



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

# **Statistical Outlook**

**Detailed version**

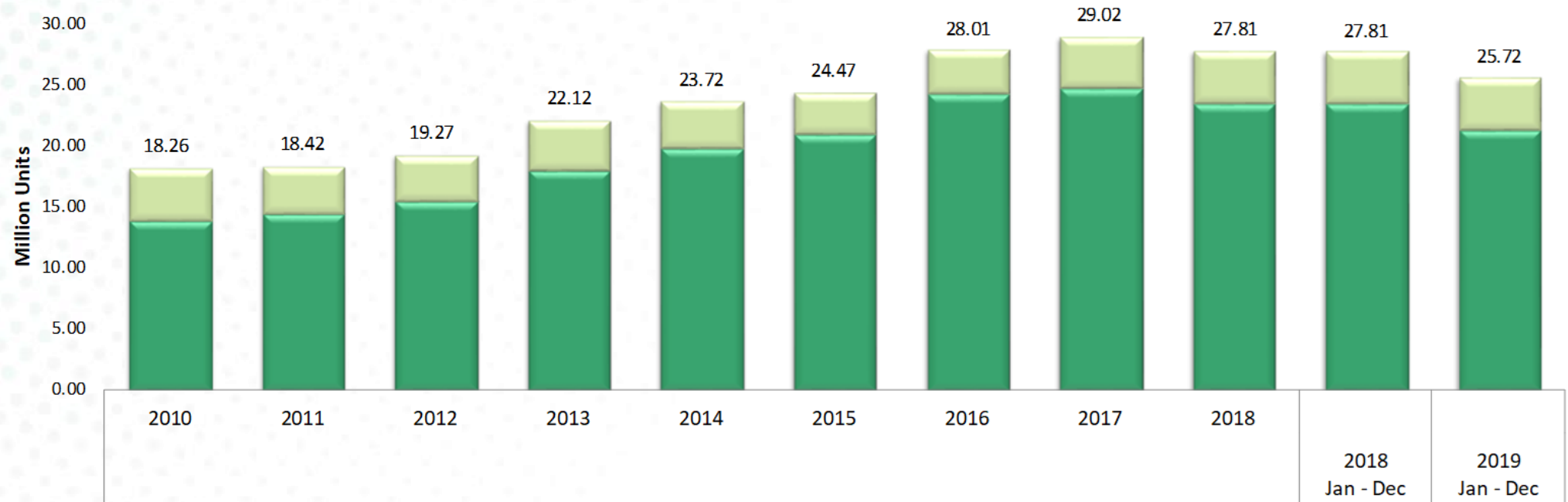
*Vehicles*

*Jan – Dec 2019*

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## 2.1 - Production of light vehicles in China

### Jan – Dec 2018 vs 2019



■ Total Cars ■ Total Light Trucks - SUV'S

| (Million Units)               | 2010         | 2011         | 2012         | 2013         | 2014         | 2015         | 2016         | 2017         | 2018         | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------------|-------------------|---------------|
| Total Cars                    | 13.90        | 14.49        | 15.52        | 18.09        | 19.92        | 21.04        | 24.31        | 24.81        | 23.53        | 23.53             | 21.36             | -9.22%        |
| Total Light<br>Trucks - SUV'S | 4.37         | 3.93         | 3.75         | 4.03         | 3.80         | 3.42         | 3.69         | 4.21         | 4.28         | 4.28              | 4.36              | 1.87%         |
| <b>Total<br/>Production</b>   | <b>18.26</b> | <b>18.42</b> | <b>19.27</b> | <b>22.12</b> | <b>23.72</b> | <b>24.47</b> | <b>28.01</b> | <b>29.02</b> | <b>27.81</b> | <b>27.81</b>      | <b>25.72</b>      | <b>-7.51%</b> |



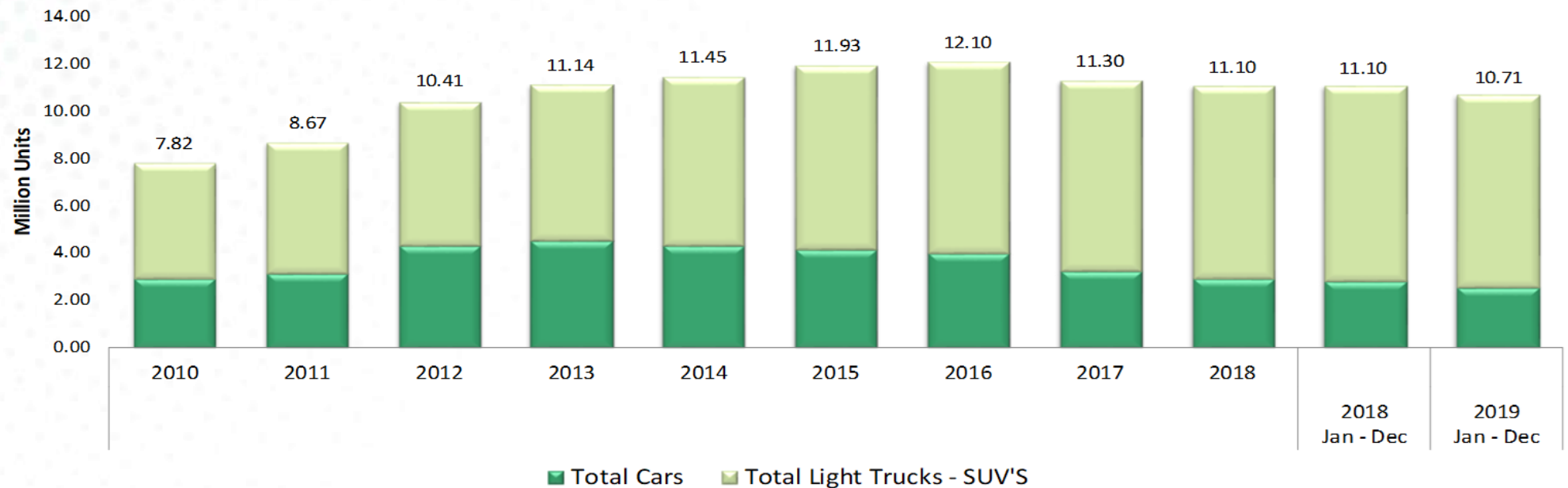
Source: CAAM

## 2.2 - Production of light vehicles in USA

### Jan – Dec 2018 vs 2019



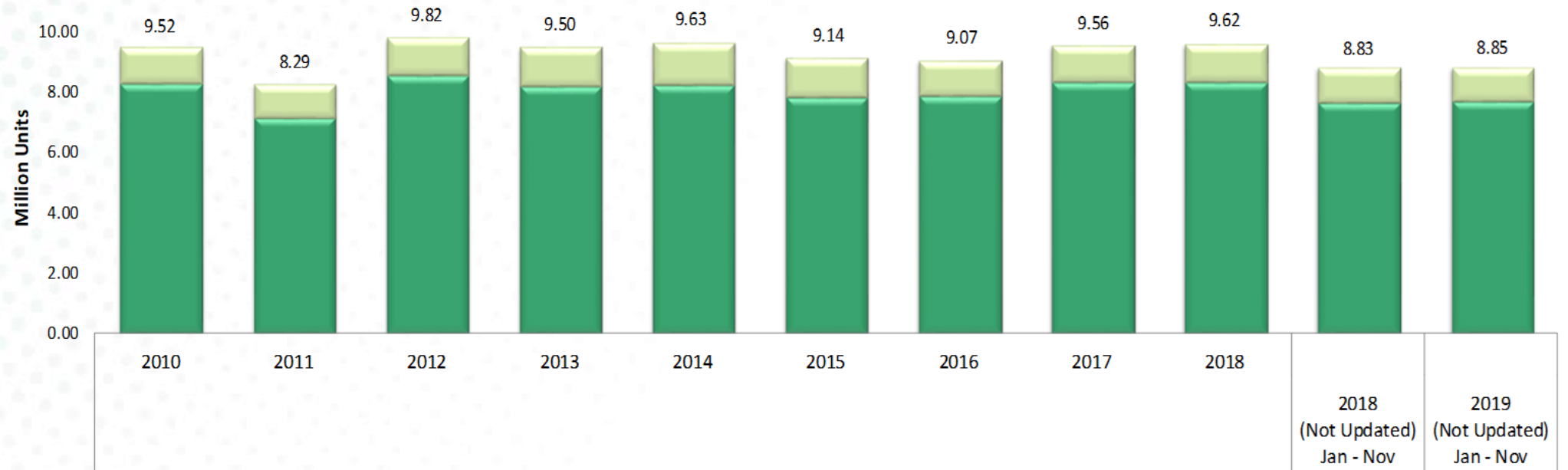
| (Million Units)            | 2010        | 2011        | 2012         | 2013         | 2014         | 2015         | 2016         | 2017         | 2018         | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|----------------------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------------|-------------------|---------------|
| Total Cars                 | 2.93        | 3.14        | 4.33         | 4.52         | 4.30         | 4.17         | 4.01         | 3.25         | 2.94         | 2.84              | 2.58              | -9.37%        |
| Total Light Trucks - SUV'S | 4.88        | 5.53        | 6.09         | 6.62         | 7.14         | 7.76         | 8.09         | 8.04         | 8.15         | 8.26              | 8.13              | -1.58%        |
| <b>Total Production</b>    | <b>7.82</b> | <b>8.67</b> | <b>10.41</b> | <b>11.14</b> | <b>11.45</b> | <b>11.93</b> | <b>12.10</b> | <b>11.30</b> | <b>11.10</b> | <b>11.10</b>      | <b>10.71</b>      | <b>-3.58%</b> |



Source: Automotive News Data Center

## 2.3 - Production of light vehicles in Japan

### Jan – Nov 2018 vs 2019



■ Total Cars ■ Total Light Trucks - SUV'S

| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>(Not Updated)<br>Jan - Nov | 2019<br>(Not Updated)<br>Jan - Nov | Var %        |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------------------------|------------------------------------|--------------|
| Total Cars                 | 8.31        | 7.16        | 8.55        | 8.19        | 8.28        | 7.83        | 7.87        | 8.35        | 8.36        | 7.68                               | 7.71                               | 0.39%        |
| Total Light Trucks - SUV'S | 1.21        | 1.14        | 1.27        | 1.31        | 1.36        | 1.31        | 1.20        | 1.21        | 1.26        | 1.16                               | 1.14                               | -1.43%       |
| <b>Total Production</b>    | <b>9.52</b> | <b>8.29</b> | <b>9.82</b> | <b>9.50</b> | <b>9.63</b> | <b>9.14</b> | <b>9.07</b> | <b>9.56</b> | <b>9.62</b> | <b>8.83</b>                        | <b>8.85</b>                        | <b>0.15%</b> |



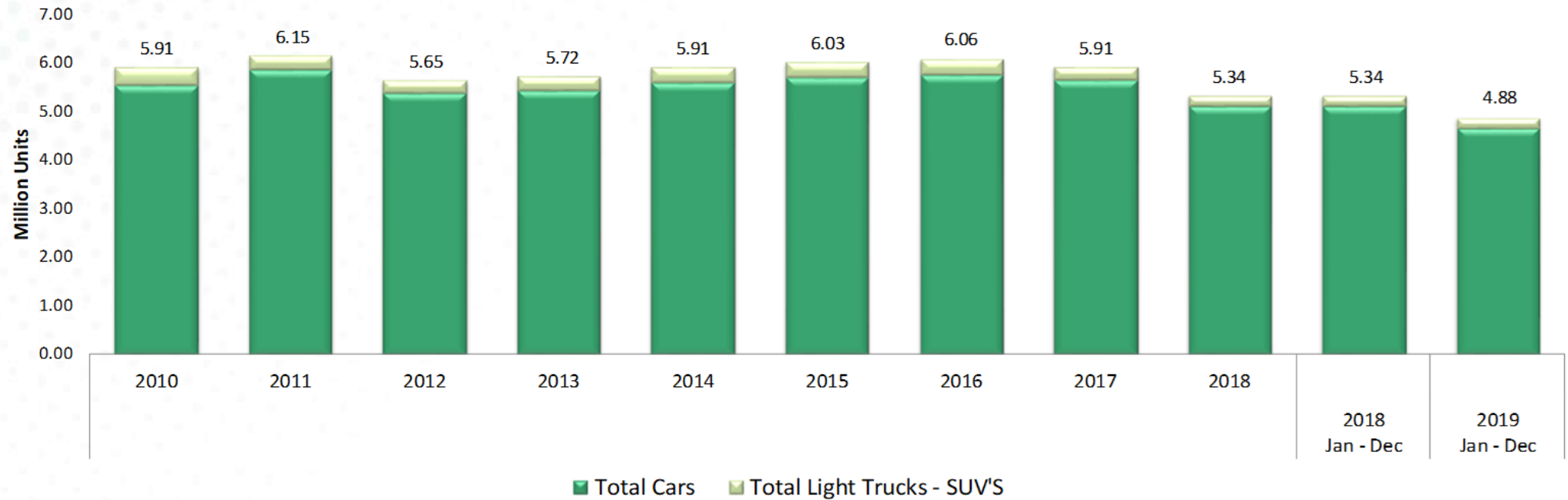
Source: JAMA

## 2.4 - Production of light vehicles in Germany

### Jan – Dec 2018 vs 2019



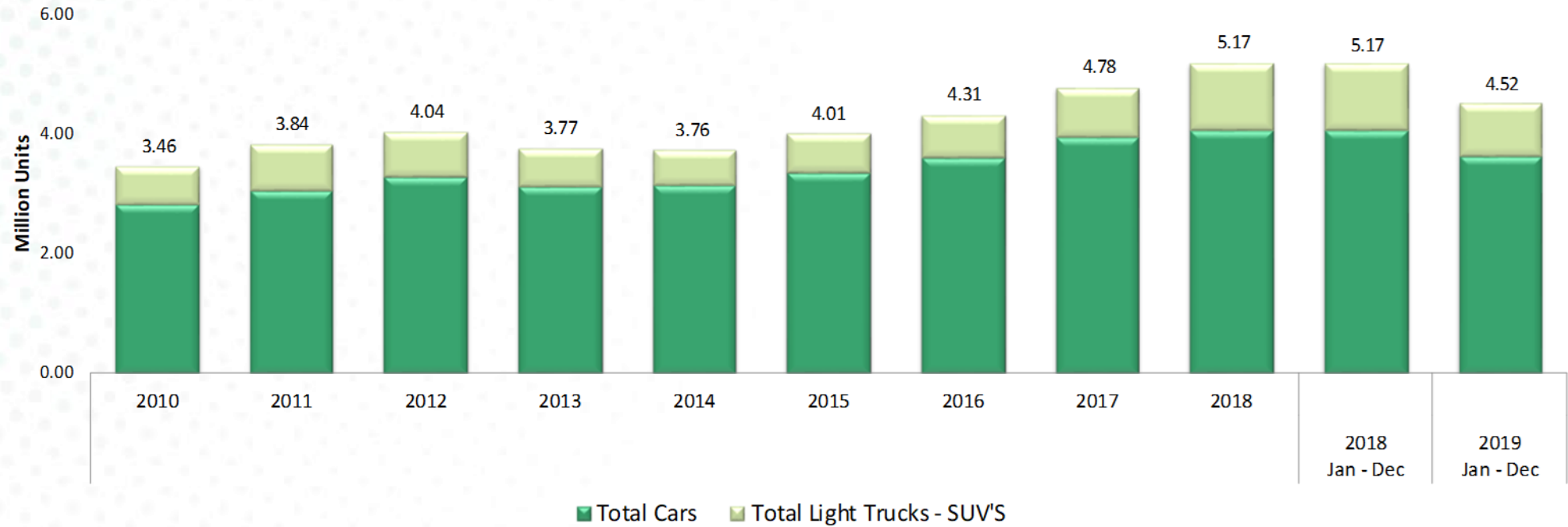
| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|---------------|
| Total Cars                 | 5.55        | 5.87        | 5.39        | 5.44        | 5.60        | 5.71        | 5.75        | 5.64        | 5.12        | 5.12              | 4.66              | -8.98%        |
| Total Light Trucks - SUV'S | 0.35        | 0.28        | 0.26        | 0.28        | 0.30        | 0.33        | 0.32        | 0.27        | 0.22        | 0.22              | 0.22              | 0.00%         |
| <b>Total Production</b>    | <b>5.91</b> | <b>6.15</b> | <b>5.65</b> | <b>5.72</b> | <b>5.91</b> | <b>6.03</b> | <b>6.06</b> | <b>5.91</b> | <b>5.34</b> | <b>5.34</b>       | <b>4.88</b>       | <b>-8.62%</b> |



Source: VDA (Total Light Trucks - SUV'S estimated by INA in 2018)

## 2.5 - Production of light vehicles in India

### Jan – Dec 2018 vs 2019



| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %          |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|----------------|
| Total Cars                 | 2.83        | 3.05        | 3.28        | 3.12        | 3.16        | 3.37        | 3.62        | 3.95        | 4.06        | 4.06              | 3.62              | -10.86%        |
| Total Light Trucks - SUV'S | 0.63        | 0.78        | 0.75        | 0.65        | 0.59        | 0.65        | 0.70        | 0.83        | 1.11        | 1.11              | 0.89              | -19.56%        |
| <b>Total Production</b>    | <b>3.46</b> | <b>3.84</b> | <b>4.04</b> | <b>3.77</b> | <b>3.76</b> | <b>4.01</b> | <b>4.31</b> | <b>4.78</b> | <b>5.17</b> | <b>5.17</b>       | <b>4.52</b>       | <b>-12.72%</b> |

Source: SIAM

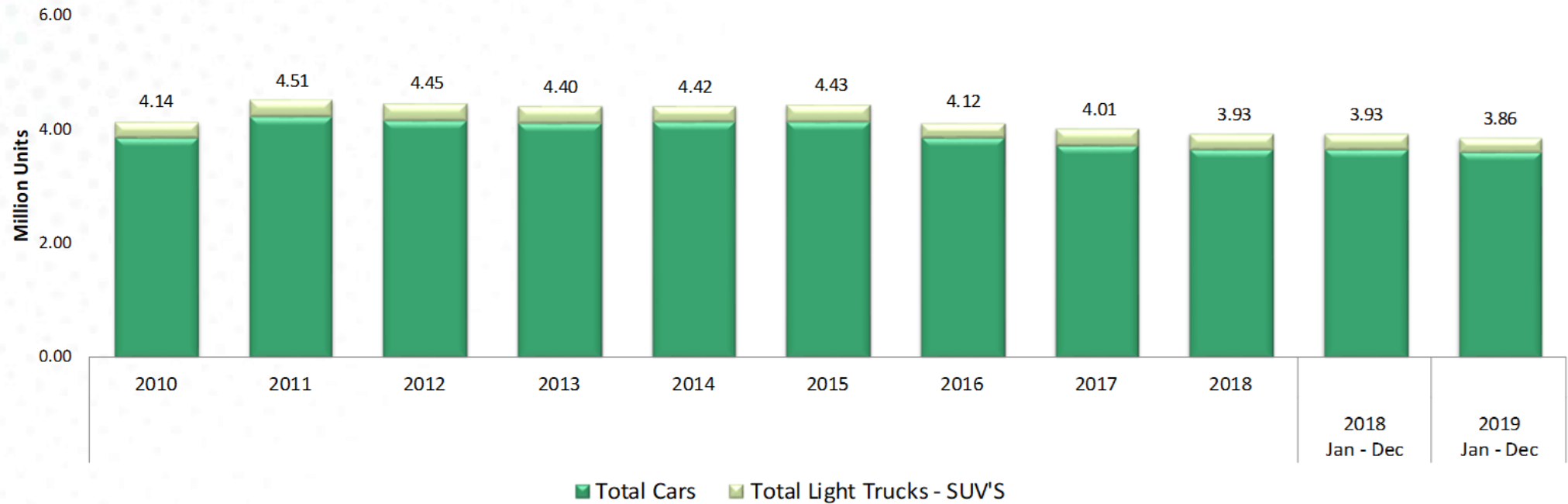


## 2.6 - Production of light vehicles in South Korea

### Jan – Dec 2018 vs 2019



| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|---------------|
| Total Cars                 | 3.87        | 4.22        | 4.17        | 4.12        | 4.12        | 4.14        | 3.86        | 3.74        | 3.66        | 3.66              | 3.61              | -1.34%        |
| Total Light Trucks - SUV'S | 0.27        | 0.29        | 0.28        | 0.28        | 0.29        | 0.29        | 0.26        | 0.28        | 0.26        | 0.26              | 0.25              | -5.47%        |
| <b>Total Production</b>    | <b>4.14</b> | <b>4.51</b> | <b>4.45</b> | <b>4.40</b> | <b>4.42</b> | <b>4.43</b> | <b>4.12</b> | <b>4.01</b> | <b>3.93</b> | <b>3.93</b>       | <b>3.86</b>       | <b>-1.62%</b> |

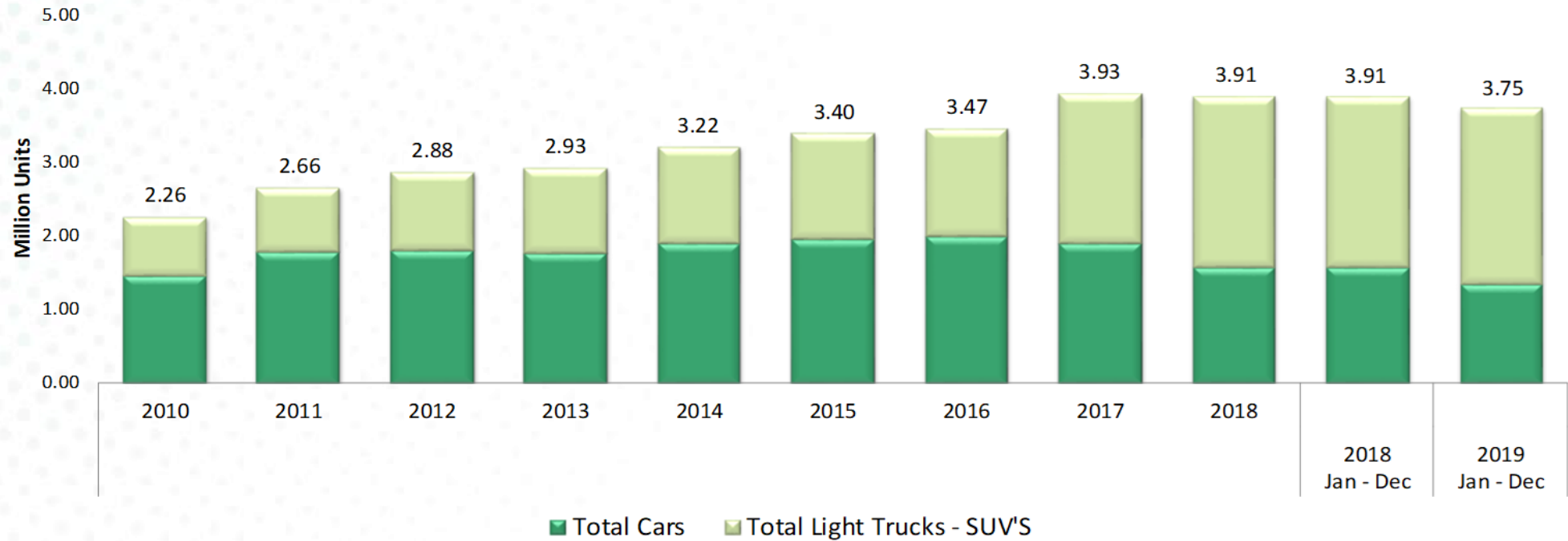


Source: KAMA



## 2.7 - Production of light vehicles in Mexico

### Jan – Dec 2018 vs 2019



| (Million Units)               | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|---------------|
| Total Cars                    | 1.47        | 1.79        | 1.81        | 1.77        | 1.91        | 1.97        | 2.00        | 1.91        | 1.58        | 1.58              | 1.36              | -13.81%       |
| Total Light<br>Trucks - SUV'S | 0.79        | 0.87        | 1.07        | 1.16        | 1.31        | 1.43        | 1.47        | 2.03        | 2.33        | 2.33              | 2.39              | 2.46%         |
| <b>Total<br/>Production</b>   | <b>2.26</b> | <b>2.66</b> | <b>2.88</b> | <b>2.93</b> | <b>3.22</b> | <b>3.40</b> | <b>3.47</b> | <b>3.93</b> | <b>3.91</b> | <b>3.91</b>       | <b>3.75</b>       | <b>-4.10%</b> |

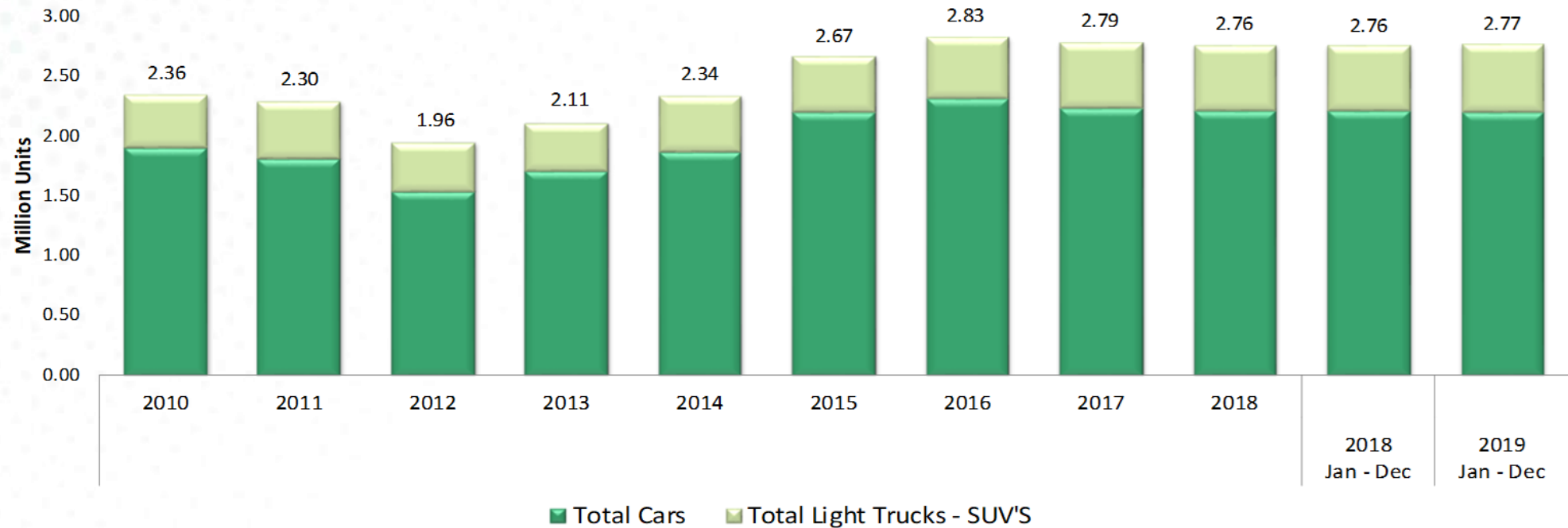
Source: INEGI

## 2.8 - Production of light vehicles in Spain

### Jan – Dec 2018 vs 2019



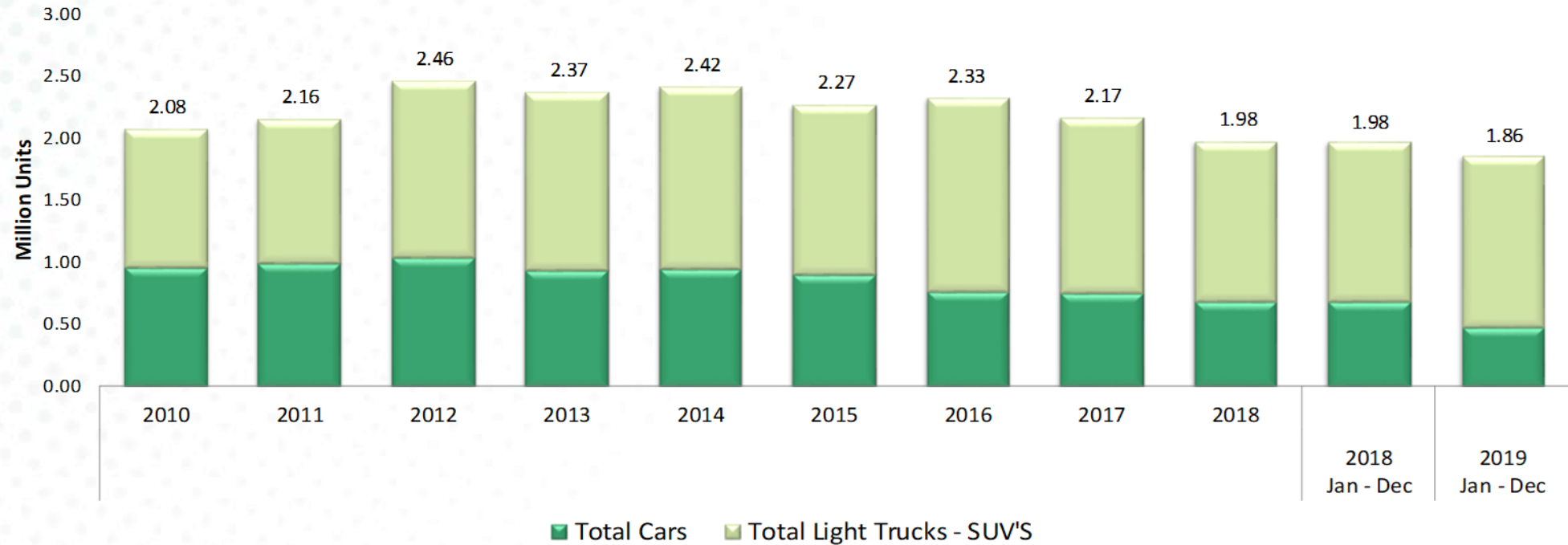
| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %        |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|--------------|
| Total Cars                 | 1.91        | 1.82        | 1.54        | 1.72        | 1.87        | 2.20        | 2.31        | 2.24        | 2.22        | 2.22              | 2.21              | -0.28%       |
| Total Light Trucks - SUV'S | 0.44        | 0.48        | 0.42        | 0.39        | 0.47        | 0.47        | 0.51        | 0.54        | 0.55        | 0.55              | 0.56              | 2.65%        |
| <b>Total Production</b>    | <b>2.36</b> | <b>2.30</b> | <b>1.96</b> | <b>2.11</b> | <b>2.34</b> | <b>2.67</b> | <b>2.83</b> | <b>2.79</b> | <b>2.76</b> | <b>2.76</b>       | <b>2.77</b>       | <b>0.31%</b> |



Source: ANFAC

## 2.9 - Production of light vehicles in Canada

### Jan – Dec 2018 vs 2019



| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|---------------|
| Total Cars                 | 0.97        | 0.99        | 1.04        | 0.94        | 0.95        | 0.91        | 0.77        | 0.76        | 0.69        | 0.68              | 0.49              | -28.90%       |
| Total Light Trucks - SUV'S | 1.11        | 1.16        | 1.42        | 1.43        | 1.47        | 1.36        | 1.56        | 1.41        | 1.29        | 1.29              | 1.38              | 6.30%         |
| <b>Total Production</b>    | <b>2.08</b> | <b>2.16</b> | <b>2.46</b> | <b>2.37</b> | <b>2.42</b> | <b>2.27</b> | <b>2.33</b> | <b>2.17</b> | <b>1.98</b> | <b>1.98</b>       | <b>1.86</b>       | <b>-5.87%</b> |

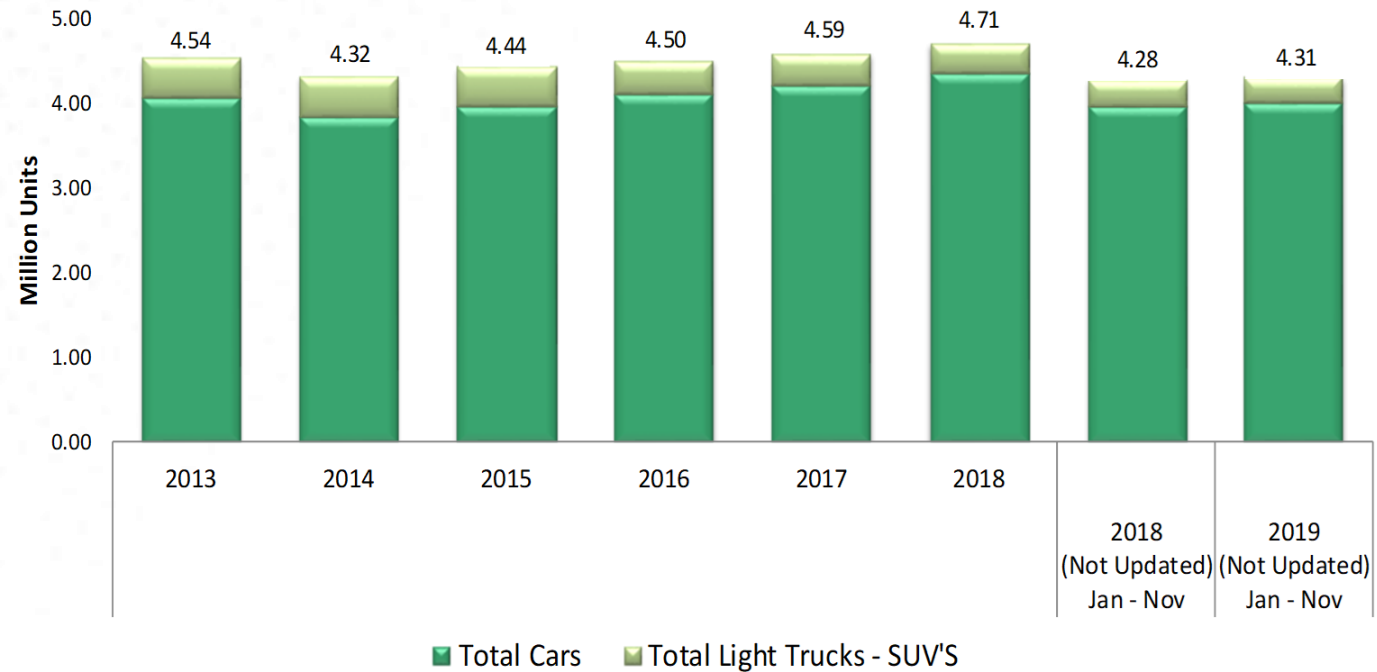
Source: Automotive News Data Center

## 3.1 - Production of light vehicles for exports in Japan

### Jan – Nov 2018 vs 2019

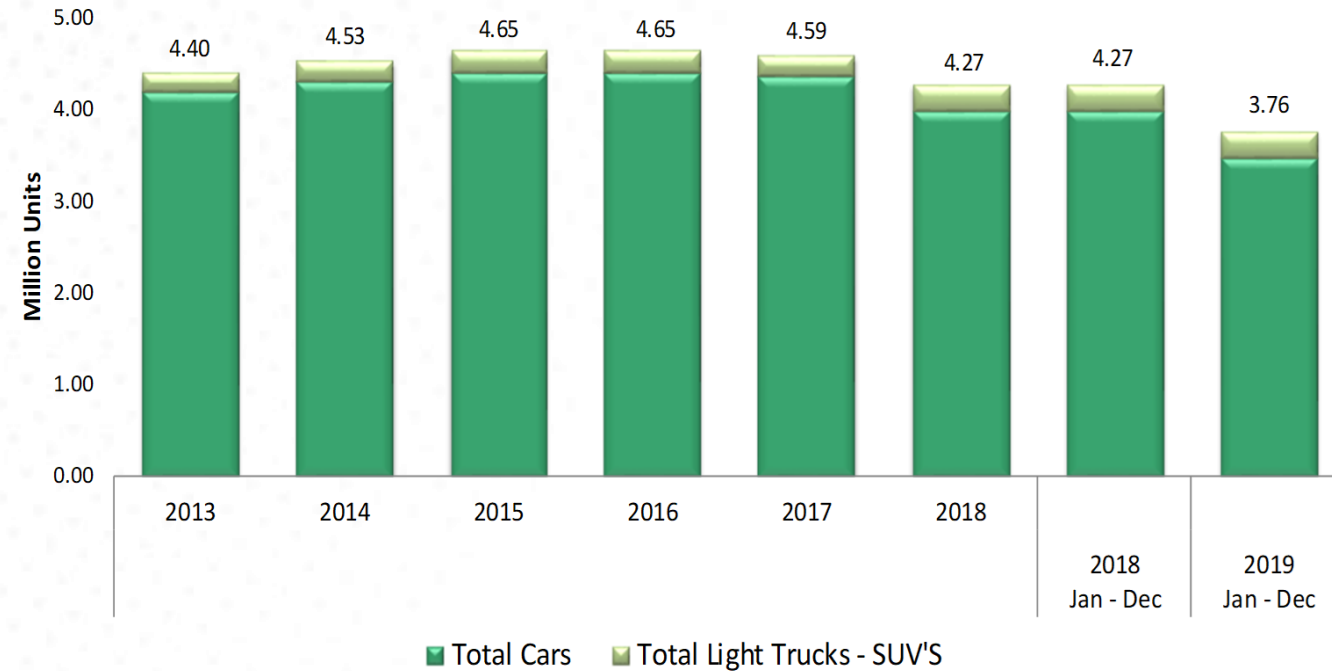


| (Million Units)            | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>(Not Updated)<br>Jan - Nov | 2019<br>(Not Updated)<br>Jan - Nov | Var %        |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------------------------|------------------------------------|--------------|
| Total Cars                 | 4.07        | 3.84        | 3.97        | 4.12        | 4.22        | 4.36        | 3.96                               | 4.01                               | 1.27%        |
| Total Light Trucks - SUV'S | 0.47        | 0.49        | 0.47        | 0.38        | 0.37        | 0.35        | 0.32                               | 0.30                               | -7.15%       |
| <b>Total Export</b>        | <b>4.54</b> | <b>4.32</b> | <b>4.44</b> | <b>4.50</b> | <b>4.59</b> | <b>4.71</b> | <b>4.28</b>                        | <b>4.31</b>                        | <b>0.64%</b> |



Source: JAMA

## 3.2 - Production of light vehicles for exports in Germany Jan – Dec 2018 vs 2019



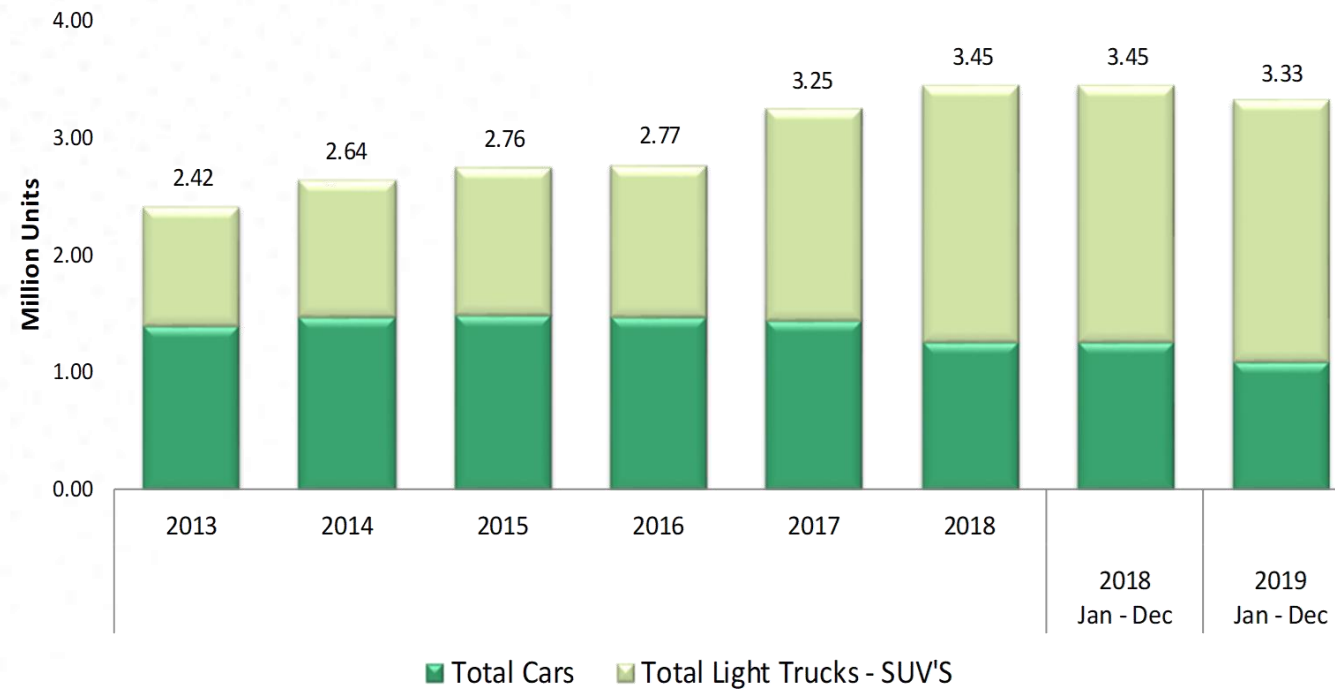
| (Million Units)            | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %          |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|----------------|
| Total Cars                 | 4.20        | 4.30        | 4.41        | 4.41        | 4.37        | 3.99        | 3.99              | 3.48              | -12.78%        |
| Total Light Trucks - SUV'S | 0.21        | 0.23        | 0.24        | 0.24        | 0.22        | 0.28        | 0.28              | 0.28              | 0.00%          |
| <b>Total Export</b>        | <b>4.40</b> | <b>4.53</b> | <b>4.65</b> | <b>4.65</b> | <b>4.59</b> | <b>4.27</b> | <b>4.27</b>       | <b>3.76</b>       | <b>-11.93%</b> |

Source: VDA (Total Light Trucks - SUV'S estimated by INA in 2018 and 2019)

### 3.3 - Production of light vehicles for exports in Mexico Jan – Dec 2018 vs 2019

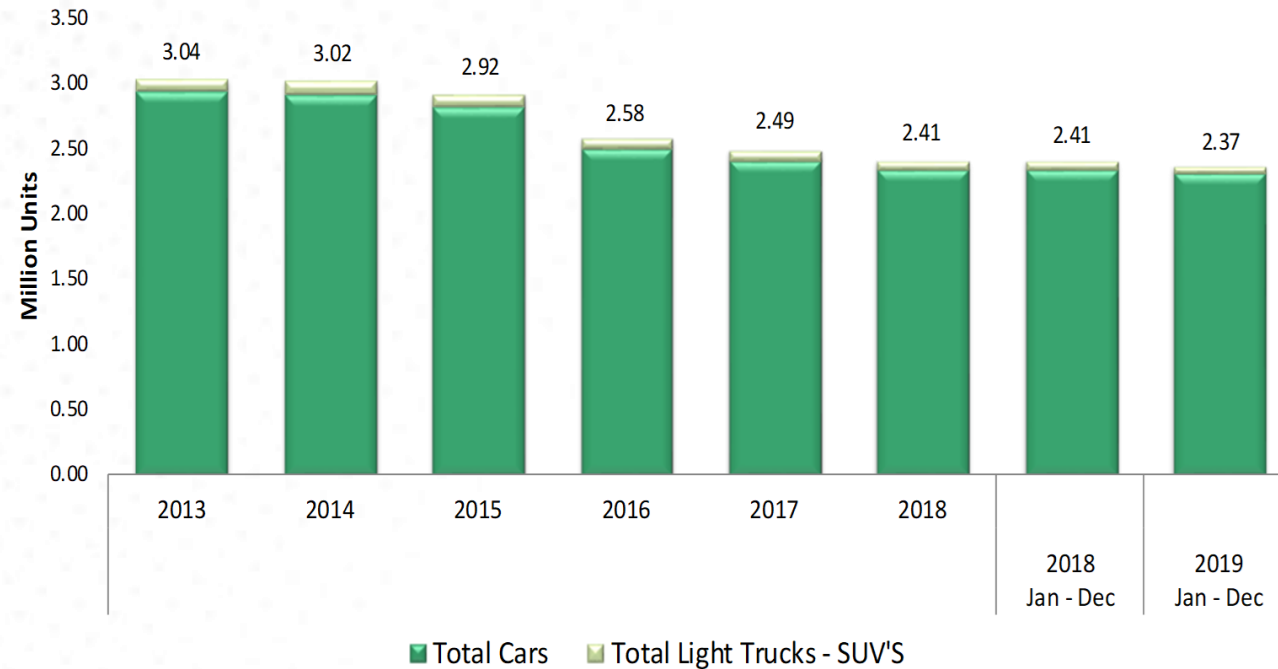


| (Million Units)               | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|---------------|
| Total Cars                    | 1.40        | 1.49        | 1.49        | 1.48        | 1.44        | 1.27        | 1.27              | 1.09              | -13.94%       |
| Total Light<br>Trucks - SUV'S | 1.02        | 1.16        | 1.27        | 1.29        | 1.81        | 2.18        | 2.18              | 2.24              | 2.83%         |
| <b>Total Export</b>           | <b>2.42</b> | <b>2.64</b> | <b>2.76</b> | <b>2.77</b> | <b>3.25</b> | <b>3.45</b> | <b>3.45</b>       | <b>3.33</b>       | <b>-3.35%</b> |



Source: INEGI

## 3.4 - Production of light vehicles for exports in South Korea Jan – Dec 2018 vs 2019



| (Million Units)            | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|---------------|
| Total Cars                 | 2.95        | 2.92        | 2.82        | 2.51        | 2.42        | 2.34        | 2.34              | 2.31              | -1.25%        |
| Total Light Trucks - SUV'S | 0.09        | 0.10        | 0.09        | 0.07        | 0.08        | 0.07        | 0.07              | 0.05              | -24.37%       |
| <b>Total Export</b>        | <b>3.04</b> | <b>3.02</b> | <b>2.92</b> | <b>2.58</b> | <b>2.49</b> | <b>2.41</b> | <b>2.41</b>       | <b>2.37</b>       | <b>-1.93%</b> |

Source: KAMA



## 4.1 - Production of heavy vehicles in Mexico

### Jan – Nov 2019

| Heavy Vehicles                                                    | Units          |
|-------------------------------------------------------------------|----------------|
| <b>Total</b>                                                      | <b>189,095</b> |
| <b>Trucks for charge:</b>                                         | <b>62,722</b>  |
| Class 5 to class 6 (Gross Vehicle Weight from 7 258 to 14 968 kg) | 2,771          |
| Class 7 (Gross Vehicle Weight from 11 794 to 14 968 kg)           | 875            |
| Class 8 (Gross Vehicle Weight of more than 14 969 kg)             | 59,076         |
| <b>Trailer Trucks</b>                                             | <b>119,100</b> |
| <b>Buses: integrals and chassis</b>                               | <b>7,213</b>   |
| Buses (2 and 3 axis)                                              | 1,461          |
| Urban (semi front control)                                        | 3,815          |
| Urban (front control)                                             | 755            |
| Urban and rear motor                                              | 144            |
| Midibus                                                           | 175            |
| BRT                                                               | 23             |
| Unclassified                                                      | 840            |

Source: INEGI

## 5.1 - Production of heavy vehicles for exports in Mexico

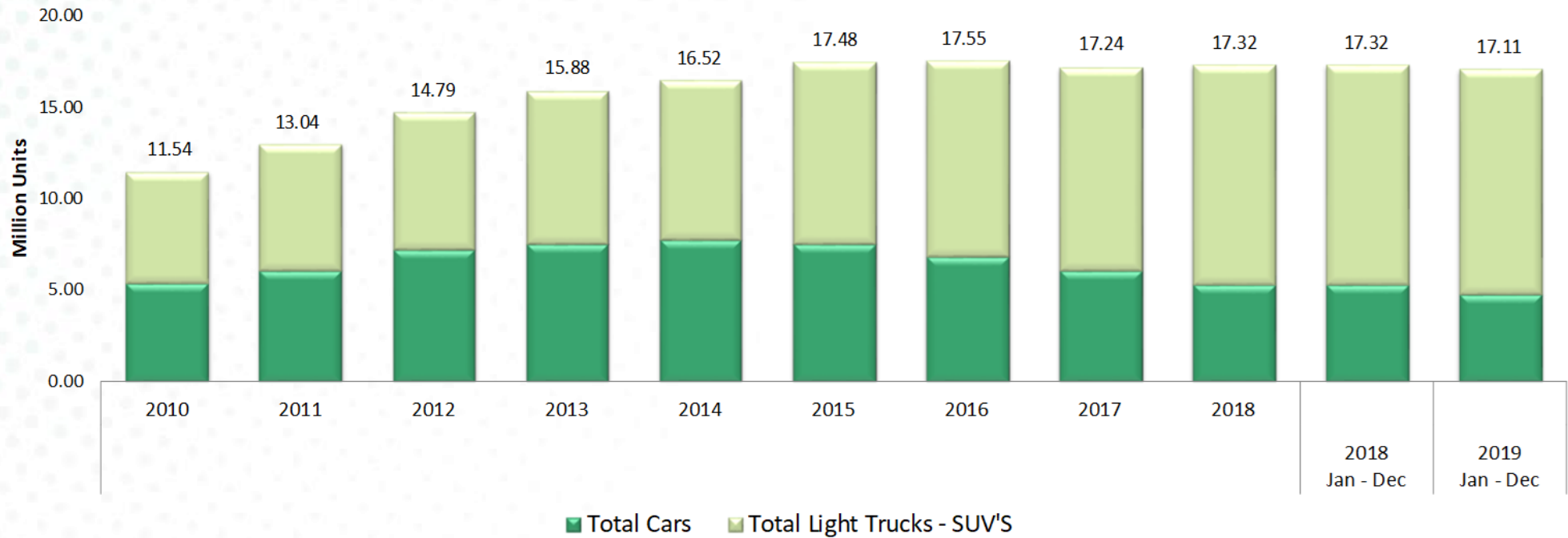
### Jan – Nov 2019

| Heavy Vehicles                                               | Units          |
|--------------------------------------------------------------|----------------|
| <b>Total</b>                                                 | <b>159,624</b> |
| <b>Trucks for charge</b>                                     | <b>53,749</b>  |
| Class 5 and 8 (Gross Vehicle Weight from 7 258 to 14 969 kg) | 53,749         |
| <b>Trailer Trucks</b>                                        | <b>105,695</b> |
| <b>Buses: integrals and chassis</b>                          | <b>180</b>     |
| Unclassified                                                 |                |

Source: INEGI

## 8.1 – Sales of domestic market of light vehicles at USA

### Jan – Dec 2018 vs 2019



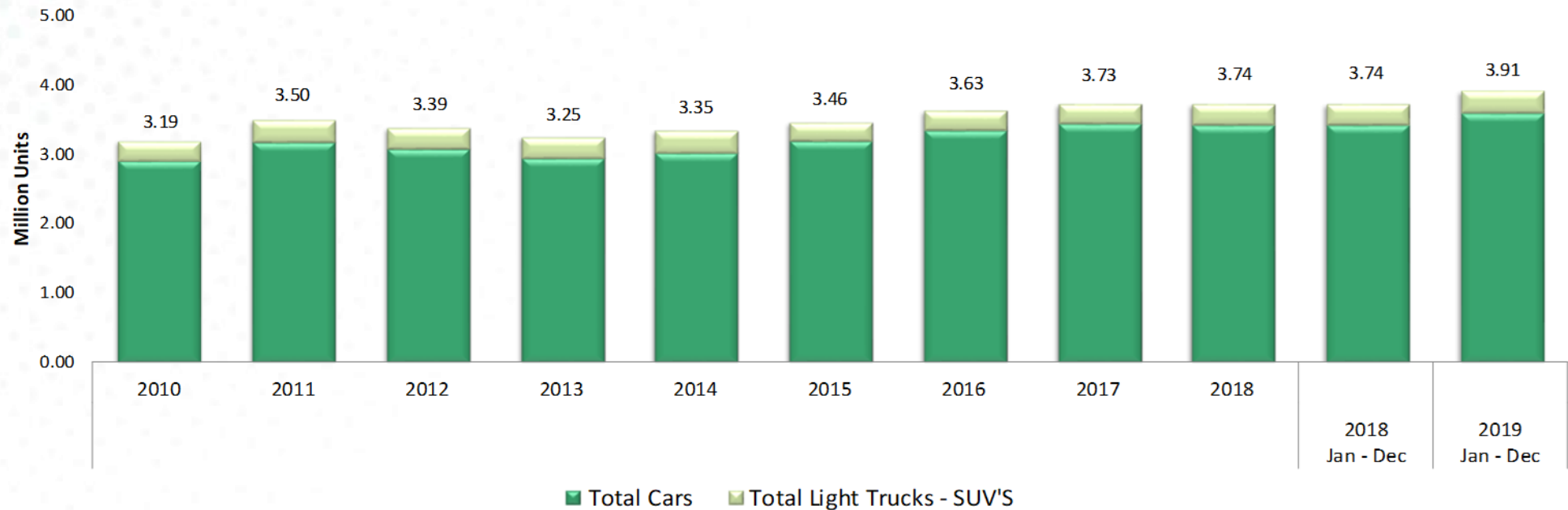
| (Million Units)            | 2010         | 2011         | 2012         | 2013         | 2014         | 2015         | 2016         | 2017         | 2018         | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------------|-------------------|---------------|
| Total Cars                 | 5.40         | 6.09         | 7.24         | 7.59         | 7.75         | 7.57         | 6.90         | 6.12         | 5.34         | 5.34              | 4.79              | -10.32%       |
| Total Light Trucks - SUV'S | 6.14         | 6.95         | 7.54         | 8.30         | 8.77         | 9.92         | 10.66        | 11.12        | 11.98        | 11.98             | 12.32             | 2.84%         |
| <b>Total Sales</b>         | <b>11.54</b> | <b>13.04</b> | <b>14.79</b> | <b>15.88</b> | <b>16.52</b> | <b>17.48</b> | <b>17.55</b> | <b>17.24</b> | <b>17.32</b> | <b>17.32</b>      | <b>17.11</b>      | <b>-1.22%</b> |

Source: Automotive News Data Center

## 8.2 - Sales of domestic market of light vehicles at Germany Jan – Dec 2018 vs 2019

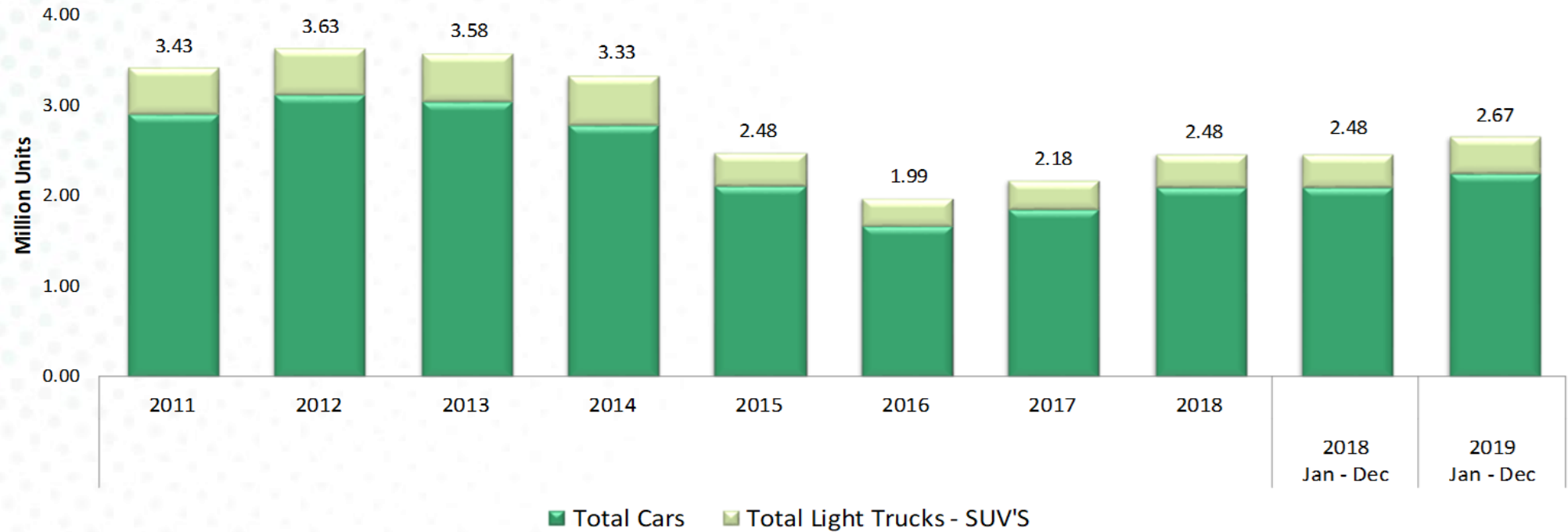


| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %        |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|--------------|
| Total Cars                 | 2.92        | 3.17        | 3.08        | 2.95        | 3.04        | 3.21        | 3.35        | 3.44        | 3.44        | 3.44              | 3.61              | 4.99%        |
| Total Light Trucks - SUV'S | 0.28        | 0.33        | 0.31        | 0.30        | 0.32        | 0.26        | 0.28        | 0.29        | 0.30        | 0.30              | 0.31              | 0.89%        |
| <b>Total Sales</b>         | <b>3.19</b> | <b>3.50</b> | <b>3.39</b> | <b>3.25</b> | <b>3.35</b> | <b>3.46</b> | <b>3.63</b> | <b>3.73</b> | <b>3.74</b> | <b>3.74</b>       | <b>3.91</b>       | <b>4.66%</b> |



Source: VDIK

## 8.3 - Sales of domestic market of light vehicles at Brazil Jan – Dec 2018 vs 2019



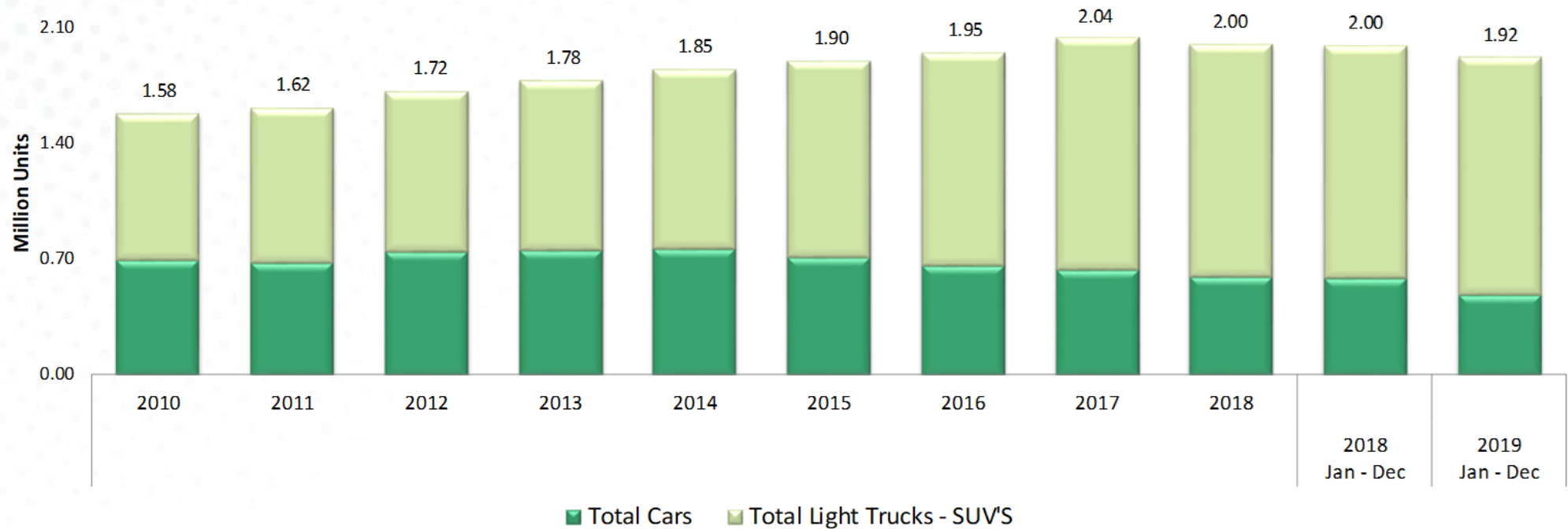
| (Million Units)            | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %        |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|--------------|
| Total Cars                 | 2.90        | 3.12        | 3.04        | 2.79        | 2.12        | 1.68        | 1.86        | 2.10        | 2.10              | 2.26              | 7.61%        |
| Total Light Trucks - SUV'S | 0.52        | 0.52        | 0.54        | 0.54        | 0.36        | 0.31        | 0.32        | 0.38        | 0.37              | 0.40              | 8.11%        |
| <b>Total Sales</b>         | <b>3.43</b> | <b>3.63</b> | <b>3.58</b> | <b>3.33</b> | <b>2.48</b> | <b>1.99</b> | <b>2.18</b> | <b>2.48</b> | <b>2.48</b>       | <b>2.67</b>       | <b>7.69%</b> |

Source: ANFAVEA

## 8.4 - Sales of domestic market of light vehicles at Canada Jan – Dec 2018 vs 2019



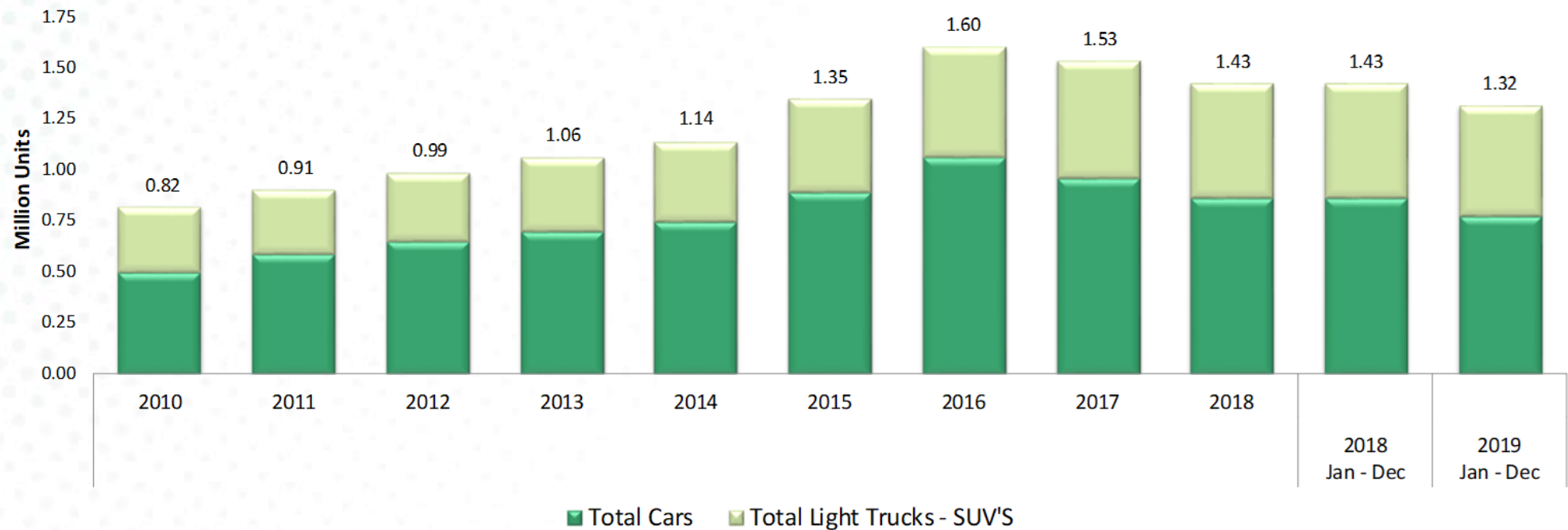
| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|---------------|
| Total Cars                 | 0.69        | 0.68        | 0.75        | 0.76        | 0.76        | 0.72        | 0.67        | 0.64        | 0.59        | 0.59              | 0.49              | -16.10%       |
| Total Light Trucks - SUV'S | 0.89        | 0.94        | 0.97        | 1.02        | 1.09        | 1.18        | 1.29        | 1.40        | 1.41        | 1.41              | 1.43              | 1.57%         |
| <b>Total Sales</b>         | <b>1.58</b> | <b>1.62</b> | <b>1.72</b> | <b>1.78</b> | <b>1.85</b> | <b>1.90</b> | <b>1.95</b> | <b>2.04</b> | <b>2.00</b> | <b>2.00</b>       | <b>1.92</b>       | <b>-3.62%</b> |



Source: Automotive News Data Center

## 8.5 - Sales of domestic market of light vehicles at Mexico

### Jan – Dec 2018 vs 2019



| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %         |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|---------------|
| Total Cars                 | 0.50        | 0.59        | 0.65        | 0.70        | 0.75        | 0.89        | 1.07        | 0.96        | 0.87        | 0.87              | 0.77              | -10.48%       |
| Total Light Trucks - SUV'S | 0.32        | 0.31        | 0.34        | 0.37        | 0.39        | 0.46        | 0.54        | 0.57        | 0.56        | 0.56              | 0.54              | -3.30%        |
| <b>Total Sales</b>         | <b>0.82</b> | <b>0.91</b> | <b>0.99</b> | <b>1.06</b> | <b>1.14</b> | <b>1.35</b> | <b>1.60</b> | <b>1.53</b> | <b>1.43</b> | <b>1.43</b>       | <b>1.32</b>       | <b>-7.65%</b> |

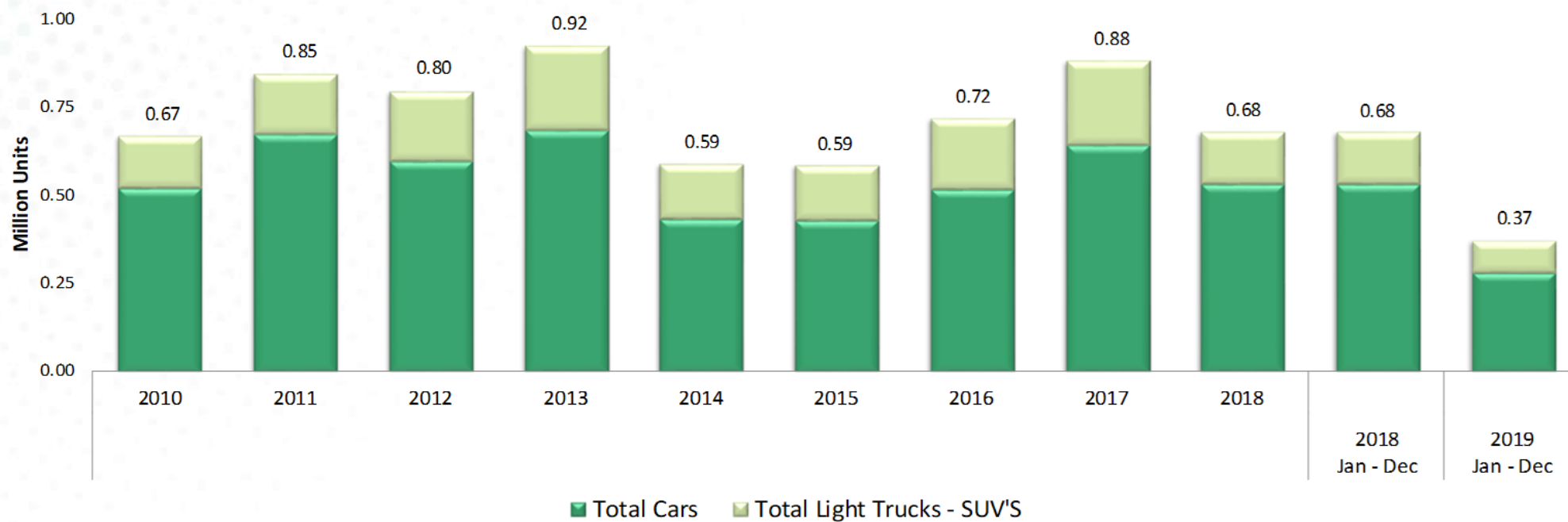
Source: INEGI



## 8.6 - Sales of domestic market of light vehicles at Argentina Jan – Dec 2018 vs 2019



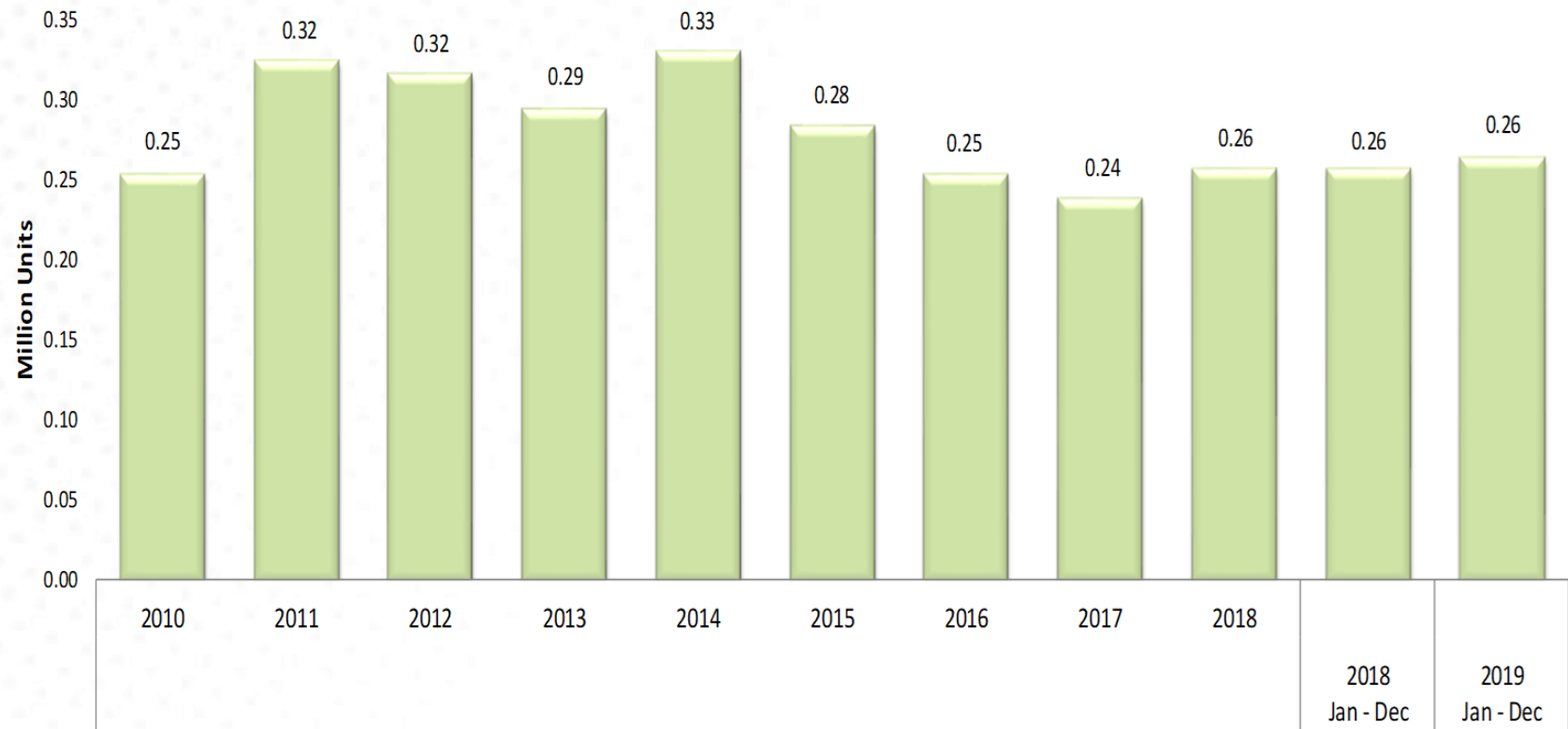
| (Million Units)            | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var %          |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|----------------|
| Total Cars                 | 0.52        | 0.67        | 0.60        | 0.68        | 0.43        | 0.43        | 0.52        | 0.64        | 0.53        | 0.53              | 0.28              | -47.20%        |
| Total Light Trucks - SUV'S | 0.15        | 0.17        | 0.20        | 0.24        | 0.16        | 0.16        | 0.20        | 0.24        | 0.15        | 0.15              | 0.09              | -38.71%        |
| <b>Total Sales</b>         | <b>0.67</b> | <b>0.85</b> | <b>0.80</b> | <b>0.92</b> | <b>0.59</b> | <b>0.59</b> | <b>0.72</b> | <b>0.88</b> | <b>0.68</b> | <b>0.68</b>       | <b>0.37</b>       | <b>-45.37%</b> |



Source: ADEFA

## 8.7 - Sales of domestic market of light vehicles at Colombia

### Jan – Dec 2018 vs 2019



| (Million Units) | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2018<br>Jan - Dec | 2019<br>Jan - Dec | Var % |
|-----------------|------|------|------|------|------|------|------|------|------|-------------------|-------------------|-------|
| Total Sales     | 0.25 | 0.32 | 0.32 | 0.29 | 0.33 | 0.28 | 0.25 | 0.24 | 0.26 | 0.26              | 0.26              | 2.74% |

Source: ANDEMOS

# INDUSTRIA NACIONAL DE AUTOPARTES: INA

## PRODUCTION OF VEHICLES IN MEXICO

| BRAND/SEGMENT               | December       |                | VAR.<br>%      | ACCUMULATED      |                  | VAR.<br>%     | Market share  |
|-----------------------------|----------------|----------------|----------------|------------------|------------------|---------------|---------------|
|                             | 2018           | 2019           |                | 2018             | 2019             |               |               |
| <b>AUDI</b>                 | <b>9,820</b>   | <b>3,488</b>   | <b>-64.5%</b>  | <b>173,098</b>   | <b>156,661</b>   | <b>-9.5%</b>  | <b>4.2%</b>   |
| Cars                        | 0              | 0              | -              | 0                | 0                | -             | 0.0%          |
| Light Trucks                | 9,820          | 3,488          | -64.5%         | 173,098          | 156,661          | -9.5%         | 4.2%          |
| <b>BMW</b>                  | <b>0</b>       | <b>2,631</b>   | <b>-</b>       | <b>0</b>         | <b>24,755</b>    | <b>-</b>      | <b>0.7%</b>   |
| Cars                        | 0              | 2,631          | -              | 0                | 24,755           | -             | 0.7%          |
| Light Trucks                | 0              | 0              | -              | 0                | 0                | -             | 0.0%          |
| <b>CHRYSLER</b>             | <b>38,512</b>  | <b>21,418</b>  | <b>-44.4%</b>  | <b>634,619</b>   | <b>557,796</b>   | <b>-12.1%</b> | <b>14.9%</b>  |
| Cars                        | 0              | 0              | -              | 0                | 0                | -             | 0.0%          |
| Light Trucks                | 38,512         | 21,418         | -44.4%         | 634,619          | 557,796          | -12.1%        | 14.9%         |
| <b>FIAT</b>                 | <b>274</b>     | <b>0</b>       | <b>-100.0%</b> | <b>4,403</b>     | <b>2,345</b>     | <b>-46.7%</b> | <b>0.1%</b>   |
| Cars                        | 274            | 0              | -100.0%        | 4,403            | 2,345            | -46.7%        | 0.1%          |
| Light Trucks                | 0              | 0              | -              | 0                | 0                | -             | 0.0%          |
| <b>FORD</b>                 | <b>20,647</b>  | <b>16,311</b>  | <b>-21.0%</b>  | <b>280,499</b>   | <b>249,605</b>   | <b>-11.0%</b> | <b>6.7%</b>   |
| Cars                        | 20,647         | 16,311         | -21.0%         | 280,499          | 249,605          | -11.0%        | 6.7%          |
| Light Trucks                | 0              | 0              | -              | 0                | 0                | -             | 0.0%          |
| <b>GENERAL MOTORS</b>       | <b>33,251</b>  | <b>54,255</b>  | <b>63.2%</b>   | <b>834,414</b>   | <b>864,143</b>   | <b>3.6%</b>   | <b>23.0%</b>  |
| Cars                        | 1,539          | 2,901          | 88.5%          | 30,519           | 8,967            | -70.6%        | 0.2%          |
| Light Trucks                | 31,712         | 51,354         | 61.9%          | 803,895          | 855,176          | 6.4%          | 22.8%         |
| <b>HONDA</b>                | <b>13,373</b>  | <b>9,380</b>   | <b>-29.9%</b>  | <b>147,158</b>   | <b>204,414</b>   | <b>38.9%</b>  | <b>5.4%</b>   |
| Cars                        | 4,142          | 3,735          | -9.8%          | 27,777           | 47,956           | 72.6%         | 1.3%          |
| Light Trucks                | 9,231          | 5,645          | -38.8%         | 119,381          | 156,458          | 31.1%         | 4.2%          |
| <b>JAC</b>                  | <b>20,580</b>  | <b>18,152</b>  | <b>-11.8%</b>  | <b>297,554</b>   | <b>291,347</b>   | <b>-2.1%</b>  | <b>7.8%</b>   |
| Cars                        | 13             | 0              | -100.0%        | 305              | 185              | -39.3%        | 0.0%          |
| Light Trucks                | 507            | 452            | -10.8%         | 2,649            | 4,562            | 72.2%         | 0.1%          |
| <b>KIA</b>                  | <b>20,060</b>  | <b>17,700</b>  | <b>-11.8%</b>  | <b>294,600</b>   | <b>286,600</b>   | <b>-2.7%</b>  | <b>7.6%</b>   |
| Cars                        | 20,060         | 17,700         | -11.8%         | 294,600          | 286,600          | -2.7%         | 7.6%          |
| Light Trucks                | 0              | 0              | -              | 0                | 0                | -             | 0.0%          |
| <b>MAZDA</b>                | <b>9,100</b>   | <b>10,779</b>  | <b>18.5%</b>   | <b>149,589</b>   | <b>91,830</b>    | <b>-38.6%</b> | <b>2.4%</b>   |
| Cars                        | 9,100          | 4,638          | -49.0%         | 149,589          | 76,574           | -48.8%        | 2.0%          |
| Light Trucks                | 0              | 6,141          | -              | 0                | 15,256           | -             | 0.4%          |
| <b>NISSAN</b>               | <b>45,300</b>  | <b>30,544</b>  | <b>-32.6%</b>  | <b>762,408</b>   | <b>672,700</b>   | <b>-11.8%</b> | <b>17.9%</b>  |
| Cars                        | 29,039         | 15,439         | -46.8%         | 512,389          | 415,451          | -18.9%        | 11.1%         |
| Light Trucks                | 16,261         | 15,105         | -7.1%          | 250,019          | 257,249          | 2.9%          | 6.9%          |
| <b>TOYOTA</b>               | <b>13,841</b>  | <b>11,703</b>  | <b>-15.4%</b>  | <b>191,978</b>   | <b>191,831</b>   | <b>-0.1%</b>  | <b>5.1%</b>   |
| Cars                        | 3,235          | 1,240          | -61.7%         | 36,926           | 24,348           | -34.1%        | 0.6%          |
| Light Trucks                | 10,606         | 10,463         | -1.3%          | 155,052          | 167,483          | 8.0%          | 4.5%          |
| <b>VOLKSWAGEN</b>           | <b>33,499</b>  | <b>29,412</b>  | <b>-12.2%</b>  | <b>435,373</b>   | <b>443,414</b>   | <b>1.8%</b>   | <b>11.8%</b>  |
| Cars                        | 14,673         | 16,535         | 12.7%          | 239,106          | 221,683          | -7.3%         | 5.9%          |
| Light Trucks                | 18,826         | 12,877         | -31.6%         | 196,267          | 221,731          | 13.0%         | 5.9%          |
| <b>Total Cars</b>           | <b>102,722</b> | <b>81,130</b>  | <b>-21.0%</b>  | <b>1,576,113</b> | <b>1,358,469</b> | <b>-13.8%</b> | <b>36.2%</b>  |
| <b>Total light trucks</b>   | <b>135,475</b> | <b>126,943</b> | <b>-6.3%</b>   | <b>2,334,980</b> | <b>2,392,372</b> | <b>2.5%</b>   | <b>63.8%</b>  |
| <b>Total Light Vehicles</b> | <b>238,197</b> | <b>208,073</b> | <b>-12.6%</b>  | <b>3,911,093</b> | <b>3,750,841</b> | <b>-4.1%</b>  | <b>100.0%</b> |
| <b>TOTAL PRODUCTION</b>     | <b>238,197</b> | <b>208,073</b> | <b>-12.6%</b>  | <b>3,911,093</b> | <b>3,750,841</b> | <b>-4.1%</b>  | <b>100.0%</b> |

### Notas:

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

Source: INEGI

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# INDUSTRIA NACIONAL DE AUTOPARTES: INA

## PRODUCTION OF LIGHT VEHICLES IN USA AND CANADA

| BRAND/SEGMENT                    | DECEMBER       |                | VAR.<br>%     | ACCUMULATED       |                   | VAR.<br>%     | Market share |
|----------------------------------|----------------|----------------|---------------|-------------------|-------------------|---------------|--------------|
|                                  | 2018           | 2019           |               | 2018              | 2019              |               |              |
| <b>BMW</b>                       | <b>25,750</b>  | <b>27,165</b>  | <b>5.5%</b>   | <b>356,749</b>    | <b>411,620</b>    | <b>15.4%</b>  | <b>3.3%</b>  |
| USA Cars                         | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| Canada Cars                      | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| USA Light Trucks                 | 25,750         | 27,165         | 5.5%          | 356,749           | 411,620           | 15.4%         | 3.3%         |
| Canada Light Trucks              | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| <b>FCA</b>                       | <b>137,926</b> | <b>154,894</b> | <b>12.3%</b>  | <b>1,978,980</b>  | <b>1,919,545</b>  | <b>-3.0%</b>  | <b>15.3%</b> |
| USA Cars                         | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| Canada Cars                      | 16,238         | 15,553         | -4.2%         | 225,947           | 222,870           | -1.4%         | 1.8%         |
| USA Light Trucks                 | 100,655        | 116,685        | 15.9%         | 1,442,511         | 1,408,821         | -2.3%         | 11.2%        |
| Canada Light Trucks              | 21,033         | 22,656         | 7.7%          | 310,522           | 287,854           | -7.3%         | 2.3%         |
| <b>FORD</b>                      | <b>185,096</b> | <b>186,854</b> | <b>0.9%</b>   | <b>2,616,138</b>  | <b>2,495,524</b>  | <b>-4.6%</b>  | <b>19.9%</b> |
| USA Cars                         | 9,452          | 7,148          | -24.4%        | 264,199           | 118,297           | -55.2%        | 0.9%         |
| Canada Cars                      | 16             | 17             | 6.3%          | 252               | 264               | 4.8%          | 0.0%         |
| USA Light Trucks                 | 155,613        | 163,788        | 5.3%          | 2,114,241         | 2,129,348         | 0.7%          | 16.9%        |
| Canada Light Trucks              | 20,015         | 15,901         | -20.6%        | 237,446           | 247,615           | 4.3%          | 2.0%         |
| <b>GENERAL MOTORS</b>            | <b>167,313</b> | <b>164,456</b> | <b>-1.7%</b>  | <b>2,289,133</b>  | <b>1,884,277</b>  | <b>-17.7%</b> | <b>15.0%</b> |
| USA Cars                         | 31,022         | 24,075         | -22.4%        | 477,315           | 261,190           | -45.3%        | 2.1%         |
| Canada Cars                      | 4,649          | 1,141          | -75.5%        | 58,759            | 46,016            | -21.7%        | 0.4%         |
| USA Light Trucks                 | 116,537        | 122,349        | 5.0%          | 1,539,023         | 1,396,382         | -9.3%         | 11.1%        |
| Canada Light Trucks              | 15,105         | 16,891         | 11.8%         | 214,036           | 180,689           | -15.6%        | 1.4%         |
| <b>HONDA</b>                     | <b>110,807</b> | <b>91,730</b>  | <b>-17.2%</b> | <b>1,673,258</b>  | <b>1,612,808</b>  | <b>-3.6%</b>  | <b>12.8%</b> |
| USA Cars                         | 34,785         | 24,926         | -28.3%        | 476,569           | 448,385           | -5.9%         | 3.6%         |
| Canada Cars                      | 13,536         | 11,379         | -15.9%        | 209,543           | 196,569           | -6.2%         | 1.6%         |
| USA Light Trucks                 | 48,368         | 42,242         | -12.7%        | 763,918           | 756,659           | -1.0%         | 6.0%         |
| Canada Light Trucks              | 14,118         | 13,183         | -6.6%         | 223,228           | 211,195           | -5.4%         | 1.7%         |
| <b>HYUNDAI</b>                   | <b>40,567</b>  | <b>47,069</b>  | <b>16.0%</b>  | <b>559,500</b>    | <b>613,274</b>    | <b>9.6%</b>   | <b>4.9%</b>  |
| USA Cars                         | 26,600         | 24,814         | -6.7%         | 324,786           | 297,844           | -8.3%         | 2.4%         |
| Canada Cars                      | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| USA Light Trucks                 | 13,967         | 22,255         | 59.3%         | 234,714           | 315,430           | 34.4%         | 2.5%         |
| Canada Light Trucks              | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| <b>MERCEDES-BENZ</b>             | <b>22,857</b>  | <b>23,734</b>  | <b>3.8%</b>   | <b>290,852</b>    | <b>306,921</b>    | <b>5.5%</b>   | <b>2.4%</b>  |
| USA Cars                         | 4,196          | 2,877          | -31.4%        | 67,549            | 46,960            | -30.5%        | 0.4%         |
| Canada Cars                      | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| USA Light Trucks                 | 18,661         | 20,857         | 11.8%         | 223,303           | 259,961           | 16.4%         | 2.1%         |
| Canada Light Trucks              | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| <b>NISSAN</b>                    | <b>61,134</b>  | <b>43,519</b>  | <b>-28.8%</b> | <b>835,321</b>    | <b>763,036</b>    | <b>-8.7%</b>  | <b>6.1%</b>  |
| USA Cars                         | 26,220         | 15,429         | -41.2%        | 286,064           | 272,383           | -4.8%         | 2.2%         |
| Canada Cars                      | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| USA Light Trucks                 | 34,914         | 28,090         | -19.5%        | 549,257           | 490,653           | -10.7%        | 3.9%         |
| Canada Light Trucks              | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| <b>SUBARU</b>                    | <b>26,172</b>  | <b>25,627</b>  | <b>-2.1%</b>  | <b>359,399</b>    | <b>368,516</b>    | <b>2.5%</b>   | <b>2.9%</b>  |
| USA Cars                         | 7,962          | 6,752          | -15.2%        | 116,612           | 106,410           | -8.7%         | 0.8%         |
| Canada Cars                      | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| USA Light Trucks                 | 18,210         | 18,875         | 3.7%          | 242,787           | 262,106           | 8.0%          | 2.1%         |
| Canada Light Trucks              | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| <b>TESLA</b>                     | <b>19,807</b>  | <b>42,980</b>  | <b>117.0%</b> | <b>254,530</b>    | <b>364,236</b>    | <b>43.1%</b>  | <b>2.9%</b>  |
| USA Cars                         | 17,390         | 40,275         | 131.6%        | 218,604           | 339,549           | 55.3%         | 2.7%         |
| Canada Cars                      | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| USA Light Trucks                 | 2,417          | 2,705          | 11.9%         | 35,926            | 24,687            | -31.3%        | 0.2%         |
| Canada Light Trucks              | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| <b>TOYOTA</b>                    | <b>100,389</b> | <b>94,565</b>  | <b>-5.8%</b>  | <b>1,738,969</b>  | <b>1,662,963</b>  | <b>-4.4%</b>  | <b>13.2%</b> |
| USA Cars                         | 34,286         | 40,106         | 17.0%         | 566,332           | 601,823           | 6.3%          | 4.8%         |
| Canada Cars                      | 11,078         | 0              | -100.0%       | 188,910           | 20,178            | -89.3%        | 0.2%         |
| USA Light Trucks                 | 40,007         | 21,405         | -46.5%        | 675,283           | 593,138           | -12.2%        | 4.7%         |
| Canada Light Trucks              | 15,018         | 33,054         | 120.1%        | 308,444           | 447,824           | 45.2%         | 3.6%         |
| <b>VOLKSWAGEN</b>                | <b>13,906</b>  | <b>8,841</b>   | <b>-36.4%</b> | <b>127,020</b>    | <b>124,366</b>    | <b>-2.1%</b>  | <b>1.0%</b>  |
| USA Cars                         | 6,182          | 3,266          | -47.2%        | 46,939            | 45,947            | -2.1%         | 0.4%         |
| Canada Cars                      | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| USA Light Trucks                 | 7,724          | 5,575          | -27.8%        | 80,081            | 78,419            | -2.1%         | 0.6%         |
| Canada Light Trucks              | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| <b>VOLVO</b>                     | <b>0</b>       | <b>3,407</b>   | <b>-</b>      | <b>0</b>          | <b>39,499</b>     | <b>-</b>      | <b>0.3%</b>  |
| USA Cars                         | 0              | 3,407          | -             | 0                 | 39,499            | -             | 0.3%         |
| Canada Cars                      | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| USA Light Trucks                 | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| Canada Light Trucks              | 0              | 0              | -             | 0                 | 0                 | -             | 0.0%         |
| <b>TOTAL USA CARS</b>            | <b>198,095</b> | <b>193,075</b> | <b>-2.5%</b>  | <b>2,844,969</b>  | <b>2,578,287</b>  | <b>-9.4%</b>  | <b>24.1%</b> |
| <b>TOTAL CANADA CARS</b>         | <b>45,517</b>  | <b>28,090</b>  | <b>-38.3%</b> | <b>683,411</b>    | <b>485,897</b>    | <b>-28.9%</b> | <b>26.1%</b> |
| <b>TOTAL USA LIGHT TRUCKS</b>    | <b>582,823</b> | <b>591,991</b> | <b>1.6%</b>   | <b>8,257,793</b>  | <b>8,127,224</b>  | <b>-1.6%</b>  | <b>75.9%</b> |
| <b>TOTAL CANADA LIGHT TRUCKS</b> | <b>85,289</b>  | <b>101,685</b> | <b>19.2%</b>  | <b>1,293,676</b>  | <b>1,375,177</b>  | <b>6.3%</b>   | <b>73.9%</b> |
| <b>TOTAL PRODUCTION USA</b>      | <b>780,918</b> | <b>785,066</b> | <b>0.5%</b>   | <b>11,102,762</b> | <b>10,705,511</b> | <b>-3.6%</b>  | <b>85.2%</b> |
| <b>TOTAL PRODUCTION CANADA</b>   | <b>130,806</b> | <b>129,775</b> | <b>-0.8%</b>  | <b>1,977,087</b>  | <b>1,861,074</b>  | <b>-5.9%</b>  | <b>14.8%</b> |
| <b>TOTAL USA AND CANADA</b>      | <b>911,724</b> | <b>914,841</b> | <b>0.3%</b>   | <b>13,079,849</b> | <b>12,566,585</b> | <b>-3.9%</b>  | <b>100%</b>  |

Source: Automotive News Data Center

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# INDUSTRIA NACIONAL DE AUTOPARTES: INA

## FORECAST OF LIGHT VEHICLES PRODUCTION IN NAFTA, 2020 - 2023

(Vehicles)

|         | OEM                                                                                                              | 2020       | 2021       | 2022       | 2023       |
|---------|------------------------------------------------------------------------------------------------------------------|------------|------------|------------|------------|
| JAPAN   |                                 | 1,383,779  | 1,426,474  | 1,362,784  | 1,359,242  |
|         |                                 | 1,705,741  | 1,680,802  | 1,769,171  | 1,830,809  |
|         |                                 | 1,970,386  | 1,930,950  | 2,091,665  | 2,105,518  |
|         |                                 | 155,455    | 152,256    | 155,336    | 151,072    |
|         |                                 | 72,753     | 86,950     | 90,860     | 87,723     |
| GERMANY |                                 | 601,335    | 523,177    | 504,435    | 505,012    |
|         | <br>Mercedes-Benz               | 423,315    | 356,655    | 317,672    | 323,984    |
|         |                                | 471,709    | 494,682    | 483,308    | 475,871    |
|         |                               | 154,734    | 182,574    | 167,083    | 156,150    |
| KOREA   |                               | 894,479    | 943,550    | 941,425    | 977,066    |
| U.S.    |                               | 2,953,429  | 2,755,646  | 2,643,483  | 2,651,224  |
|         |                               | 385,427    | 441,255    | 478,209    | 391,318    |
|         | <br>FIAT CHRYSLER AUTOMOBILES | 2,295,614  | 2,342,845  | 2,313,349  | 2,348,521  |
|         |                               | 2,582,335  | 2,670,575  | 2,680,095  | 2,759,804  |
|         | OTHERS                                                                                                           | 459,175    | 466,319    | 500,610    | 588,573    |
|         | Total                                                                                                            | 16,509,666 | 16,454,710 | 16,499,485 | 16,711,887 |

Source: IHS Markit  
(January)