825	739,780	21.1	0.9
Byproducts, Waste and Byproducts	77,602	72,063	-7.1	938,846	938,913	0.0	1.1

SYSTEM / PRODUCT	DECEMBER	DECEMBER	VAR. (%)	ACCUMULATED		VAR. (%)	Market Share %
	2014	2015		2014	2015		
<b>Carpets &amp; Seats Automotive</b>	<b>677,960</b>	<b>690,414</b>	<b>1.8</b>	<b>9,268,942</b>	<b>9,409,169</b>	<b>1.5</b>	<b>11.5</b>
Seats for Cars and Trucks	405,263	380,810	-6.0	5,729,809	5,322,374	-7.1	6.5
To awning	52,419	62,425	19.1	719,082	845,419	17.6	1.0
Carpets	38,883	33,916	-12.8	428,137	457,252	6.8	0.6
Byproducts, Waste and Byproducts	181,395	213,263	17.6	2,391,914	2,784,125	16.4	3.4
<b>Prints and Parts</b>	<b>240,284</b>	<b>262,042</b>	<b>9.1</b>	<b>3,458,247</b>	<b>3,603,025</b>	<b>4.2</b>	<b>4.4</b>
Defenses	20,953	21,226	1.3	298,342	307,642	3.1	0.4
Fenders and Wickets	11,710	0	-100.0	152,631	0	-100.0	0.0
Brackets	38,884	39,890	2.6	643,360	596,766	-7.2	0.7
Beams, beams and panels	10,775	12,526	16.3	153,238	145,508	-5.0	0.2
Byproducts, Waste and Byproducts	157,963	188,400	19.3	2,210,676	2,553,109	15.5	3.1
<b>Cooling</b>	<b>25,052</b>	<b>21,382</b>	<b>-14.6</b>	<b>319,860</b>	<b>289,375</b>	<b>-9.5</b>	<b>0.4</b>
Radiators	25,052	21,382	-14.6	319,860	289,375	-9.5	0.4
<b>Other</b>	<b>950,912</b>	<b>959,566</b>	<b>0.9</b>	<b>13,518,308</b>	<b>12,898,973</b>	<b>-4.6</b>	<b>15.8</b>
Canvas and Related Covers for Trucks	463	267	-42.3	4,528	3,423	-24.4	0.0
Canvas and Related Covers for Trailers	103	92	-10.7	1,253	1,143	-8.7	0.0
Bolts, studs and Cock for the Automotive Industry, Construction and Oil	3,489	4,290	23.0	46,025	49,014	6.5	0.1
Car Alloy Wheels	30,012	0	-100.0	407,134	101,379	-75.1	0.1
Exhaust Systems	102,621	105,205	2.5	1,498,425	1,470,357	-1.9	1.8
Belts	0	0	-	176,683	0	-100.0	0.0
Mirrors and front	30,091	23,450	-22.1	348,926	322,534	-7.6	0.4
Fuel Tank	56,115	50,336	-10.3	771,810	785,597	1.8	1.0
Plates and Locks	25,834	24,358	-5.7	484,969	502,508	3.6	0.6
For air conditioning and heating	32,345	33,880	4.7	471,134	441,577	-6.3	0.5
Byproducts, Waste and Byproducts	669,839	717,687	7.1	9,307,421	9,221,439.91	-0.9	11.3

<b>TOTAL PRODUCTION</b>	<b>5,924,735</b>	<b>6,036,171</b>	<b>1.9%</b>	<b>82,195,365</b>	<b>81,772,573</b>	<b>-0.51%</b>	<b>100.0</b>
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\*2013 Revised figures by INEGI, for 2014 preliminary data.

Source: System information: Monthly Survey of Manufacturing Industry (EMIM) INEGI. Maquila includes

Product information: Methodology INA with data from EMIM.

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## INDUSTRIA NACIONAL DE AUTOPARTS: INA

## SALES VALUE OF AUTO PARTS PER SYSTEM AND PRODUCT (THOUSANDS OF DOLLARS)

SYSTEM / PRODUCT	DECEMBER	DECEMBER	VAR. (%)	ACCUMULATED		VAR. (%)	Market Share %
	2014	2015		2014	2015		
<b>Oils, Lubricants &amp; Fluids Automotive</b>	<b>80,521</b>	<b>63,478</b>	<b>-21.2</b>	<b>1,043,071</b>	<b>963,680</b>	<b>-7.6</b>	<b>1.2</b>
Automotive Lubricating Oils	40,237	30,738	-23.6	501,272	448,850	-10.5	0.5
Diesel Engine Lubricating Oils	17,297	14,994	-13.3	239,142	220,243	-7.9	0.3
Automotive Greases	1,553	1,298	-16.5	22,423	20,348	-9.3	0.0
Lubricating oil additives for automotive use	12,486	9,197	-26.3	175,469	175,648	0.1	0.2
Gas Additive	472	1,727	265.7	5,663	12,268	116.7	0.0
Brake Fluid	1,143	878	-23.2	13,770	12,021	-12.7	0.0
Antifreeze liquid	2,342	1,585	-32.3	22,143	19,236	-13.1	0.0
Using Other Automotive Products	4,990	3,061	-38.7	63,188	55,065	-12.9	0.1
<b>Automotive and Tire</b>	<b>89,218</b>	<b>80,952</b>	<b>-9.3</b>	<b>1,198,699</b>	<b>1,220,936</b>	<b>1.9</b>	<b>1.5</b>
Steel-belted radial	51,035	51,467	0.8	711,377	749,387	5.3	0.9
Light Truck Tires	26,923	24,125	-10.4	349,489	366,050	4.7	0.4
Byproducts, Waste and Byproducts	11,260	5,360	-52.4	137,833	105,500	-23.5	0.1
<b>Automotive Rubber Products</b>	<b>77,914</b>	<b>83,875</b>	<b>7.7</b>	<b>1,176,638</b>	<b>1,134,940</b>	<b>-3.5</b>	<b>1.4</b>
Rubber Hoses Automotive Use	19,162	20,624	7.6	260,169	252,856	-2.8	0.3
Packaging	16,502	16,115	-2.3	238,604	264,515	10.9	0.3
Hoses	15,821	20,270	28.1	237,555	240,615	1.3	0.3
Other items for the Automotive Industry	11,649	16,083	38.1	181,792	211,314	16.2	0.3
Repair Material Tire & Renovation: Floors	14,780	10,782	-27.0	258,517	165,641	-35.9	0.2
<b>Accessories and parts for automobiles</b>	<b>353,156</b>	<b>422,272</b>	<b>19.6</b>	<b>5,026,631</b>	<b>5,349,610</b>	<b>6.4</b>	<b>6.5</b>
Consoles	76,728	104,740	36.5	1,119,346	1,380,844	23.4	1.7
Cthers	148,626	178,068	19.8	2,100,777	2,163,539	3.0	2.6
Byproducts, Waste and Byproducts	120,982	130,928	8.2	1,714,651	1,681,518	-1.9	2.1
Parts and Plastic Parts Automotive Use	6,820	8,535	25.1	91,858	123,710	34.7	0.2
<b>Glass, Automotive Glass &amp; Windshield</b>	<b>37,772</b>	<b>37,761</b>	<b>0.0</b>	<b>552,837</b>	<b>552,278</b>	<b>-0.1</b>	<b>0.7</b>
Shatterproof tempered glass or for the Automotive Industry	10,632	12,322	15.9	178,782	163,674	-8.5	0.2
Windshield	15,367	12,825	-16.5	216,068	200,194	-7.3	0.2
Medallions	2,727	2,902	6.4	33,782	42,539	25.9	0.1
Side glass	9,045	9,712	7.4	124,205	145,870	17.4	0.2
<b>Electrical Parts</b>	<b>1,350,344</b>	<b>1,469,034</b>	<b>8.8</b>	<b>18,209,427</b>	<b>17,658,128</b>	<b>-3.0</b>	<b>21.6</b>
Insulated Wires and Cables for Automotive Harnesses	82,902	82,252	-0.8	1,273,864	1,016,866	-20.2	1.2
Alternators	135,228	149,109	10.3	1,884,605	1,787,790	-5.1	2.2
Automotive Electrical Harnesses	461,045	537,454	16.6	6,080,754	6,405,782	5.3	7.8
Drivers	362,346	363,982	0.5	4,669,668	4,196,480	-10.1	5.1
Wiper Blades	64,189	88,600	38.0	1,012,582	1,055,931	4.3	1.3
<b>Bodies</b>	<b>113,933</b>	<b>92,765</b>	<b>-18.6</b>	<b>1,236,409</b>	<b>1,234,232</b>	<b>-0.2</b>	<b>1.5</b>
Open Box metal body Truck Load Dump	682	602	-11.7	27,491	5,939	-78.4	0.0
Open Box metal body Truck Refrigerated Cargo	690	1,382	100.4	13,988	13,727	-1.9	0.0
Open Box metal body Truck Load Dry Box	5,801	3,225	-44.4	40,891	42,735	4.5	0.1
Trailer metal body and semitrailers	4,577	2,132	-53.4	62,847	59,209	-5.8	0.1
Metal body and Semi Trailer Tank	3,039	3,298	8.5	42,096	39,862	-5.3	0.0
Cages	707	798	12.9	8,579	9,191	7.1	0.0
Metallic Bodies Dump Trailers and Semitrailers	2,238	1,498	-33.1	38,784	22,137	-42.9	0.0
Metallic bodies for trailers and semi-Hoppers	3,249	1,113	-65.7	22,593	31,652	40.1	0.0
Metal body and semi-trailers Trailer Dollies	1,056	1,206	14.2	20,409	21,724	6.4	0.0
Steel Truck Bodies Passenger Urban Service	19,581	14,266	-27.1	230,385	195,451	-15.2	0.2
Chassis and Racks for trailers	513	0	-100.0	2,711	6,016	121.9	0.0
Chassis and Racks Parts and Bodywork	49,190	44,363	-9.8	569,103	659,583	15.9	0.8
Byproducts, Waste and Byproducts	19,630	16,132	-17.8	121,153	111,471	-8.0	0.1
<b>Gasoline Engines</b>	<b>329,556</b>	<b>370,923</b>	<b>12.6</b>	<b>4,866,670</b>	<b>5,904,779</b>	<b>21.3</b>	<b>7.2</b>
Engine Vehicle Gasoline 4 to 8 cylinders	329,556	370,923	12.6	4,866,670	5,904,779	21.3	7.2
<b>Diesel Engines</b>	<b>168,403</b>	<b>161,705</b>	<b>-4.0</b>	<b>2,443,632</b>	<b>2,206,559</b>	<b>-9.7</b>	<b>2.7</b>
Of more than 100 to 400 c.f.	168,403	161,705	-4.0	2,443,632	2,206,559	-9.7	2.7
<b>Engine parts</b>	<b>471,352</b>	<b>462,324</b>	<b>-1.9</b>	<b>6,921,994</b>	<b>6,656,206</b>	<b>-3.8</b>	<b>8.1</b>
Cabezas	115,426	100,612	-12.8	1,771,687	1,570,213	-11.4	1.9
Monoblocks	75,848	74,549	-1.7	1,241,279	1,090,119	-12.2	1.3
Crankshafts	13,176	16,586	25.9	193,751	221,295	14.2	0.3
Pistons	35,835	32,745	-8.6	508,648	492,037	-3.3	0.6
Water Pumps	9,345	10,358	10.8	133,580	142,036	6.3	0.2
Byproducts, Waste and Byproducts	150,120	154,071	2.6	2,055,795	2,100,466	2.2	2.6
Catalytic Converter	31,717	38,363	21.0	533,875	577,295	8.1	0.7
Oil Filters	13,458	10,159	-24.5	149,463	137,619	-7.9	0.2
Air Filters	26,427	24,880	-5.9	333,915	325,128	-2.6	0.4
<b>Transmissions, Clutches &amp; Parts</b>	<b>551,030</b>	<b>549,715</b>	<b>-0.2</b>	<b>7,454,797</b>	<b>7,587,354</b>	<b>1.8</b>	<b>9.3</b>
Transmissions for Heavy & Light Duty	271,180	249,700	-7.9	3,495,371	3,418,336	-2.2	4.2
Byproducts, Waste and Byproducts	279,850	300,015	7.2	3,959,426	4,169,018	5.3	5.1
<b>Suspension, Steering &amp; Parts</b>	<b>217,539</b>	<b>217,169</b>	<b>-0.2</b>	<b>3,219,992</b>	<b>3,351,096</b>	<b>4.1</b>	<b>4.1</b>
Shocks	56,551	64,201	13.5	800,666	936,071	16.9	1.1
Springs and leaves for springs	46,974	44,392	-5.5	678,435	688,276	1.5	0.8
Byproducts, Waste and Byproducts	114,014	108,576	-4.8	1,740,891	1,726,749	-0.8	2.1
<b>Brakes and Parts</b>	<b>142,969</b>	<b>157,560</b>	<b>10.2</b>	<b>1,773,811</b>	<b>1,828,110</b>	<b>3.1</b>	<b>2.2</b>
Discs	0	0	-	166,371	0	-100.0	0.0
Drums	19,754	19,922	0.9	159,427	234,180	46.9	0.3
Brake Pads	123,215	137,638	11.7	1,335,015	1,474,164	10.4	1.8

SYSTEM / PRODUCT	DECEMBER	DECEMBER	VAR. (%)	ACCUMULATED		VAR. (%)	Market Share %
	2014	2015		2014	2015		
<b>Carpets &amp; Seats Automotive</b>	<b>676,635</b>	<b>692,983</b>	<b>2.4</b>	<b>9,252,791</b>	<b>9,423,220</b>	<b>1.8</b>	<b>11.5</b>
Seats for Cars and Trucks	406,366	379,081	-6.7	5,747,203	5,307,990	-7.6	6.5
To awning	54,126	66,057	22.0	717,933	893,618	24.5	1.1
Carpets	34,426	32,857	-4.6	424,188	449,265	5.9	0.5
Byproducts, Waste and Byproducts	181,717	214,988	18.3	2,363,467	2,772,348	17.3	3.4
<b>Prints and Parts</b>	<b>240,634</b>	<b>263,373</b>	<b>9.4</b>	<b>3,439,295</b>	<b>3,556,986</b>	<b>3.4</b>	<b>4.3</b>
Defenses	21,613	21,344	-1.2	289,856	285,764	-1.4	0.3
Fenders and Wickets	11,811	0	-100.0	152,533	0	-100.0	0.0
Brackets	38,722	39,933	3.1	627,395	589,056	-6.1	0.7
Beams, beams and panels	8,329	12,673	52.2	151,881	146,178	-3.8	0.2
Byproducts, Waste and Byproducts	160,159	189,423	18.3	2,217,631	2,535,988	14.4	3.1
<b>Cooling</b>	<b>25,131</b>	<b>21,092</b>	<b>-16.1</b>	<b>320,937</b>	<b>286,558</b>	<b>-10.7</b>	<b>0.4</b>
Radiators	25,131	21,092	-16.1	320,937	286,558	-10.7	0.4
<b>Other</b>	<b>932,447</b>	<b>959,245</b>	<b>2.9</b>	<b>13,452,973</b>	<b>12,884,789</b>	<b>-4.2</b>	<b>15.8</b>
Canvas and Related Covers for Trucks	481	267	-44.5	4,665	3,491	-25.2	0.0
Canvas and Related Covers for Trailers	105	92	-12.0	1,261	1,143	-9.4	0.0
Bolts, studs and Cock for the Automotive Industry, Construction and Oil	3,920	4,346	10.9	47,119	48,923	3.8	0.1
Exhaust Systems	94,632	105,119	11.1	1,418,193	1,471,670	3.8	1.8
Belts	0	0	-	176,433	0	-100.0	0.0
Mirrors and front	17,137	23,335	36.2	336,667	320,996	-4.7	0.4
Fuel Tank	56,775	50,979	-10.2	762,515	783,092	2.7	1.0
Plates and Locks	29,118	36,342	24.8	463,609	496,816	7.2	0.6
For air conditioning and heating	31,583	32,508	2.9	461,499	450,598	-2.4	0.6
Byproducts, Waste and Byproducts	673,475	706,257	4.9	9,381,784	9,225,483	-1.7	11.3
<b>TOTAL SALES</b>	<b>5,858,554</b>	<b>6,106,226</b>	<b>4.2%</b>	<b>81,590,604</b>	<b>81,799,461</b>	<b>0.3%</b>	<b>100.0</b>

\*2013 Revised figures by INEGI, for 2014 preliminary data.

Source: System information: Monthly Survey of Manufacturing Industry (EMIM) INEGI. Maquila includes

Product information: Methodology INA with data from EMIM.

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# **Statistical Bulletin**

## **USA, Canada and other markets**



**Industria Nacional  
de Autopartes, A.C.**

**December 2015**



**INDUSTRIA NACIONAL DE AUTOPARTES, A.C.**

## Statistical Bulletin INA, December 2015

1. Automotive Industry of USA and Canada
2. Statistical Annex

### SUMMARY

- Between January and December of 2015, production of light vehicles in USA increased 3.9 per cent reaching 11,892,579 units.
- Between January and December of 2015, sales of light vehicles in USA increased a 5.7 per cent in comparison with the same period of last year, reaching 17,470,659 million units.
- From January to December of 2015, sales of heavy trucks in US increased 9.8 per cent regarding the same period of last year.
- Between January and December of 2015, production of light vehicles in Canada decreased (-)5.6 per cent reaching 2,287,086 units.
- Between January and December of 2015, sales of light vehicles in Canada increased 2.5 per cent in comparison of the same period of last year, reaching 1,900,072 units.
- From January to December of 2015, sales of vehicles in Germany increased 7.7 per cent in comparison with the same period of last year, reaching 3,206,042 units.
- From January to December of 2015, sales of vehicles in France reached 1,917,226 units an increase of 6.8 per cent.





# 1. AUTOMOTIVE INDUSTRY OF USA AND CANADA

## 1.1 USA

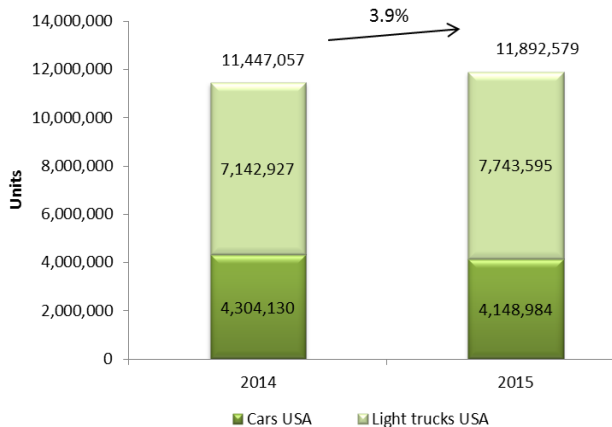
### ➤ Production

- From January to December of 2015, production of light vehicles in USA increased **3.9 per cent**, regard to same period of 2014, reaching **11,892,579 units**.
- Car production reached **4,148,984 units**, and production of light trucks amounted **7,743,595 units**.

### ➤ Sales

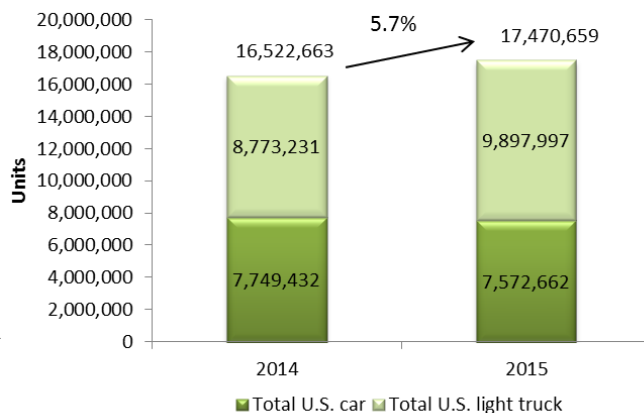
- From January to December of 2015, sales of light vehicles in USA increased **5.7 per cent**, regarding the same period of 2014, reaching **17,470,659 units**.
- Cars reached **7,572,662 units**, while light trucks amounted **9,897,997 units**.

Production of light vehicles in USA, Jan-December 2015



Source: INA with information of Automotive News

Sales of light vehicles in USA, Jan-December 2015



Source: INA with information of Automotive News





## Top selling vehicles in USA by Model, December 2015

Rank December	Model	December	YTD 2015	YTD 2015 %
1	Ford F-Series	85,211	780,354	4.6%
2	Chevrolet Silverado	62,992	600,544	3.5%
3	Toyota Camry	37,299	429,355	2.5%
4	Honda Accord	35,056	355,557	2.1%
5	Honda Civic	32,796	335,384	2.0%
6	Toyota Corolla	32,445	363,332	2.1%
7	Toyota RAV4	31,866	315,412	1.9%
8	Honda CR-V	31,185	345,647	2.0%
9	Nissan Altima	29,462	333,398	2.0%
10	Ford Escape	27,954	306,492	1.8%
11	GMC Sierra	27,438	224,139	1.3%
12	Nissan Rogue	26,479	287,190	1.7%
13	Ford Fusion	25,576	300,170	1.8%
14	Jeep Cherokee	24,049	220,260	1.3%
15	Hyundai Sonata	22,820	213,303	1.3%
16	Chevrolet Equinox	21,827	277,589	1.6%
17	Ford Explorer	21,667	249,251	1.5%
18	Jeep Grand Cherokee	21,008	195,958	1.2%
19	Nissan Sentra	19,760	203,509	1.2%
20	Toyota Tacoma	17,192	179,562	1.1%
21	Chevrolet Cruze	16,849	226,602	1.3%
22	Subaru Forester	16,797	175,192	1.0%
23	Toyota Highlander	16,100	158,915	0.9%
24	Subaru Outback	16,067	152,294	0.9%
25	Jeep Wrangler	15,591	202,702	1.2%

Source: focus2move



## 1.2 Sales of Heavy vehicles in USA

From January to December of 2015, sales of heavy trucks in US amounted **477,428 units**, an increase of **9.8 per cent**, regard to same period of 2014.

OEM	Class	December 2014	December 2015	Accumulated 2014	Accumulated 2015	Var %
Dodge	5	1,989	1,836	14,401	15,812	9.8%
	4	1,966	2,021	26,116	26,414	1.1%
	5	3,807	5,339	39,836	44,569	11.9%
	6	1,661	2,262	16,033	14,805	-7.7%
	7	433	212	3,360	2,770	-17.6%
Ford	8	10	8	112	86	-23.2%
	Total	7,877	9,842	85,457	88,644	3.7%
Freightliner	5	236	475	3,861	3,161	-18.1%
	6	1,311	1,018	18,507	19,842	7.2%
	7	2,154	2,322	24,979	26,251	5.1%
	8	8,187	6,846	78,467	95,360	21.5%
	Total	11,888	10,661	125,814	144,614	14.9%
Hino	4	0	66	0	237	-
	5	236	285	1,272	1,682	32.2%
	6	848	807	5,855	7,254	23.9%
	7	360	268	2,003	2,117	5.7%
	Total	1,444	1,426	9,130	11,290	23.7%
International	3 y 4	3	0	25	33	32.0%
	5	150	73	2,076	1,306	-37.1%
	6	733	710	9,467	10,951	15.7%
	7	1,245	1,221	14,513	16,677	14.9%
	8	2,276	2,166	31,131	28,840	-7.4%
Isuzu	Total	4,407	4,170	57,212	57,807	1.0%
	3 y 4	1,615	1,683	13,937	14,525	4.2%
	5	647	686	5,081	5,220	2.7%
	Total	2,262	2,369	19,018	19,745	3.8%
Kenworth	5	0	8	30	37	23.3%
	6	154	291	1,579	1,980	25.4%
	7	584	509	4,282	5,093	18.9%
	8	3,625	3,019	31,162	37,201	19.4%
	Total	4,363	3,827	37,053	44,311	19.6%
Mack	8	2,825	2,350	19,652	19,826	0.9%
Mitsubishi Fuso	3 y 4	179	112	1,348	1,123	-16.7%
	5	52	35	514	474	-7.8%
	Total	231	147	1,862	1,597	-14.2%
Peterbilt	5	0	1	14	25	78.6%
	6	26	21	264	286	8.3%
	7	511	648	4,929	5,894	19.6%
	8	2,890	2,419	29,726	31,721	6.7%
	Total	3,427	3,089	34,933	37,926	8.6%
Volvo	8	2,929	3,394	26,555	30,930	16.5%
Western Star	8	646	576	3,645	4,854	33.2%
Other	8	1	3	67	72	7.5%
Total	4*	3,763	3,882	41,426	42,332	2.2%
Total	5	7,117	8,738	67,085	72,286	7.8%
Total	6	4,733	5,109	51,705	55,118	6.6%
Total	7	5,287	5,180	54,066	58,802	8.8%
Total	8	23,389	20,781	220,517	248,890	12.9%
Total Class	4-8	44,289	43,690	434,799	477,428	9.8%

\*Includes Class 3 trucks for Freightliner, Isuzu, Mitsubishi Fuso, UD Trucks and Sterling

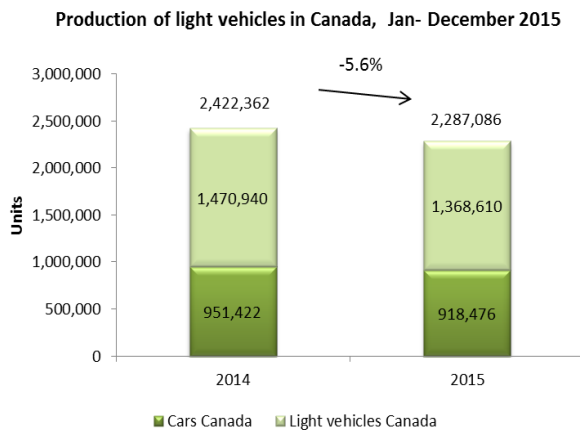
Source: Automotive News Data Center and company sources



## 1.2 Canada

### ➤ Production

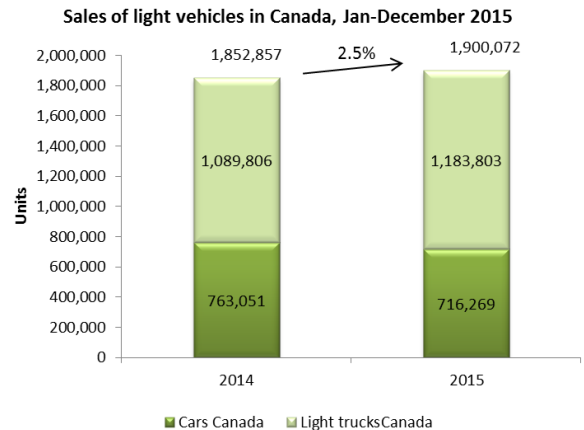
- From January to December of 2015, production of light vehicles in Canada decreased **(-)5.6 per cent**, regard same period of to 2014, reaching **2,287,086 units**.
- Production of cars reached **918,476 units**, and production of light trucks amounted **1,368,610 units**.



Source: INA with information of Automotive News

### ➤ Sales

- From January to December of 2015, sales of light vehicles in Canada increased **2.5 per cent**, regarding the same month of 2014, reaching **1,900,072 units**.
- Cars reached **716,269 units**, while light trucks amounted **1,183,803 units**.



Source: INA with information of Automotive News



## Top selling vehicles in Canada by Model, December 2015

Rank December	Model	December	YTD 2015	YTD 2015 %
1	Ford F-Series	9,318	118,837	6.3%
2	Ram Pick-up	6,337	91,195	4.8%
3	Dodge Grand Caravan	4,162	46,927	2.5%
4	Honda Civic	3,987	64,950	3.4%
5	GMC Sierra	3,541	53,727	2.8%
6	Ford Escape	3,159	47,726	2.5%
7	Toyota RAV4	2,949	42,246	2.2%
8	Jeep Cherokee	2,886	31,833	1.7%
9	Nissan Rogue	2,620	35,841	1.9%
10	Honda CR-V	2,478	38,961	2.0%
11	Chevrolet Silverado	2,460	46,331	2.4%
12	Hyundai Santa fe	2,321	33,246	1.7%
13	Toyota Corolla	2,280	47,198	2.5%
14	Dodge Journey	2,257	25,646	1.3%
15	Mazda 3	2,078	34,811	1.8%
16	Hyundai Elantra	2,054	47,722	2.5%
17	Mazda CX-5	1,714	22,281	1.2%
18	Chevrolet Cruze	1,706	31,958	1.7%
19	Volkswagen Golf	1,615	20,515	1.1%
20	Chevrolet Equinox	1,558	19,766	1.0%
21	Volkswagen Jetta	1,411	27,719	1.5%
22	Ford Explorer	1,253	15,615	0.8%
23	Jeep Wrangler	1,215	20,880	1.1%
24	Subaru Forester	1,067	12,706	0.7%
25	Honda Accord	1,035	14,465	0.8%

Source: focus2move



## I.3 SALES PER OEM IN USA, CANADA AND MEXICO

From January to December of 2015, sales of vehicles in USA were dominated by General Motors and Ford, with third part of the market size. General Motors share **17.6 per cent (3,082,366 units)**, while Ford share 14.9 per cent, following by Toyota, Chrysler and Honda with **14.3**, **12.8** and **9.1 per cent**, respectively.

In Canada the sales from January to December are dominated by the main American and Asian companies. Chrysler had the biggest market share with **15.4 per cent**, followed by Ford and General Motors with **14.7** and

**13.9 per cent**, respectively. While HYUNDAI/KIA shared **10.7** and Toyota **11. per cent**, respectively.

In Mexico, Nissan owns a quarter of the market share with **25.7 per cent**, followed by General Motors and Volkswagen with **19** and **13.5 per cent**, respectively, while Ford and Toyota with **6.5** and **6.3 per cent**, respectively.

Sales of light vehicles in USA, Canada and Mexico per OEM, January-December 2015

OEM	Country	USA		Canada		Mexico	
		Sales	Share %	Sales	Share %	Sales	Share %
GENERAL MOTORS		3,082,366	17.6	263,335	13.9	256,150	19.0
FORD		2,603,082	14.9	278,437	14.7	87,523	6.5
TOYOTA		2,499,313	14.3	209,050	11.0	84,779	6.3
CHRYSLER		2,243,907	12.8	293,061	15.4	77,177	5.7
HONDA		1,586,551	9.1	177,506	9.3	73,505	5.4
HYUNDAI / KIA		1,387,528	7.9	203,526	10.7	37,272	2.8
NISSAN		1,484,918	8.5	129,976	6.8	347,124	25.7
VOLKSWAGEN		554,328	3.2	97,256	5.1	179,113	13.3
SUBARU		582,675	3.3	46,609	2.5	1,618	0.1
BMW		405,677	2.3	42,131	2.2	12,170	0.9
Other		1,040,314	6.0	159,185	8.4	195,217	14.4
Total		17,470,659	100.0	1,900,072	100.0	1,351,648	100.0

Source: INA with information from Automotive News and AMIA



## 2. Sales of light vehicles in Germany

From January to December of 2015, sales of vehicles in Germany increased **7.7 per cent** in comparison with the same period of last year, reaching **3,206,042 units**.

Volkswagen ranks first in sales with **685,669 units**, Mercedes Benz place second with **286,883 units**, while the third place were for Audi with **269,047 units**.

**Top selling vehicles in Germany per OEM, December 2015**

Rank December	OEM	December	YTD 2015	YTD 2015%
1	Volkswagen	50,887	685,669	21.4%
2	BMW	22,484	248,062	7.7%
3	Mercedes	20,456	286,883	8.9%
4	Ford	19,721	224,579	7.0%
5	Opel	18,811	229,352	7.2%
6	Audi	16,342	269,047	8.4%
7	Skoda	12,366	179,951	5.6%
8	Renault	11,919	110,239	3.4%
9	Hyundai	9,432	108,434	3.4%
10	Seat	7,260	94,673	3.0%
11	Nissan	5,631	69,835	2.2%
12	Toyota	4,930	65,939	2.1%
13	Fiat	4,815	70,719	2.2%
14	Kia	4,470	55,689	1.7%
15	Volvo	3,979	36,120	1.1%
16	Peugeot	3,817	54,259	1.7%
17	Mazda	3,587	58,216	1.8%
18	Dacia	3,418	45,348	1.4%
19	Mini	3,399	39,714	1.2%
20	Citroen	3,367	46,392	1.4%
21	Smart	2,782	37,808	1.2%
22	Suzuki	2,514	30,903	1.0%
23	Mitsubishi	2,043	34,443	1.1%
24	Honda	1,996	21,072	0.7%
25	Land Rover	1,661	18,216	0.6%

Source: focus2move



## Top selling vehicles in Germany by Model, December 2015

Rank December	Model	December	YTD 2015	YTD 2015 %
1	Volkswagen Golf	17,392	270,952	9.0%
2	Volkswagen Passat	7,275	97,586	3.2%
3	Volkswagen Polo	6,138	69,867	2.3%
4	BMW 1 Series	6,028	46,340	1.5%
5	Opel Astra	5,309	56,079	1.9%
6	Volkswagen Tiguan	5,003	58,978	2.0%
7	Mercedes C Class	4,377	67,549	2.2%
8	Opel Corsa	4,156	52,741	1.7%
9	Ford Focus	4,130	51,677	1.7%
10	Volkswagen Touran	4,090	37,098	1.2%
11	Ford Fiesta	4,076	45,424	1.5%
12	Skoda Octavia	4,034	57,907	1.9%
13	BMW 3 Series	3,742	44,637	1.5%
14	Volkswagen Up	3,488	38,877	1.3%
15	Seat Leon	3,414	42,125	1.4%
16	Mini	3,399	39,714	1.3%
17	Skoda Fabia	3,337	45,018	1.5%
18	BMW 2 Series	3,204	42,916	1.4%
19	Audi A3	3,155	57,858	1.9%
20	Hyundai i10	3,155	22,868	0.8%
21	Audi A6	3,009	44,095	1.5%
22	Audi A4	2,644	52,493	1.7%
23	BMW 5 Series	2,549	33,108	1.1%
24	Ford Kuga	2,521	28,529	0.9%
25	Hyundai i30	2,434	27,161	0.9%

Source: focus2move



### 3. Sales of light vehicles in France

From January to December of 2015, sales of vehicles in France reached **1,917,226 units** an increase of **6.8 per cent**.

**Top selling in France per OEM, December 2015**

Rank December	OEM	December	YTD 2015	YTD 2015 %
1	Renault	42,185	382,504	20.0%
2	Peugeot	26,102	327,393	17.1%
3	Citroen	16,407	201,065	10.5%
4	Volkswagen	12,146	144,103	7.5%
5	Dacia	10,452	97,441	5.1%
6	Mercedes	8,330	55,376	2.9%
7	Toyota	7,185	71,755	3.7%
8	Ford	7,030	80,729	4.2%
9	Nissan	6,625	74,102	3.9%
10	BMW	5,880	53,555	2.8%
11	Opel	5,715	64,170	3.3%
12	Audi	5,414	58,734	3.1%
13	Fiat	4,849	54,443	2.8%
14	DS	3,023	30,257	1.6%
15	Hyundai	2,933	23,968	1.3%
16	Kia	2,374	29,146	1.5%
17	Mini	2,361	22,512	1.2%
18	Seat	2,140	22,009	1.1%
19	Skoda	1,867	21,759	1.1%
20	Suzuki	1,557	18,506	1.0%

Source: focus2move





## Top selling in France by Model, December 2015

Rank December	Model	December	YTD 2015	YTD 2015 %
1	Renault Clio	11,027	108,408	5.7%
2	Peugeot 208	7,452	90,367	4.8%
3	Renault Captur	7,235	72,191	3.8%
4	Peugeot 308	6,235	75,474	4.0%
5	Dacia Sandero	5,014	45,264	2.4%
6	Peugeot 2008	4,992	63,204	3.3%
7	Renault Twingo	4,804	45,328	2.4%
8	Citroen C3	4,375	56,382	3.0%
9	Renault Kadjar	4,301	21,069	1.1%
10	Renault Scénic	4,095	46,662	2.5%
11	Volkswagen Polo	3,712	42,995	2.3%
12	Dacia Duster	3,570	34,501	1.8%
13	Citroen C4 Picasso	3,494	44,608	2.4%
14	Volkswagen Golf	3,388	42,716	2.3%
15	Toyota Yaris	2,897	29,266	1.5%
16	Peugeot 3008	2,701	33,648	1.8%
17	Citroen C4	2,447	25,188	1.3%
18	Nissan Qashqai	2,429	27,822	1.5%
19	Renault Mégane	2,279	39,235	2.1%
20	Ford Fiesta	2,040	24,839	1.3%
21	Fiat 500	2,019	22,908	1.2%
22	Citroen C4 Cactus	1,914	20,567	1.1%
23	Renault Escape	1,749	10,980	0.6%
24	Opel Corsa	1,702	20,830	1.1%
25	Toyota Auris	1,702	14,460	0.8%
Source: focus2move				



## INDUSTRIA NACIONAL DE AUTOPARTES: INA

### 4. STATISTICAL ANNEX: SALES AND PRODUCTION OF AUTOMOTIVE INDUSTRY IN NORTH AMERICA

SALES OF LIGHT VEHICLES IN USA AND CANADA	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market Share %
	2014	2015		2014	2015		
TOTAL USA CARS	661,044	635,943	-3.8%	7,749,432	7,572,662	-2.3%	39.1
TOTAL USA LIGHT TRUCKS	846,185	1,005,970	18.9%	8,773,231	9,897,997	12.8%	51.1
<b>TOTAL SALES USA</b>	<b>1,507,229</b>	<b>1,641,913</b>	<b>8.9%</b>	<b>16,522,663</b>	<b>17,470,659</b>	<b>5.7%</b>	<b>90.2</b>
TOTAL CANADA CARS	48,087	41,099	-14.5%	763,051	716,269	-6.1%	3.7
TOTAL CANADA LIGHT TRUCKS	83,420	87,932	5.4%	1,089,806	1,183,803	8.6%	6.1
<b>TOTAL SALES CANADA</b>	<b>131,507</b>	<b>129,031</b>	<b>-1.9%</b>	<b>1,852,857</b>	<b>1,900,072</b>	<b>2.5%</b>	<b>9.8</b>
<b>TOTAL USA AND CANADA</b>	<b>1,638,736</b>	<b>1,770,944</b>	<b>8.1%</b>	<b>18,375,520</b>	<b>19,370,731</b>	<b>5.4%</b>	<b>100.0</b>

PRODUCTION OF LIGHT VEHICLES IN USA AND CANADA	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market Share %
	2014	2015		2014	2015		
TOTAL USA CARS	316,974	292,295	-7.8%	4,304,130	4,148,984	-3.6%	34.9
TOTAL CANADA CARS	71,031	57,210	-19.5%	951,422	918,476	-3.5%	40.2
TOTAL USA LIGHT TRUCKS	508,772	536,391	5.4%	7,142,927	7,743,595	8.4%	65.1
TOTAL CANADA LIGHT TRUCKS	110,222	109,832	-0.4%	1,470,940	1,368,610	-7.0%	59.8
<b>TOTAL PRODUCTION USA</b>	<b>825,746</b>	<b>828,686</b>	<b>0.4%</b>	<b>11,447,057</b>	<b>11,892,579</b>	<b>3.9%</b>	<b>83.9</b>
<b>TOTAL PRODUCTION CANADA</b>	<b>181,253</b>	<b>167,042</b>	<b>-7.8%</b>	<b>2,422,362</b>	<b>2,287,086</b>	<b>-5.6%</b>	<b>16.1</b>
<b>TOTAL USA AND CANADA</b>	<b>1,006,999</b>	<b>995,728</b>	<b>-1.1%</b>	<b>13,869,419</b>	<b>14,179,665</b>	<b>2.2%</b>	<b>100</b>

**Notas:**

1/ Units

**Source:** Automotive News Data Center

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# INDUSTRIA NACIONAL DE AUTOPARTS: INA

## PRODUCTION OF LIGHT VEHICLES IN USA AND CANADA

BRAND/SEGMENT	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
	2014	2015		2014	2015		
<b>AUTOALLIANCE (FORD/MAZDA)</b>	<b>17,553</b>	<b>0</b>	<b>-100%</b>	<b>140,910</b>	<b>0</b>	<b>-100.0%</b>	<b>0.00</b>
USA cars	17,553	0	-100%	140,910	0	-100.0%	0.00
<b>BMW</b>	<b>26,248</b>	<b>27,573</b>	<b>5%</b>	<b>349,949</b>	<b>400,904</b>	<b>14.6%</b>	<b>2.83</b>
USA Light Trucks	26,248	27,573	5%	349,949	400,904	14.6%	5.18
<b>CHRYSLER</b>	<b>166,494</b>	<b>131,664</b>	<b>-21%</b>	<b>2,312,264</b>	<b>2,360,713</b>	<b>2.1%</b>	<b>16.65</b>
USA cars	22,997	13,943	-39%	261,050	280,539	7.5%	6.8
Canada Cars	16,542	15,063	-9%	222,829	270,951	21.6%	29.5
USA Light Trucks	101,200	83,877	-17%	1,455,081	1,567,137	7.7%	20.2
Canada Light Trucks	25,755	18,781	-27%	373,304	242,086	-35.2%	17.7
<b>FORD</b>	<b>170,118</b>	<b>212,362</b>	<b>25%</b>	<b>2,385,181</b>	<b>2,692,857</b>	<b>12.9%</b>	<b>18.99</b>
USA cars	21,934	40,558	85%	344,439	550,008	59.7%	13.26
USA Light Trucks	127,336	151,347	19%	1,815,446	1,942,160	7.0%	25.08
Canada Light Trucks	20,848	20,457	-2%	225,296	200,689	-10.9%	14.66
<b>GENERAL MOTORS</b>	<b>188,016</b>	<b>193,883</b>	<b>3%</b>	<b>2,727,702</b>	<b>2,699,924</b>	<b>-1.0%</b>	<b>19.04</b>
USA cars	55,953	54,297	-3%	862,048	709,187	-17.7%	17.09
Canada Cars	22,304	10,825	-51%	287,161	216,335	-24.7%	23.55
USA Light Trucks	85,280	98,664	16%	1,237,139	1,393,082	12.6%	17.99
Canada Light Trucks	24,479	30,097	23%	341,354	381,320	11.7%	27.86
<b>HONDA</b>	<b>116,694</b>	<b>115,969</b>	<b>-1%</b>	<b>1,661,911</b>	<b>1,654,706</b>	<b>-0.4%</b>	<b>11.67</b>
USA cars	49,770	43,715	-12%	697,275	683,993	-1.9%	16.49
Canada Cars	13,688	14,138	3%	194,054	178,828	-7.8%	19.47
USA Light Trucks	39,817	42,576	7%	571,629	585,731	2.5%	7.56
Canada Light Trucks	13,419	15,540	16%	198,953	206,154	3.6%	15.06
<b>HYUNDAI</b>	<b>53,240</b>	<b>50,094</b>	<b>-6%</b>	<b>768,230</b>	<b>735,582</b>	<b>-4.2%</b>	<b>5.19</b>
USA cars	39,084	34,198	-13%	540,870	478,040	-11.6%	11.52
USA Light Trucks	14,156	15,896	12%	227,360	257,542	13.3%	3.33
<b>KIA</b>	<b>3,838</b>	<b>7,983</b>	<b>108%</b>	<b>119,460</b>	<b>143,136</b>	<b>19.8%</b>	<b>1.01</b>
USA Light Trucks	3,838	7,983	108%	119,460	143,136	19.8%	1.85
<b>MITSUBISHI</b>	<b>4,862</b>	<b>0</b>	<b>-100%</b>	<b>69,178</b>	<b>50,150</b>	<b>-27.5%</b>	<b>0.35</b>
USA cars	0	0	-	0	0	-	0.00
USA Light Trucks	4,862	0	-100%	69,178	50,150	-27.5%	0.65
<b>MERCEDES BENZ</b>	<b>15,709</b>	<b>15,055</b>	<b>-4%</b>	<b>205,022</b>	<b>225,535</b>	<b>10.0%</b>	<b>1.59</b>
USA cars	7,080	5,955	-16%	39,773	98,293	147.1%	1.27
USA Light Trucks	15,709	15,055	-4%	205,022	225,535	10.0%	2.91
<b>NISSAN</b>	<b>67,698</b>	<b>76,469</b>	<b>13%</b>	<b>947,444</b>	<b>962,393</b>	<b>1.6%</b>	<b>6.79</b>
USA cars	29,877	35,213	18%	461,535	421,110	-8.8%	10.15
USA Light Trucks	37,821	41,256	9%	485,909	541,283	11.4%	6.99
<b>SUBARU</b>	<b>23,136</b>	<b>23,361</b>	<b>1%</b>	<b>286,498</b>	<b>308,647</b>	<b>7.7%</b>	<b>2.18</b>
USA cars	11,024	10,689	-3%	148,481	145,845	-1.8%	3.52
USA Light Trucks	12,112	12,672	5%	138,017	162,802	18.0%	2.10
<b>TOYOTA</b>	<b>138,072</b>	<b>131,418</b>	<b>-5%</b>	<b>1,820,626</b>	<b>1,847,462</b>	<b>1.5%</b>	<b>13.03</b>
USA cars	49,923	43,773	-12%	655,025	648,182	-1.0%	15.62
Canada Cars	18,497	17,184	-7%	247,378	252,362	2.0%	27.48
USA Light Trucks	43,931	45,504	4%	586,190	608,557	3.8%	7.86
Canada Light Trucks	25,721	24,957	-3%	332,033	338,361	1.9%	24.72
<b>VOLKSWAGEN</b>	<b>8,289</b>	<b>5,400</b>	<b>-35%</b>	<b>117,628</b>	<b>83,596</b>	<b>-28.9%</b>	<b>1.08</b>
USA cars***	8,289	5,400	-35%	117,628	83,596	-28.9%	1.08
TESLA	<b>3,490</b>	<b>4,554</b>	<b>30%</b>	<b>35,096</b>	<b>50,191</b>	<b>-</b>	<b>1.21</b>
Autos EUA	3,490	4,554	30%	35,096	50,191	-	1.21
<b>TOTAL USA CARS</b>	<b>316,974</b>	<b>292,295</b>	<b>-8%</b>	<b>4,304,130</b>	<b>4,148,984</b>	<b>-3.6%</b>	<b>34.89</b>
<b>TOTAL CANADA CARS</b>	<b>71,031</b>	<b>57,210</b>	<b>-19%</b>	<b>951,422</b>	<b>918,476</b>	<b>-3.5%</b>	<b>40.16</b>
<b>TOTAL USA LIGHT TRUCKS</b>	<b>508,772</b>	<b>536,391</b>	<b>5%</b>	<b>7,142,927</b>	<b>7,743,595</b>	<b>8.4%</b>	<b>65.11</b>
<b>TOTAL CANADA LIGHT TRUCKS</b>	<b>110,222</b>	<b>109,832</b>	<b>0%</b>	<b>1,470,940</b>	<b>1,368,610</b>	<b>-7.0%</b>	<b>59.84</b>

<b>TOTAL PRODUCTION USA</b>	<b>825,746</b>	<b>828,686</b>	<b>0%</b>	<b>11,447,057</b>	<b>11,892,579</b>	<b>3.9%</b>	<b>83.87</b>
<b>TOTAL PRODUCTION CANADA</b>	<b>181,253</b>	<b>167,042</b>	<b>-8%</b>	<b>2,422,362</b>	<b>2,287,086</b>	<b>-5.6%</b>	<b>16.13</b>
<b>TOTAL USA AND CANADA</b>	<b>1,006,999</b>	<b>995,728</b>	<b>-1%</b>	<b>13,869,419</b>	<b>14,179,665</b>	<b>2.2%</b>	<b>100.00</b>

Source: Automotive News Data Center

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## INDUSTRIA NACIONAL DE AUTOPARTES: INA

## SALES OF LIGHT VEHICLES IN USA AND CANADA

BRAND/SEGMENT	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
	2014	2015		2014	2015		
<b>ASTON MARTIN</b>	<b>84</b>	<b>85</b>	<b>1.19%</b>	<b>1000</b>	<b>1020</b>	<b>2.0%</b>	<b>0.0</b>
USA cars	84	85	1.19%	1,000	1,020	2.0%	0.0
<b>BMW</b>	<b>51,223</b>	<b>42,740</b>	<b>-16.56%</b>	<b>435,216</b>	<b>447,808</b>	<b>2.9%</b>	<b>2.3</b>
USA cars	33,531	24,005	-28.41%	264,048	273,315	3.5%	1.4
Canada Cars	1,817	1,773	-2.42%	21,658	25,451	17.5%	0.1
USA light trucks	14,703	15,724	6.94%	132,913	132,362	-0.4%	0.7
Canada light trucks	1,172	1,238	5.63%	16,597	16,680	0.5%	0.1
<b>CHRYSLER</b>	<b>214,874</b>	<b>239,488</b>	<b>11.46%</b>	<b>2,380,643</b>	<b>2,536,968</b>	<b>6.6%</b>	<b>13.1</b>
USA cars	43,375	35,273	-18.68%	486,577	507,171	4.2%	2.6
Canada Cars	1,750	1,668	-4.69%	34,885	28,847	-17.3%	0.1
USA light trucks	149,886	182,254	21.60%	1,604,062	1,736,736	8.3%	9.0
Canada light trucks	19,863	20,293	2.16%	255,119	264,214	3.6%	1.4
<b>FERRARI</b>	<b>193</b>	<b>195</b>	<b>1.04%</b>	<b>2,311</b>	<b>2,340</b>	<b>1.3%</b>	<b>0.0</b>
USA cars	176	177	0.57%	2,110	2,124	0.7%	0.0
Canada Cars	17	18	5.88%	201	216	7.5%	0.0
<b>FORD</b>	<b>241,994</b>	<b>257,213</b>	<b>6.29%</b>	<b>2,763,138</b>	<b>2,881,519</b>	<b>4.3%</b>	<b>14.9</b>
USA cars	60,557	57,989	-4.24%	804,714	797,817	-0.9%	4.1
Canada Cars	5,142	3,157	-38.60%	62,348	54,743	-12.2%	0.3
USA light trucks	158,812	179,617	13.10%	1,666,601	1,805,265	8.3%	9.3
Canada light trucks	17,483	16,450	-5.91%	229,475	223,694	-2.5%	1.2
<b>GENERAL MOTORS</b>	<b>293,730</b>	<b>308,821</b>	<b>5.14%</b>	<b>3,184,808</b>	<b>3,345,701</b>	<b>5.1%</b>	<b>17.3</b>
USA cars	85,592	74,399	-13.08%	1,085,104	930,792	-14.2%	4.8
Canada Cars	5,880	4,244	-27.82%	76,379	70,865	-7.2%	0.4
USA light trucks	188,891	215,831	14.26%	1,849,904	2,151,574	16.3%	11.1
Canada light trucks	13,367	14,347	7.33%	173,421	192,470	11.0%	1.0
<b>HONDA</b>	<b>151,099</b>	<b>162,611</b>	<b>7.62%</b>	<b>1,713,298</b>	<b>1,764,057</b>	<b>3.0%</b>	<b>9.1</b>
USA cars	70,665	78,629	11.27%	850,323	825,231	-3.0%	4.3
Canada Cars	6,735	6,088	-9.61%	102,511	96,660	-5.7%	0.5
USA light trucks	66,616	72,264	8.48%	690,549	761,320	10.2%	3.9
Canada light trucks	7,083	5,630	-20.51%	69,915	80,846	15.6%	0.4
<b>HYUNDAI / KIA</b>	<b>120,991</b>	<b>127,951</b>	<b>5.75%</b>	<b>1,514,063</b>	<b>1,591,054</b>	<b>5.1%</b>	<b>8.2</b>
USA cars	80,602	78,688	-2.37%	990,707	999,060	0.8%	5.2
Canada Cars	6,781	5,543	-18.26%	137,634	126,897	-7.8%	0.7
USA light trucks	29,492	39,061	32.45%	315,245	388,468	23.2%	2.0
Canada light trucks	4,116	4,659	13.19%	70,477	76,629	8.7%	0.4
<b>LAMBORGHINI</b>	<b>72</b>	<b>74</b>	<b>2.78%</b>	<b>846</b>	<b>878</b>	<b>3.8%</b>	<b>0.0</b>
USA cars	62	63	1.61%	736	756	2.7%	0.0
Canada Cars	10	11	10.00%	110	122	10.9%	0.0
<b>LOTUS</b>	<b>12</b>	<b>7</b>	<b>-41.67%</b>	<b>140</b>	<b>80</b>	<b>-42.9%</b>	<b>0.0</b>
USA cars	12	7	-41.67%	140	80	-42.9%	0.0
<b>MASERATI</b>	<b>1,431</b>	<b>1,119</b>	<b>-21.80%</b>	<b>13,411</b>	<b>12,204</b>	<b>-9.0%</b>	<b>0.1</b>
USA cars	1,412	1,073	-24.01%	12,943	11,697	-9.6%	0.1
Canada Cars	19	46	142.11%	468	507	8.3%	0.0
<b>MAZDA</b>	<b>28,842</b>	<b>34,146</b>	<b>18.39%</b>	<b>377,899</b>	<b>390,892</b>	<b>3.4%</b>	<b>2.0</b>
USA cars	14,579	14,713	0.92%	176,569	174,670	-1.1%	0.9
Canada Cars	2,456	2,260	-7.98%	46,957	38,905	-17.1%	0.2
USA light trucks	10,229	14,581	42.55%	129,232	144,513	11.8%	0.7
Canada light trucks	1,578	2,592	64.26%	25,141	32,804	30.5%	0.2
<b>DAIMLER AG** (Smart, Mercedes-Benz, Maybach)</b>	<b>41,651</b>	<b>42,339</b>	<b>1.65%</b>	<b>407,144</b>	<b>424,987</b>	<b>4.4%</b>	<b>2.2</b>
USA cars	21,656	18,276	-15.61%	222,539	212,537	-4.5%	1.1
Canada Cars	1,786	1,396	-21.84%	21,784	21,918	0.6%	0.1
USA light trucks	16,614	20,642	24.24%	144,050	167,924	16.6%	0.9
Canada light trucks	1,595	2,025	26.96%	18,771	22,608	20.4%	0.1
<b>MITSUBISHI</b>	<b>7,952</b>	<b>9,290</b>	<b>16.83%</b>	<b>100,347</b>	<b>116,726</b>	<b>16.3%</b>	<b>0.6</b>
USA cars	2,694	2,595	-3.67%	33,521	39,321	17.3%	0.2
Canada Cars	639	614	-3.91%	10,780	9,490	-12.0%	0.0
USA light trucks	3,851	5,292	37.42%	44,122	56,021	27.0%	0.3
Canada light trucks	768	789	2.73%	11,924	11,894	-0.3%	0.1
<b>NISSAN</b>	<b>125,449</b>	<b>148,776</b>	<b>18.59%</b>	<b>1,502,340</b>	<b>1,614,894</b>	<b>7.5%</b>	<b>8.3</b>
USA cars	70,276	72,761	3.54%	816,977	813,379	-0.4%	4.2
Canada Cars	3,494	3,567	2.09%	52,023	50,941	-2.1%	0.3
USA light trucks	47,042	66,539	41.45%	569,918	671,539	17.8%	3.5
Canada light trucks	4,637	5,909	27.43%	63,422	79,035	24.6%	0.4
<b>PORSCHE</b>	<b>3,637</b>	<b>4,386</b>	<b>20.59%</b>	<b>51,940</b>	<b>58,169</b>	<b>12.0%</b>	<b>0.3</b>
USA cars	1,477	1,324	-10.36%	23,561	21,749	-7.7%	0.1
Canada Cars	79	129	63.29%	1,806	1,903	5.4%	0.0
USA light trucks	1,798	2,612	45.27%	23,446	30,007	28.0%	0.2
Canada light trucks	283	321	13.43%	3,127	4,510	44.2%	0.0
<b>SAAB</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0.0</b>
Canada Cars	0	0	-	0	0	-	0.0
<b>SUBARU</b>	<b>53,056</b>	<b>59,646</b>	<b>12.42%</b>	<b>555,728</b>	<b>629,284</b>	<b>13.2%</b>	<b>3.2</b>
USA cars	14,497	15,320	5.68%	143,262	166,262	16.1%	0.9
Canada Cars	1,023	960	-6.16%	14,003	15,484	10.6%	0.1
USA light trucks	35,426	40,954	15.60%	370,431	416,413	12.4%	2.1
Canada light trucks	2,110	2,412	14.31%	28,032	31,125	11.0%	0.2

BRAND/SEGMENT	DECEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
	2014	2015		2014	2015		
<b>TATA MOTORS *** (Jaguar &amp; Land Rover)</b>	<b>8,186</b>	<b>10,618</b>	<b>29.71%</b>	<b>74,981</b>	<b>94,064</b>	<b>25.5%</b>	<b>0.5</b>
USA cars	1,683	1,197	-28.88%	15,773	14,466	-8.3%	0.1
Canada Cars	117	80	-31.62%	1,460	1,296	-11.2%	0.0
USA light trucks	5,754	8,441	46.70%	51,465	70,582	37.1%	0.4
Canada light trucks	632	900	42.41%	6,283	7,720	22.9%	0.0
<b>TOYOTA</b>	<b>227,472</b>	<b>251,446</b>	<b>10.54%</b>	<b>2,574,622</b>	<b>2,708,363</b>	<b>5.2%</b>	<b>14.0</b>
USA cars	110,636	117,279	6.00%	1,318,168	1,303,044	-1.1%	6.7
Canada Cars	5,568	4,948	-11.14%	108,533	99,023	-8.8%	0.5
USA light trucks	104,421	121,071	15.95%	1,055,603	1,196,269	13.3%	6.2
Canada light trucks	6,847	8,148	19.00%	92,318	110,027	19.2%	0.6
<b>VOLKSWAGEN</b>	<b>60,044</b>	<b>58,370</b>	<b>-2.79%</b>	<b>642,333</b>	<b>651,584</b>	<b>1.4%</b>	<b>3.4</b>
USA cars	43,205	37,549	-13.09%	449,522	424,400	-5.6%	2.2
Canada Cars	4,584	4,420	-3.58%	66,534	70,312	5.7%	0.4
USA light trucks	10,503	14,387	36.98%	102,462	129,928	26.8%	0.7
Canada light trucks	1,752	2,014	14.95%	23,815	26,944	13.1%	0.1
<b>VOLVO</b>	<b>5,204</b>	<b>9,681</b>	<b>86.03%</b>	<b>60,832</b>	<b>74,835</b>	<b>23.0%</b>	<b>0.4</b>
USA cars	2,773	2,696	-2.78%	33,138	31,136	-6.0%	0.2
Canada Cars	150	135	-10.00%	2,497	2,185	-12.5%	0.0
USA light trucks	2,147	6,645	209.50%	23,228	38,911	67.5%	0.2
Canada light trucks	134	205	52.99%	1,969	2,603	32.2%	0.0
<b>TESLA</b>	<b>1,540</b>	<b>1,887</b>	<b>22.53%</b>	<b>18,480</b>	<b>23,139</b>	<b>25.2%</b>	<b>0.1</b>
USA cars	1,500	1,845	23.00%	18,000	22,635	25.8%	0.1
Canada Cars	40	42	5.00%	480	504	5.0%	0.0
<b>TOTAL USA CARS</b>	<b>661,044</b>	<b>635,943</b>	<b>-3.80%</b>	<b>7,749,432</b>	<b>7,572,662</b>	<b>-2.3%</b>	<b>39.1</b>
<b>TOTAL USA LIGHT TRUCKS</b>	<b>846,185</b>	<b>1,005,970</b>	<b>18.88%</b>	<b>8,773,231</b>	<b>9,897,997</b>	<b>12.8%</b>	<b>51.1</b>
<b>TOTAL CANADA CARS</b>	<b>48,087</b>	<b>41,099</b>	<b>-14.53%</b>	<b>763,051</b>	<b>716,269</b>	<b>-6.1%</b>	<b>3.7</b>
<b>TOTAL CANADA LIGHT TRUCKS</b>	<b>83,420</b>	<b>87,932</b>	<b>5.41%</b>	<b>1,089,806</b>	<b>1,183,803</b>	<b>8.6%</b>	<b>6.1</b>
<b>TOTAL SALES USA</b>	<b>1,507,229</b>	<b>1,641,913</b>	<b>8.94%</b>	<b>16,522,663</b>	<b>17,470,659</b>	<b>5.7%</b>	<b>90.2</b>
<b>TOTAL SALES CANADA</b>	<b>131,507</b>	<b>129,031</b>	<b>-1.88%</b>	<b>1,852,857</b>	<b>1,900,072</b>	<b>2.5%</b>	<b>9.8</b>
<b>TOTAL USA AND CANADA</b>	<b>1,638,736</b>	<b>1,770,944</b>	<b>8.07%</b>	<b>18,375,520</b>	<b>19,370,731</b>	<b>5.4%</b>	<b>100.0</b>

Source: Automotive News Data Center

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