



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

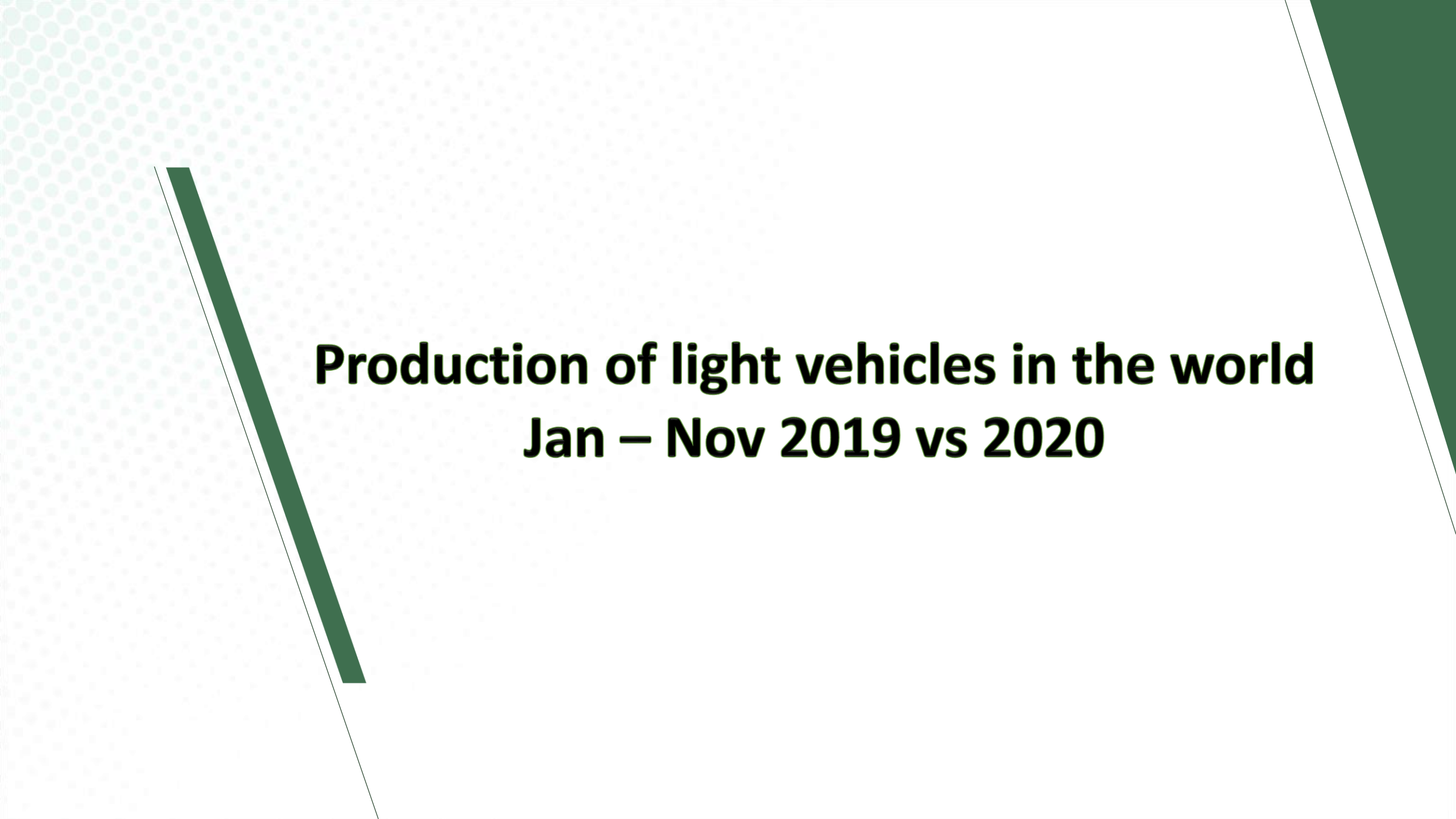
Statistical Outlook

Detailed version

Vehicles

Jan - Dec 2020

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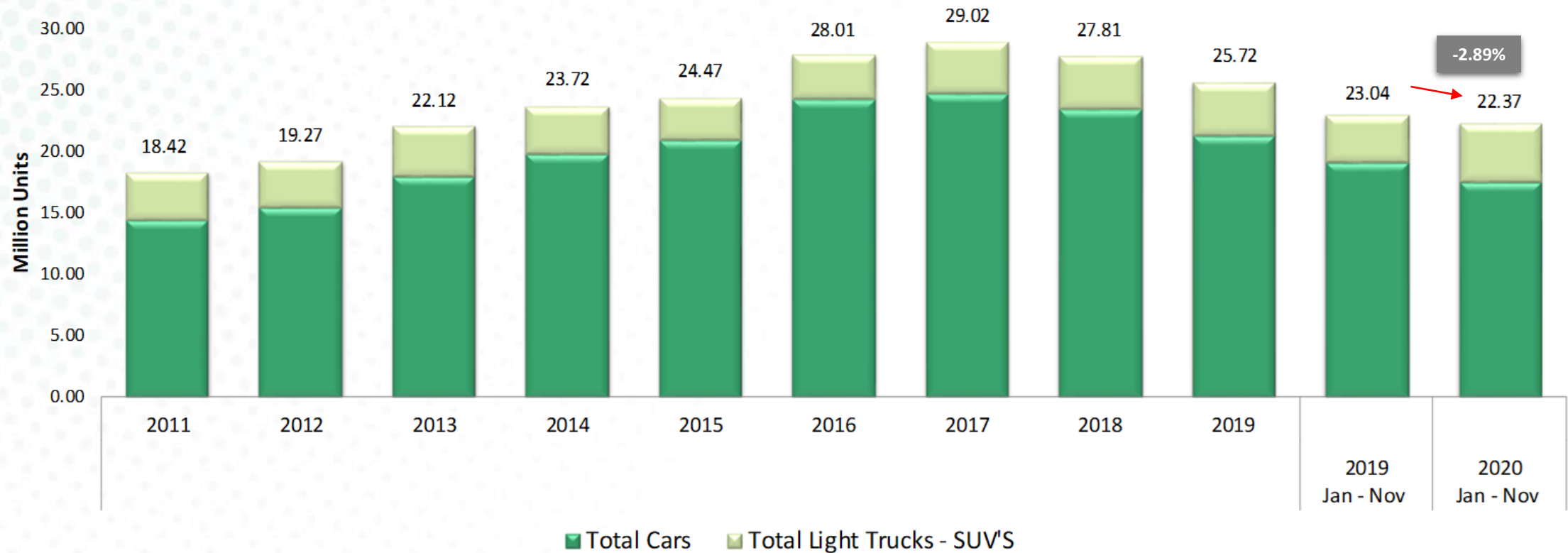
Production of light vehicles in the world

Jan – Nov 2019 vs 2020



1st Place

Production of light vehicles in China Jan – Nov 2019 vs 2020



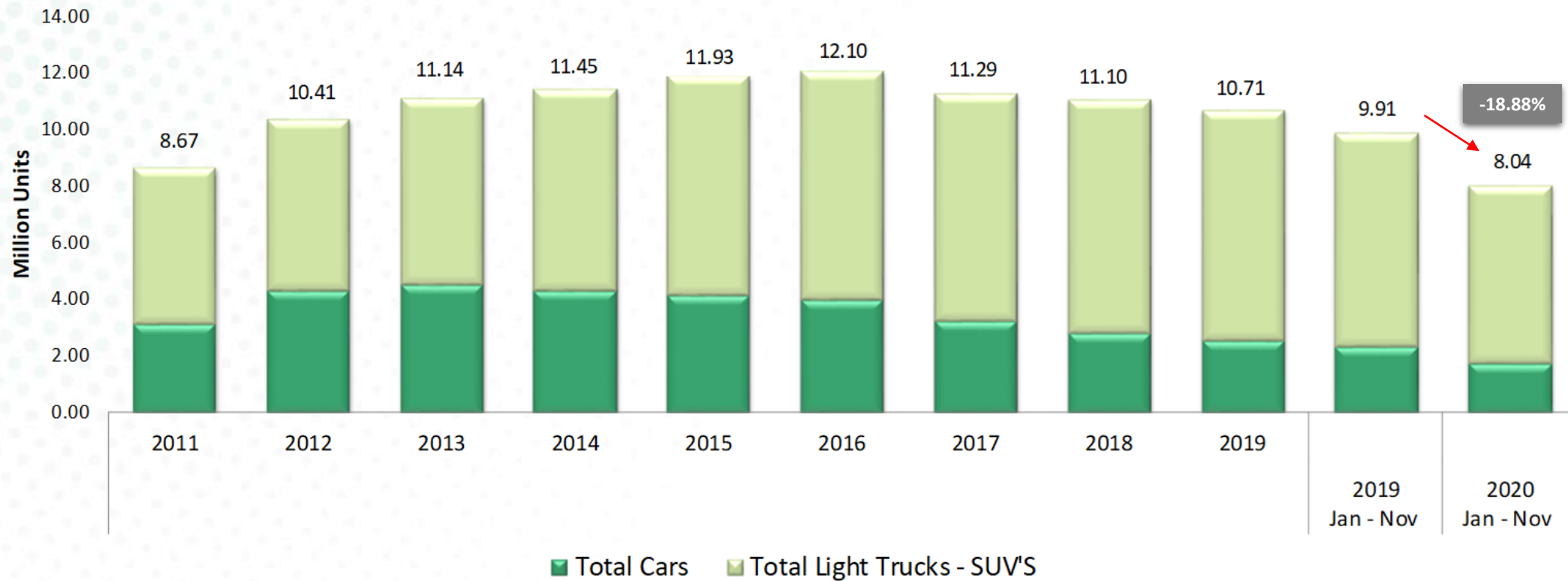
(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	14.49	15.52	18.09	19.92	21.04	24.31	24.81	23.53	21.36	19.18	17.65	-7.95%
Total Light Trucks - SUV'S	3.93	3.75	4.03	3.80	3.42	3.69	4.21	4.28	4.36	3.86	4.72	22.21%
Total Production	18.42	19.27	22.12	23.72	24.47	28.01	29.02	27.81	25.72	23.04	22.37	-2.89%

Source: CAAM



2nd Place

Production of light vehicles in USA Jan – Nov 2019 vs 2020



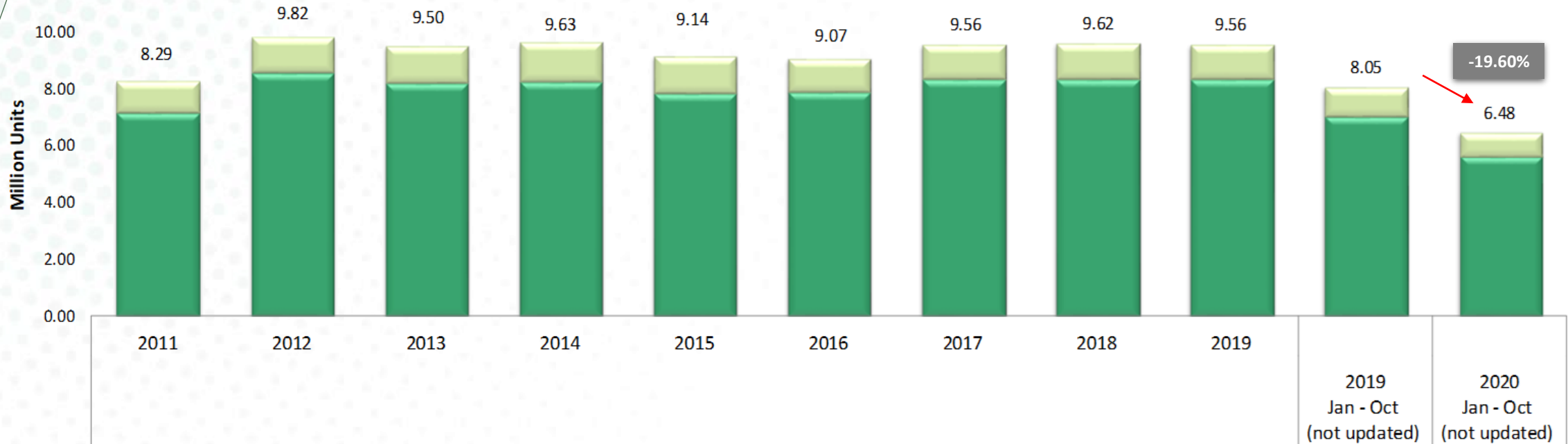
(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	3.14	4.33	4.52	4.30	4.17	4.01	3.29	2.84	2.58	2.35	1.79	-23.82%
Total Light Trucks - SUV'S	5.53	6.09	6.62	7.14	7.76	8.09	8.00	8.26	8.13	7.56	6.25	-17.34%
Total Production	8.67	10.41	11.14	11.45	11.93	12.10	11.29	11.10	10.71	9.91	8.04	-18.88%

Source: Automotive News Data Center



3rd Place

Production of light vehicles in Japan Jan - Oct 2019 vs 2020 *(not updated)*



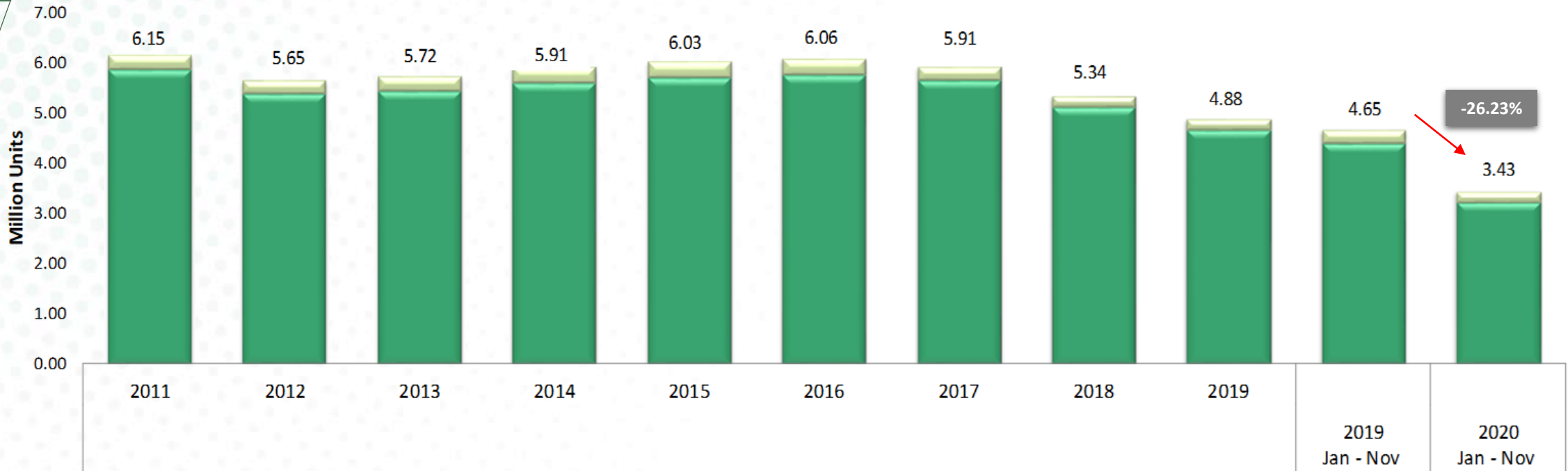
(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Oct (not updated)	2020 Jan - Oct (not updated)	Var %
Total Cars	7.16	8.55	8.19	8.28	7.83	7.87	8.35	8.36	8.33	7.02	5.63	-19.74%
Total Light Trucks - SUV'S	1.14	1.27	1.31	1.36	1.31	1.20	1.21	1.26	1.23	1.04	0.84	-18.67%
Total Production	8.29	9.82	9.50	9.63	9.14	9.07	9.56	9.62	9.56	8.05	6.48	-19.60%

Source: JAMA



4th Place

Production of light vehicles in Germany Jan – Nov 2019 vs 2020



■ Total Cars ■ Total Light Trucks - SUV'S

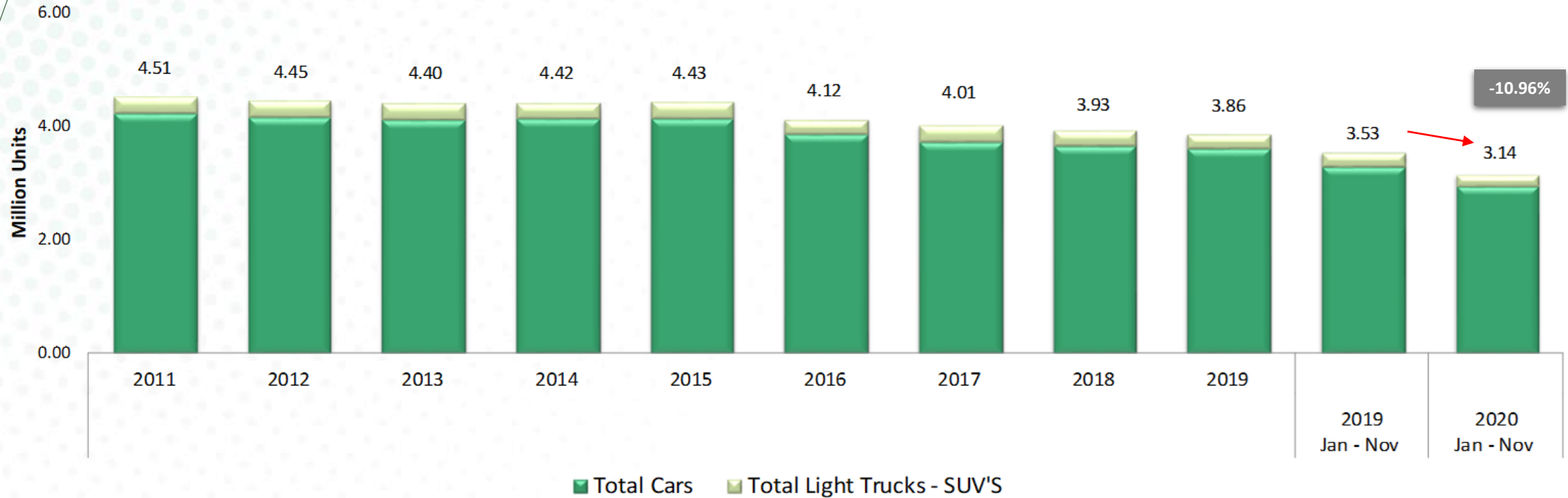
(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	5.87	5.39	5.44	5.60	5.71	5.75	5.64	5.12	4.66	4.39	3.23	-26.46%
Total Light Trucks - SUV'S	0.28	0.26	0.28	0.30	0.33	0.32	0.27	0.22	0.22	0.27	0.21	-22.36%
Total Production	6.15	5.65	5.72	5.91	6.03	6.06	5.91	5.34	4.88	4.65	3.43	-26.23%

Source: VDA



5th Place

Production of light vehicles in South Korea, Jan – Nov 2019 vs 2020

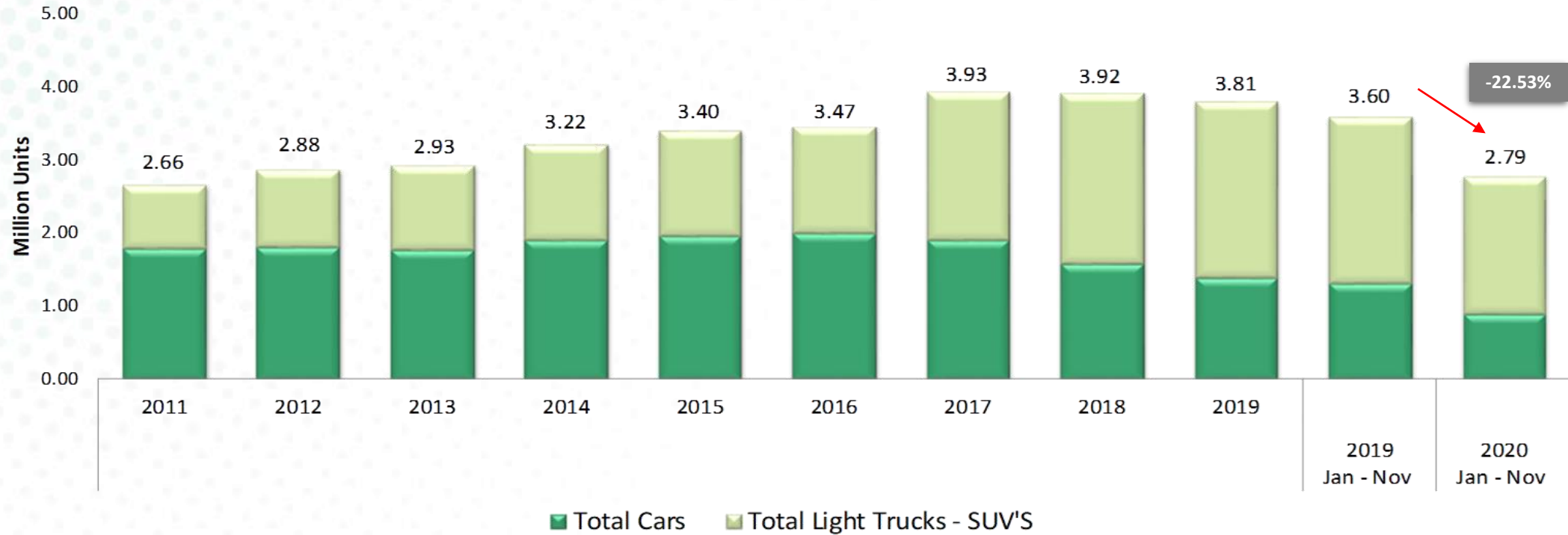


(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	4.22	4.17	4.12	4.12	4.14	3.86	3.74	3.66	3.61	3.30	2.94	-10.93%
Total Light Trucks - SUV'S	0.29	0.28	0.28	0.29	0.29	0.26	0.28	0.26	0.25	0.23	0.20	-11.48%
Total Production	4.51	4.45	4.40	4.42	4.43	4.12	4.01	3.93	3.86	3.53	3.14	-10.96%



6th Place

Production of light vehicles in Mexico Jan – Nov 2019 vs 2020

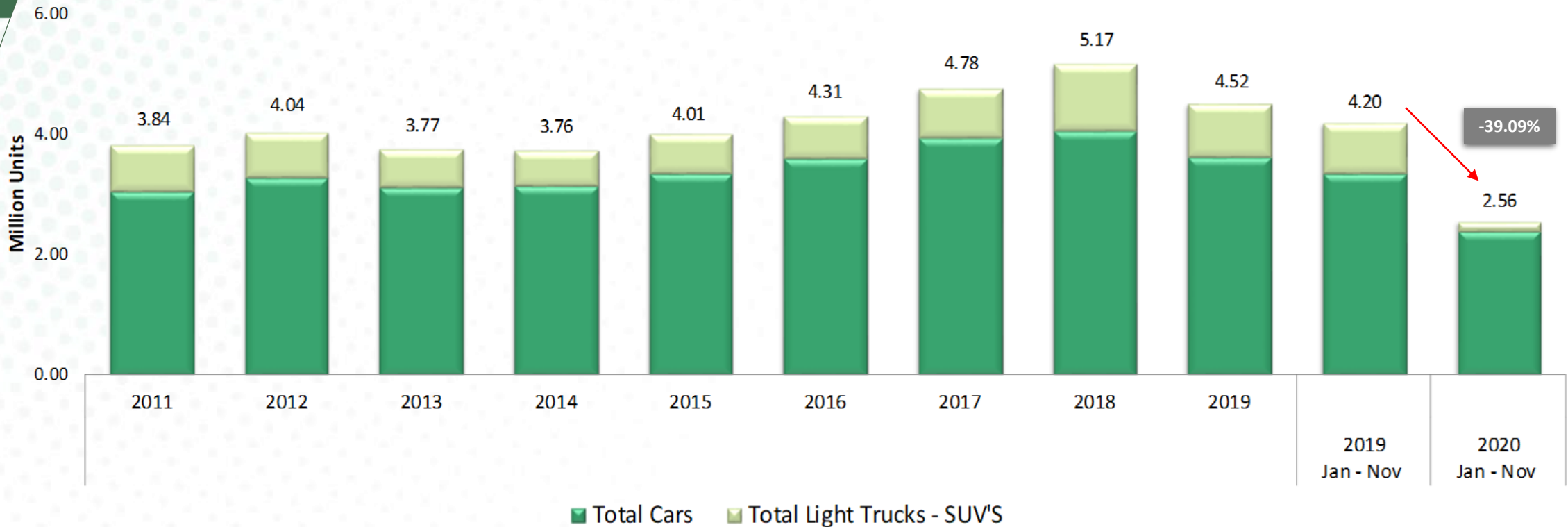


(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	1.79	1.81	1.77	1.91	1.97	2.00	1.91	1.58	1.40	1.31	0.90	-31.18%
Total Light Trucks - SUV'S	0.87	1.07	1.16	1.31	1.43	1.47	2.03	2.33	2.41	2.28	1.88	-17.55%
Total Production	2.66	2.88	2.93	3.22	3.40	3.47	3.93	3.92	3.81	3.60	2.79	-22.53%



7th Place

Production of light vehicles in India Jan – Nov 2019 vs 2020



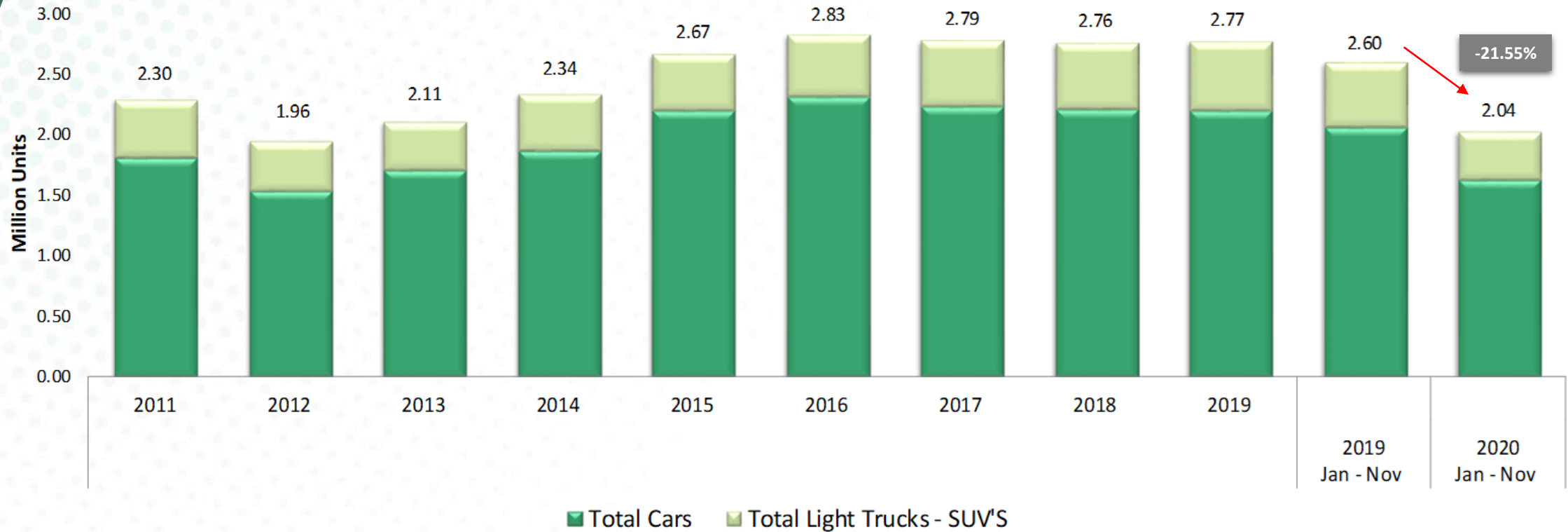
(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	3.05	3.28	3.12	3.16	3.37	3.62	3.95	4.06	3.62	3.36	2.40	-28.61%
Total Light Trucks - SUV'S	0.78	0.75	0.65	0.59	0.65	0.70	0.83	1.11	0.89	0.83	0.15	-81.53%
Total Production	3.84	4.04	3.77	3.76	4.01	4.31	4.78	5.17	4.52	4.20	2.56	-39.09%

Source: MARKLINES



8th Place

Production of light vehicles in Spain Jan – Nov 2019 vs 2020

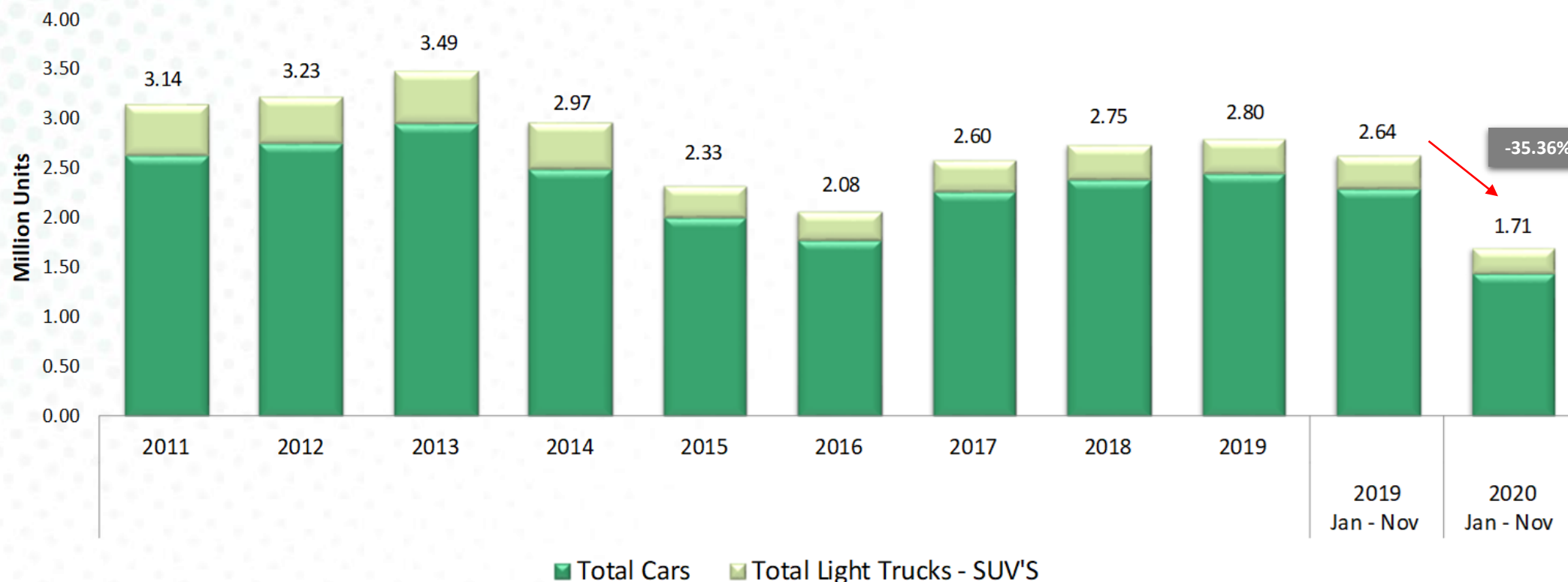


(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	1.82	1.54	1.72	1.87	2.20	2.31	2.24	2.22	2.21	2.07	1.64	-21.00%
Total Light Trucks - SUV'S	0.48	0.42	0.39	0.47	0.47	0.51	0.54	0.55	0.56	0.53	0.40	-23.71%
Total Production	2.30	1.96	2.11	2.34	2.67	2.83	2.79	2.76	2.77	2.60	2.04	-21.55%



9th Place

Production of light vehicles in Brazil Jan – Nov 2019 vs 2020

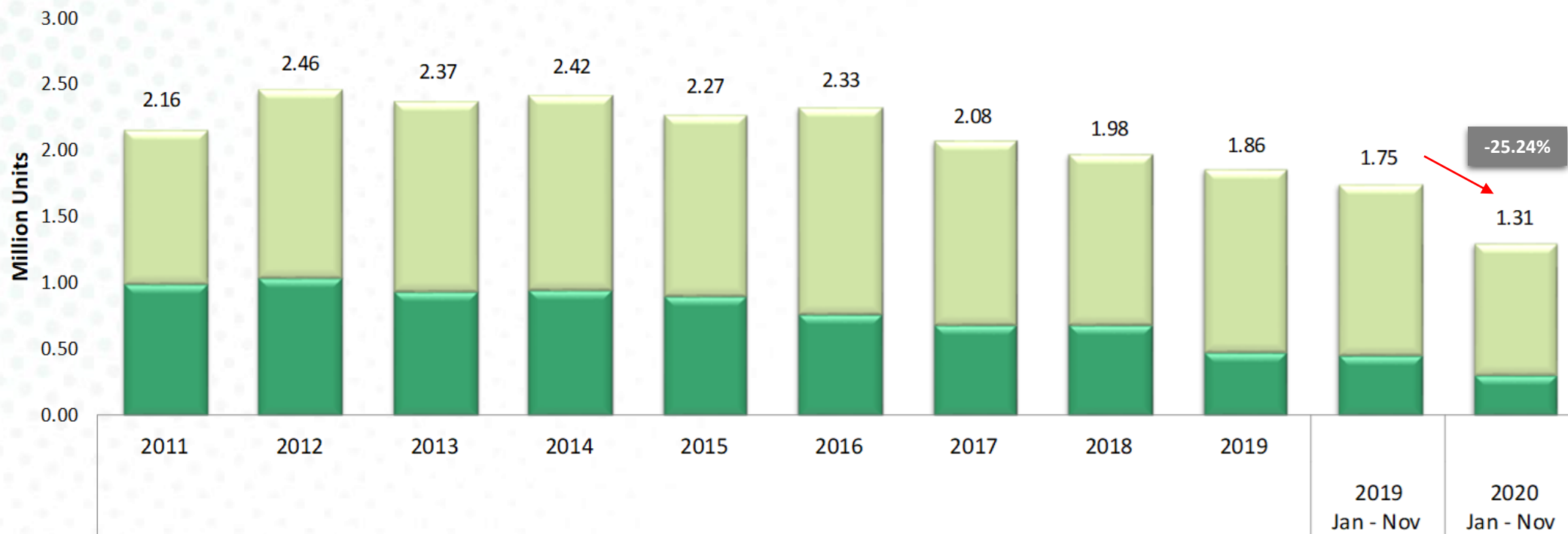


(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	2.63	2.76	2.95	2.50	2.02	1.78	2.27	2.39	2.45	2.31	1.45	-37.28%
Total Light Trucks - SUV'S	0.51	0.47	0.53	0.47	0.32	0.30	0.33	0.36	0.35	0.33	0.26	-22.07%
Total Production	3.14	3.23	3.49	2.97	2.33	2.08	2.60	2.75	2.80	2.64	1.71	-35.36%



10th Place

Production of light vehicles in Canada Jan – Nov 2019 vs 2020



■ Total Cars ■ Total Light Trucks - SUV'S

(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	0.99	1.04	0.94	0.95	0.91	0.77	0.68	0.68	0.49	0.46	0.31	-32.52%
Total Light Trucks - SUV'S	1.16	1.42	1.43	1.47	1.36	1.56	1.40	1.29	1.38	1.29	1.00	-22.66%
Total Production	2.16	2.46	2.37	2.42	2.27	2.33	2.08	1.98	1.86	1.75	1.31	-25.24%

Source: Automotive News Data Center

Production of light vehicles in North America, 2019 vs 2020 (1)

BRAND/SEGMENT		NOVEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
		2019	2020		2019	2020		
	USA Cars	22,272	18,828	-15.5%	237,115	210,199	-11.4%	1.7%
	Canada Cars	2,580	0	-100.0%	44,875	0	-100.0%	0.0%
	Mexico Cars	0	2,974	-	6,066	34,390	466.9%	0.3%
	USA Light Trucks	122,166	123,687	1.2%	1,274,033	1,256,262	-1.4%	10.4%
	Canada Light Trucks	13,171	16,658	26.5%	163,798	144,163	-12.0%	1.2%
	Mexico Light Trucks	81,932	69,038	-15.7%	803,822	645,346	-19.7%	5.3%
	GENERAL MOTORS	242,121	231,185	-4.5%	2,529,709	2,290,360	-9.5%	19%
	USA Cars	7,239	6,050	-16.4%	111,149	69,658	-37.3%	0.6%
	Canada Cars	22	22	0.0%	247	191	-22.7%	0.0%
	Mexico Cars	8,145	0	-100.0%	233,294	112,330	-51.9%	0.9%
	USA Light Trucks	160,595	132,456	-17.5%	1,965,560	1,533,792	-22.0%	12.6%
	Canada Light Trucks	17,018	20,028	17.7%	231,714	131,479	-43.3%	1.1%
	Mexico Light Trucks	0	10,738	-	0	13,160	-	0.1%
	FORD MOTOR CO.	193,019	169,294	-12.3%	2,541,964	1,860,610	-26.8%	15%
 FIAT CHRYSLER AUTOMOBILES	USA Cars	0	0	-	0	0	-	0.0%
	Canada Cars	15,619	14,122	-9.6%	207,317	151,221	-27.1%	1.2%
	Mexico Cars	120	0	-100.0%	2,345	0	-100.0%	0.0%
	USA Light Trucks	116,973	102,277	-12.6%	1,292,136	1,081,758	-16.3%	8.9%
	Canada Light Trucks	26,862	17,783	-33.8%	284,714	170,007	-40.3%	1.4%
	Mexico Light Trucks	41,008	48,784	19.0%	536,378	402,506	-25.0%	3.3%
	FCA	200,582	182,966	-8.8%	2,322,890	1,805,492	-22.3%	14.9%
	USA Cars	51,942	45,418	-12.6%	561,717	452,783	-19.4%	3.7%
	Canada Cars	0	0	-	20,178	0	-100.0%	0.0%
	Mexico Cars	1,872	196	-89.5%	23,108	6,567	-71.6%	0.1%
	USA Light Trucks	46,889	50,851	8.4%	571,733	460,407	-19.5%	3.8%
	Canada Light Trucks	43,300	42,988	-0.7%	414,770	386,892	-6.7%	3.2%
	Mexico Light Trucks	14,142	17,865	26.3%	157,165	146,276	-6.9%	1.2%
	TOYOTA	158,145	157,318	-0.5%	1,748,671	1,452,925	-16.9%	12.0%

Production of light vehicles in North America, 2019 vs 2020 (2)

BRAND/SEGMENT		NOVEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
		2019	2020		2019	2020		
 HONDA The Power of Dreams	USA Cars	28,624	30,965	8.2%	423,459	337,456	-20.3%	2.8%
	Canada Cars	17,841	17,825	-0.1%	185,190	157,531	-14.9%	1.3%
	Mexico Cars	1,982	1,470	-25.8%	44,221	34,714	-21.5%	0.3%
	USA Light Trucks	55,666	58,173	4.5%	714,417	553,036	-22.6%	4.6%
	Canada Light Trucks	18,890	19,940	5.6%	198,012	167,472	-15.4%	1.4%
	Mexico Light Trucks	12,318	11,450	-7.0%	150,813	82,992	-45.0%	0.7%
	HONDA	135,321	139,823	3.3%	1,716,112	1,333,201	-22.3%	11.0%
 NISSAN	USA Cars	21,209	15,124	-28.7%	256,954	136,309	-47.0%	1.1%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	32,824	36,159	10.2%	400,012	294,580	-26.4%	2.4%
	USA Light Trucks	36,047	31,080	-13.8%	462,563	260,028	-43.8%	2.1%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	22,458	20,915	-6.9%	242,144	179,783	-25.8%	1.5%
	NISSAN	112,538	103,278	-8.2%	1,361,673	870,700	-36.1%	7.2%
 KIA	USA Cars	23,032	20,737	-10.0%	273,030	213,524	-21.8%	1.8%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	24,100	21,000	-12.9%	268,900	188,154	-30.0%	1.6%
	USA Light Trucks	27,168	28,215	3.9%	293,175	229,059	-21.9%	1.9%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	0	0	-	0	0	-	0.0%
	KIA	74,300	69,952	-5.9%	835,105	630,737	-24.5%	5.2%
 VOLKSWAGEN	USA Cars	393	648	64.9%	8,317	6,721	-19.2%	0.1%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	7,359	15,325	108.2%	205,148	141,084	-31.2%	1.2%
	USA Light Trucks	7,358	7,470	1.5%	92,644	76,561	-17.4%	0.6%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	21,028	9,800	-53.4%	208,854	133,500	-36.1%	1.1%
	VOLKSWAGEN	36,138	33,243	-8.0%	514,963	357,866	-30.5%	3.0%

Production of light vehicles in North America, 2019 vs 2020 (3)

BRAND/SEGMENT		NOVEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
		2019	2020		2019	2020		
	USA Cars	0	0	-	0	0	-	0.0%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	4,776	6,823	42.9%	22,124	50,818	129.7%	0.4%
	USA Light Trucks	35,788	33,815	-5.5%	384,455	331,580	-13.8%	2.7%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	0	0	-	0	0	-	0.0%
	BMW MFG. CORP.	40,564	40,638	0.2%	406,579	382,398	-5.9%	3.2%
	USA Cars	23,648	25,542	8.0%	299,274	257,013	-14.1%	2.1%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	0	0	-	0	0	-	0.0%
	USA Light Trucks	1,449	6,714	363.4%	21,982	54,893	149.7%	0.5%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	0	0	-	0	0	-	0.0%
	TESLA	25,097	32,256	28.5%	321,256	311,906	-2.9%	2.6%
	USA Cars	3,511	0	-100.0%	44,083	13,758	-68.8%	0.1%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	3,823	0	-1	37,211	0	-1	0.0%
	USA Light Trucks	25,375	19,605	-22.7%	239,104	193,471	-19.1%	1.6%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	3,496	10,434	198.5%	16,221	77,627	378.6%	0.6%
	MERCEDES-BENZ	36,205	30,039	-17.0%	336,619	284,856	-15.4%	2.3%
 SUBARU	USA Cars	10,037	5,788	-42.3%	99,658	68,973	-30.8%	0.6%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	0	0	-	0	0	-	0.0%
	USA Light Trucks	24,107	16,873	-30.0%	243,231	214,415	-11.8%	1.8%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	0	0	-	0	0	-	0.0%
	SUBARU	34,144	22,661	-33.6%	342,889	283,388	-17.4%	2.3%

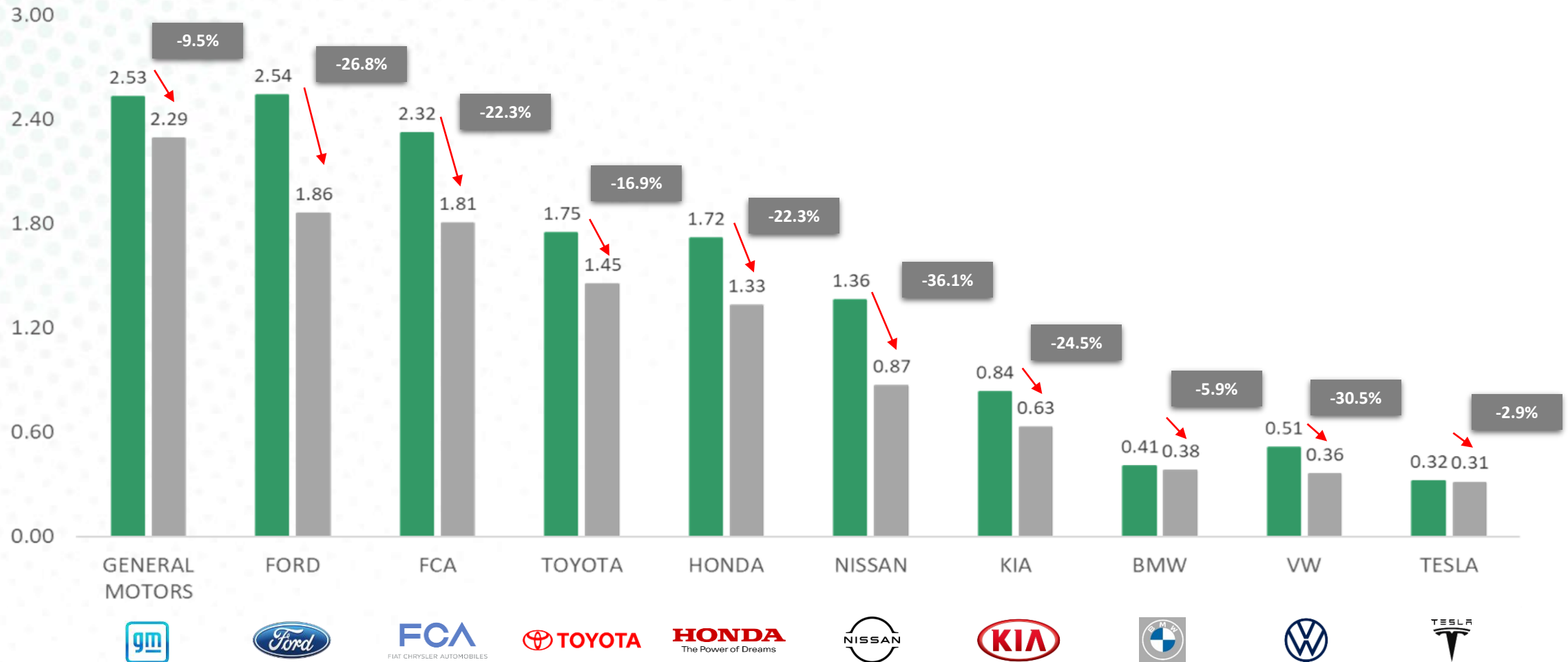
Production of light vehicles in North America, 2019 vs 2020 (4)

BRAND/SEGMENT		NOVEMBER		VAR. %	ACCUMULATED		VAR. %	Market share
		2019	2020		2019	2020		
	USA Cars	0	0	-	0	0	-	0.0%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico 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%
	Mexico Light Trucks	12,015	12,948	7.8%	153,173	110,668	-27.7%	0.9%
AUDI		12,015	12,948	7.8%	153,173	110,668	-27.7%	0.9%
	USA Cars	0	0	-	0	0	-	0.0%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	6,844	3,399	-50.3%	71,936	41,738	-42.0%	0.3%
	USA Light Trucks	0	0	-	0	0	-	0.0%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	7,191	12,526	74.2%	9,115	86,288	846.7%	0.7%
MAZDA		14,035	15,925	13.5%	81,051	128,026	58.0%	1.1%
	USA Cars	3,811	3,698	-3.0%	36,092	24,454	-32.2%	0.2%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico 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%
	Mexico Light Trucks	0	0	-	0	0	-	0.0%
VOLVO		3,811	3,698	-3.0%	36,092	24,454	-32.2%	0.2%
	USA Cars	0	0	-	0	0	-	0.0%
	Canada Cars	0	0	-	0	0	-	0.0%
	Mexico Cars	8	86	975.0%	185	248	34.1%	0.0%
	USA Light Trucks	0	0	-	0	0	-	0.0%
	Canada Light Trucks	0	0	-	0	0	-	0.0%
	Mexico Light Trucks	315	254	-19.4%	4,110	3,158	-23.2%	0.0%
JAC		323	340	5.3%	4,295	3,406	-20.7%	0.0%

Production of light vehicles in North America, 2019 vs 2020 (5)

 Original Equipment Manufacturer	TOTAL USA CARS	195,718	172,798	-11.7%	2,350,848	1,790,848	-23.8%	14.8%
	TOTAL CANADA CARS	36,062	31,969	-11.3%	457,807	308,943	-32.5%	2.5%
	TOTAL MEXICO CARS	91,853	87,432	-4.8%	1,314,550	904,623	-31.2%	7.5%
	TOTAL USA LIGHT TRUCKS	659,581	611,216	-7.3%	7,555,033	6,245,262	-17.3%	51.5%
	TOTAL CANADA LIGHT TRUCKS	119,241	117,397	-1.5%	1,293,008	1,000,013	-22.7%	8.2%
	TOTAL MEXICO LIGHT TRUCKS	215,903	224,752	4%	2,281,795	1,881,304	-17.6%	15.5%
	TOTAL PRODUCTION USA	855,299	784,014	-8.3%	9,905,881	8,036,110	-18.9%	66.2%
	TOTAL PRODUCTION CANADA	155,303	149,366	-3.8%	1,750,815	1,308,956	-25.2%	10.8%
	TOTAL PRODUCTION MEXICO	307,756	312,184	1.4%	3,596,345	2,785,927	-22.5%	23.0%
	TOTAL NORTH AMERICA	1,318,358	1,245,564	-5.5%	15,253,041	12,130,993	-20.5%	100%

Principal OEM in North America, 2019 vs 2020

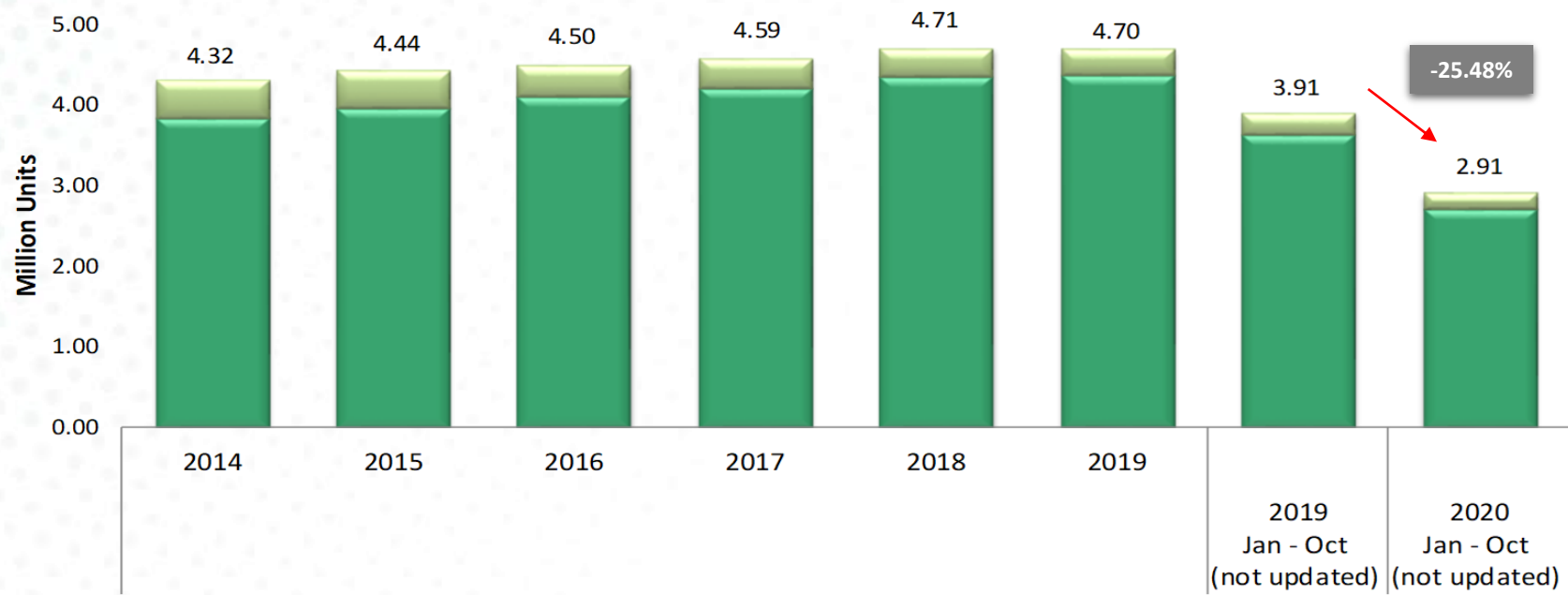


Source: Automotive News Data Center

**Production of light vehicles for exports
in the world
Jan – Nov 2019 vs 2020**



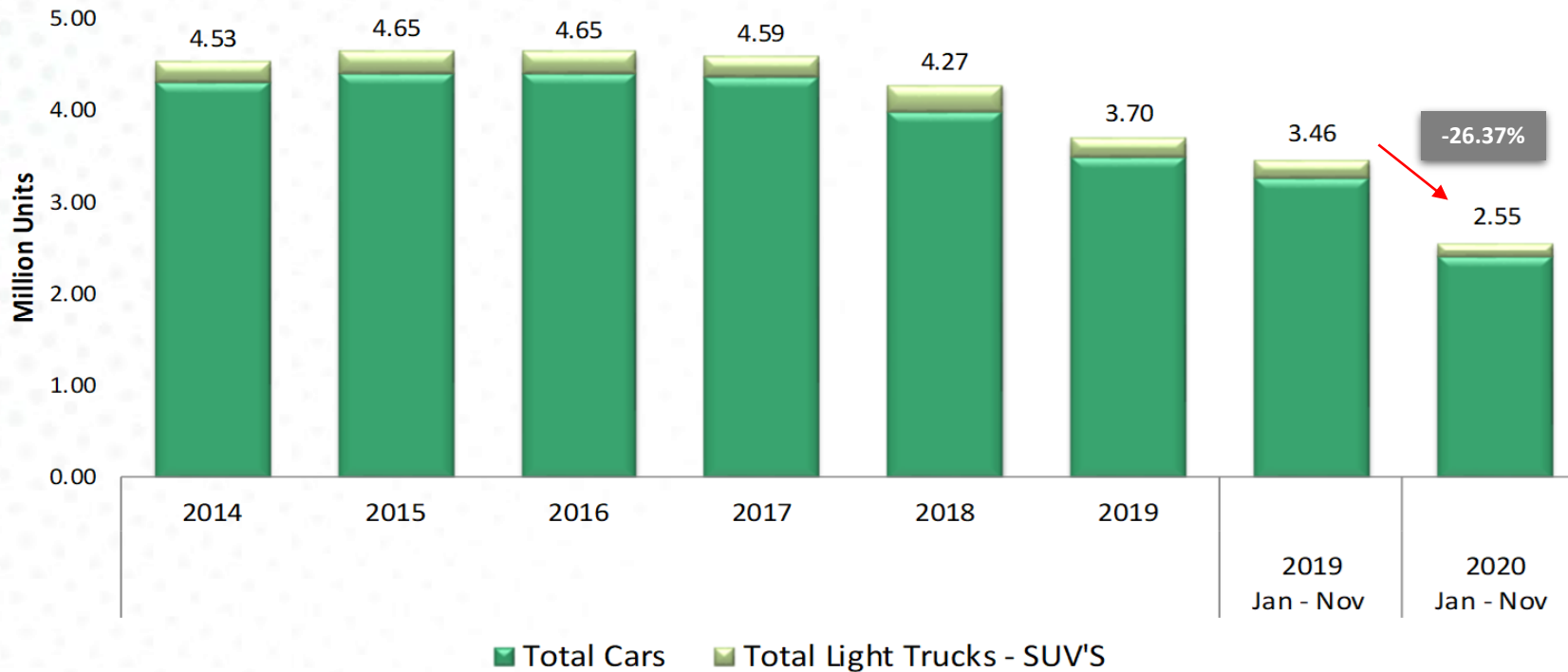
1st Place Production of light vehicles for exports in Japan Jan – Oct 2019 vs 2020 *(not updated)*



(Million Units)	2014	2015	2016	2017	2018	2019	2019 Jan - Oct (not updated)	2020 Jan - Oct (not updated)	Var %
Total Cars	3.84	3.97	4.12	4.22	4.36	4.37	3.64	2.71	-25.47%
Total Light Trucks - SUV'S	0.49	0.47	0.38	0.37	0.35	0.32	0.27	0.20	-25.74%
Total Export	4.32	4.44	4.50	4.59	4.71	4.70	3.91	2.91	-25.48%



2nd Place Production of light vehicles for exports in Germany Jan - Nov 2019 vs 2020

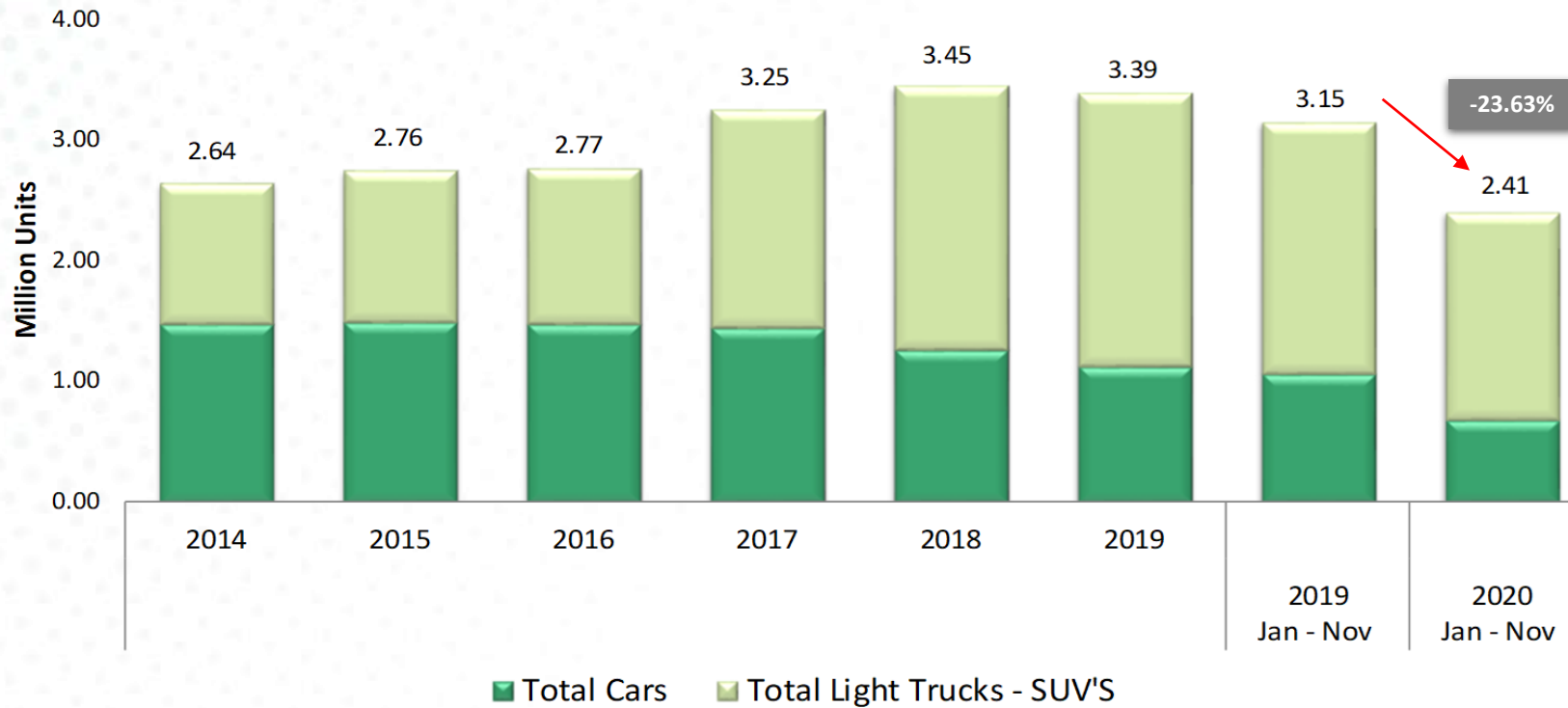


(Million Units)	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	4.30	4.41	4.41	4.37	3.99	3.49	3.27	2.40	-26.46%
Total Light Trucks - SUV'S	0.23	0.24	0.24	0.22	0.28	0.21	0.20	0.15	-24.94%
Total Export	4.53	4.65	4.65	4.59	4.27	3.70	3.46	2.55	-26.37%



3rd Place

Production of light vehicles for exports in Mexico Jan – Nov 2019 vs 2020



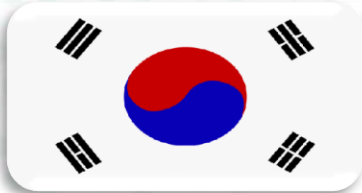
(Million Units)	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	1.49	1.49	1.48	1.44	1.27	1.14	1.07	0.69	-35.74%
Total Light Trucks - SUV'S	1.16	1.27	1.29	1.81	2.18	2.25	2.09	1.72	-17.44%
Total Export	2.64	2.76	2.77	3.25	3.45	3.39	3.15	2.41	-23.63%



Ranking of the main vehicle exports destinations in Mexico Jan – Nov 2019 vs 2020

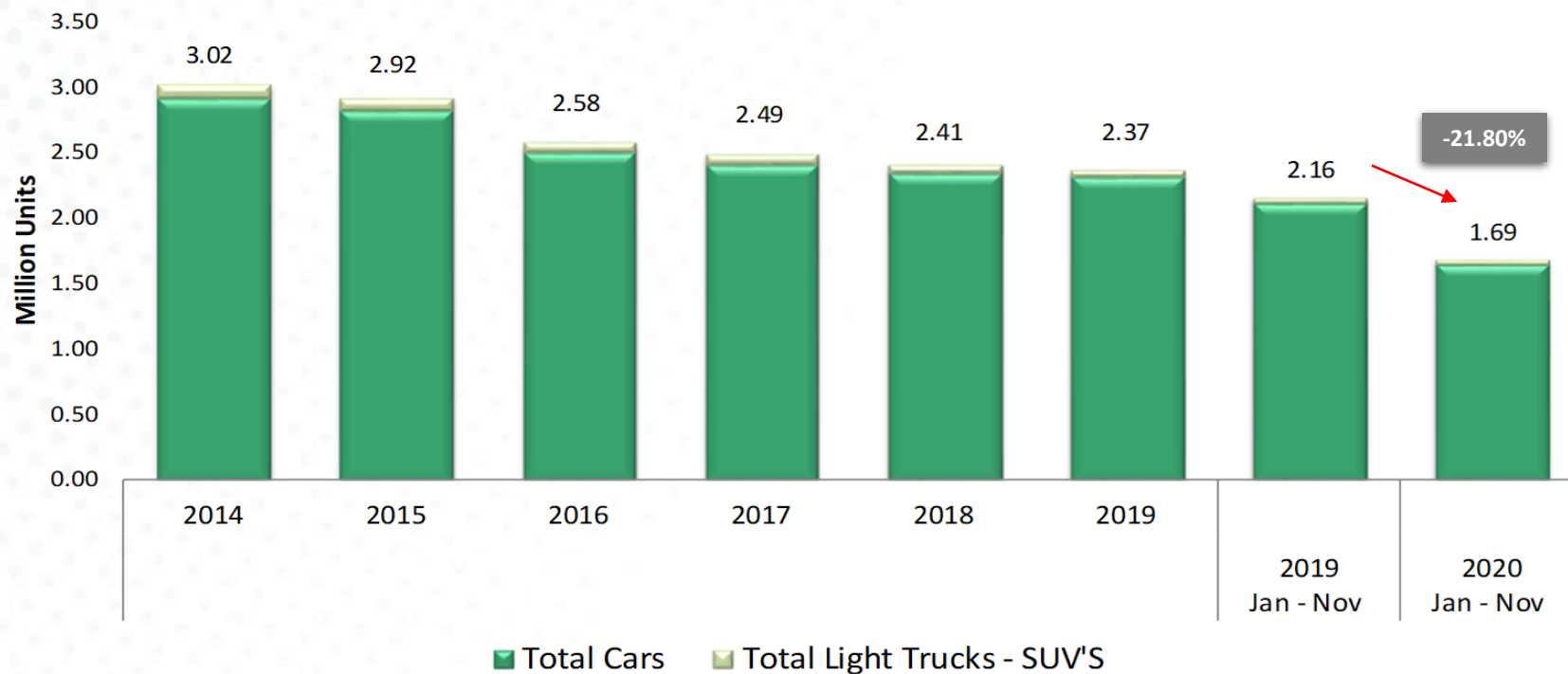
Ranking 2019	Ranking 2020	Country	Jan - Nov 2019	Jan - Nov 2020	Share 2020	Variation	
						%	Dif.
1	1 USA		2,484,425	1,928,743	80.1%	-22.4%	-555,682
2	2 Canada		206,049	146,603	6.1%	-28.9%	-59,446
3	3 Germany		139,788	140,410	5.8%	0.4%	622
5	4 Colombia		41,292	28,833	1.2%	-30.2%	-12,459
4	5 Brazil		49,555	17,246	0.7%	-65.2%	-32,309
7	6 P. Rico		25,105	13,275	0.6%	-47.1%	-11,830
6	7 Chile		22,260	11,981	0.5%	-46.2%	-10,279
-	8 Italy		0	10,960	0.5%	n.c	10,960
14	9 UAE		5,398	8,681	0.4%	60.8%	3,283
13	10 Japan		7,098	7,770	0.3%	9.5%	672
		Others	170,487	92,223	3.8%	-45.9%	-78,264
		Total	3,151,457	2,406,725	100.0 %	-26.3%	-744,732

Source: INEGI



4th Place

Production of light vehicles for exports in South Korea Jan – Nov 2019 vs 2020



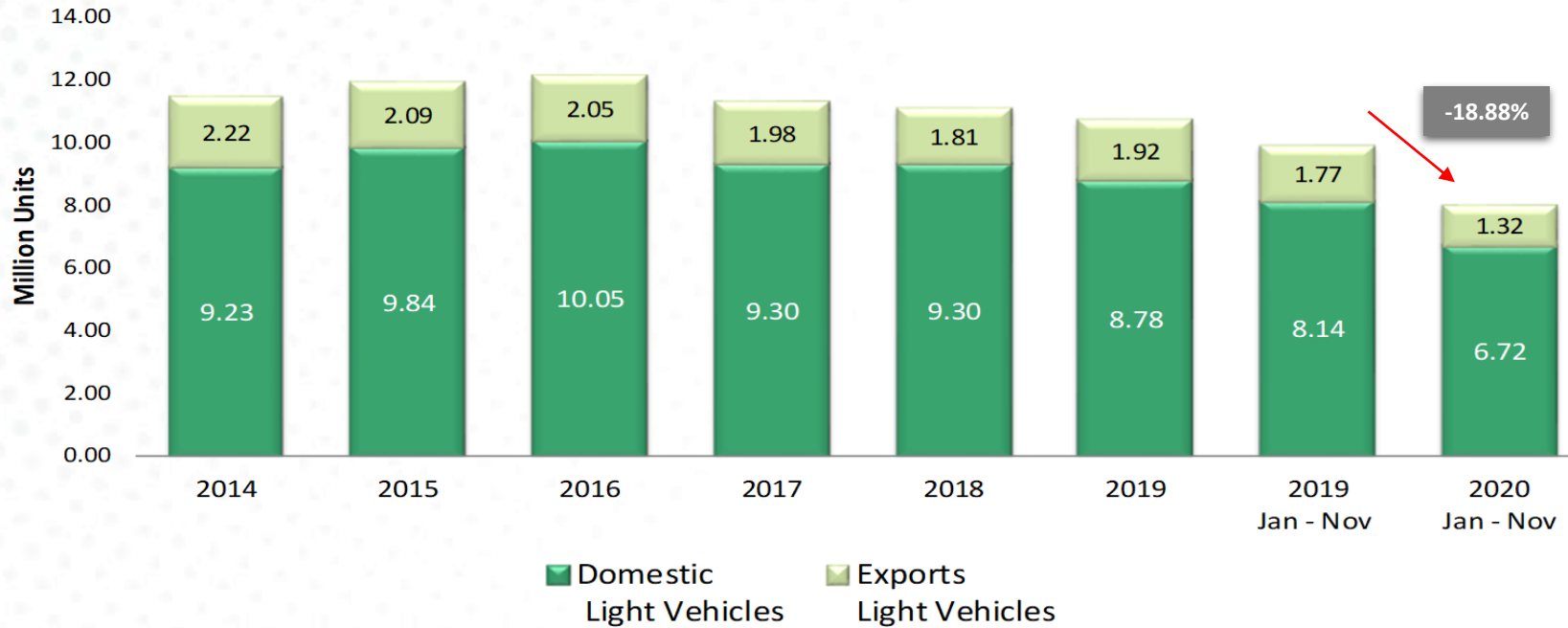
(Million Units)	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Total Cars	2.92	2.82	2.51	2.42	2.34	2.31	2.11	1.65	-21.88%
Total Light Trucks - SUV'S	0.10	0.09	0.07	0.08	0.07	0.05	0.05	0.04	-18.47%
Total Export	3.02	2.92	2.58	2.49	2.41	2.37	2.16	1.69	-21.80%



Production & exports of light vehicles in North America Jan – Nov 2019 vs 2020



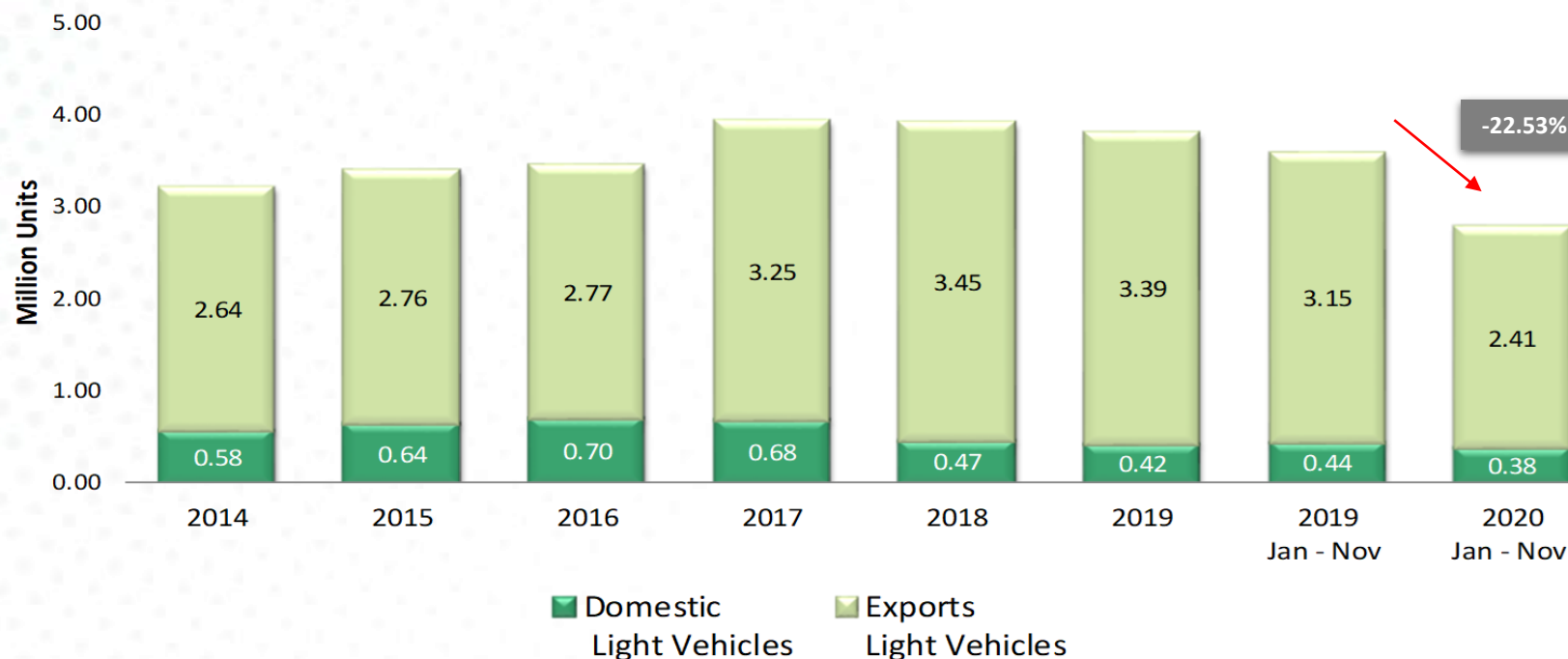
Production & exports of light vehicles in USA Jan – Nov 2019 vs 2020



(Million Units)	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Domestic Light Vehicles	9.23	9.84	10.05	9.30	9.30	8.78	8.14	6.72	-17.47%
Exports Light Vehicles	2.22	2.09	2.05	1.98	1.81	1.92	1.77	1.32	-25.35%
Total Production	11.45	11.93	12.10	11.29	11.10	10.71	9.91	8.04	-18.88%



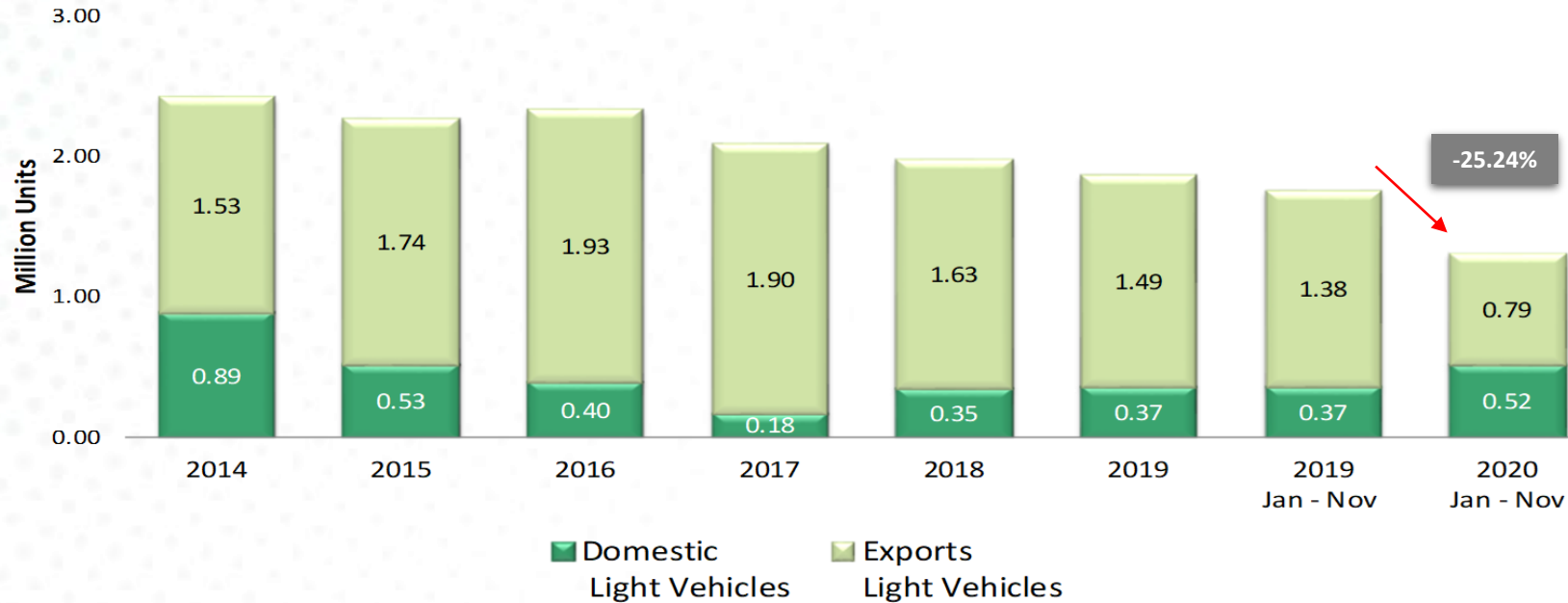
Production & exports of light vehicles in Mexico Jan – Nov 2019 vs 2020



(Million Units)	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Domestic Light Vehicles	0.58	0.64	0.70	0.68	0.47	0.42	0.44	0.38	-14.76%
Exports Light Vehicles	2.64	2.76	2.77	3.25	3.45	3.39	3.15	2.41	-23.63%
Total Production	3.22	3.40	3.47	3.93	3.92	3.81	3.60	2.79	-22.53%



Production & exports of light vehicles in Canada Jan – Nov 2019 vs 2020



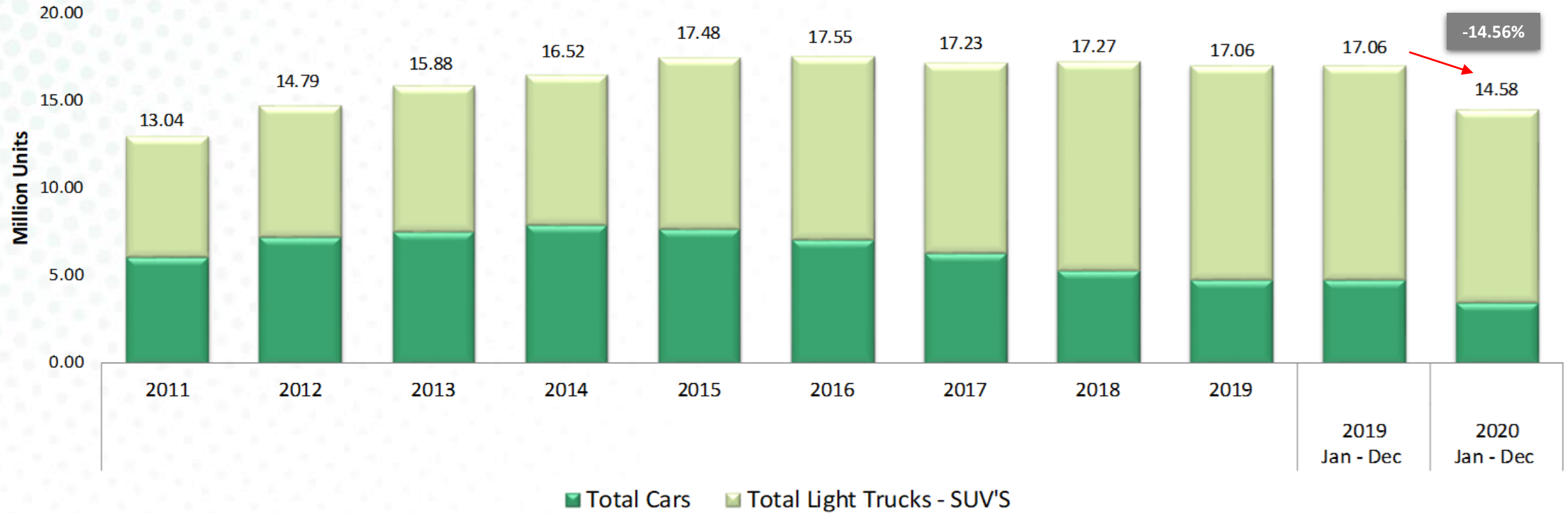
(Million Units)	2014	2015	2016	2017	2018	2019	2019 Jan - Nov	2020 Jan - Nov	Var %
Domestic Light Vehicles	0.89	0.53	0.40	0.18	0.35	0.37	0.37	0.52	40.98%
Exports Light Vehicles	1.53	1.74	1.93	1.90	1.63	1.49	1.38	0.79	-43.03%
Total Production	2.42	2.27	2.33	2.08	1.98	1.86	1.75	1.31	-25.24%



Sales of domestic market of light vehicles at our main exports markets Jan – Dec 2019 vs 2020



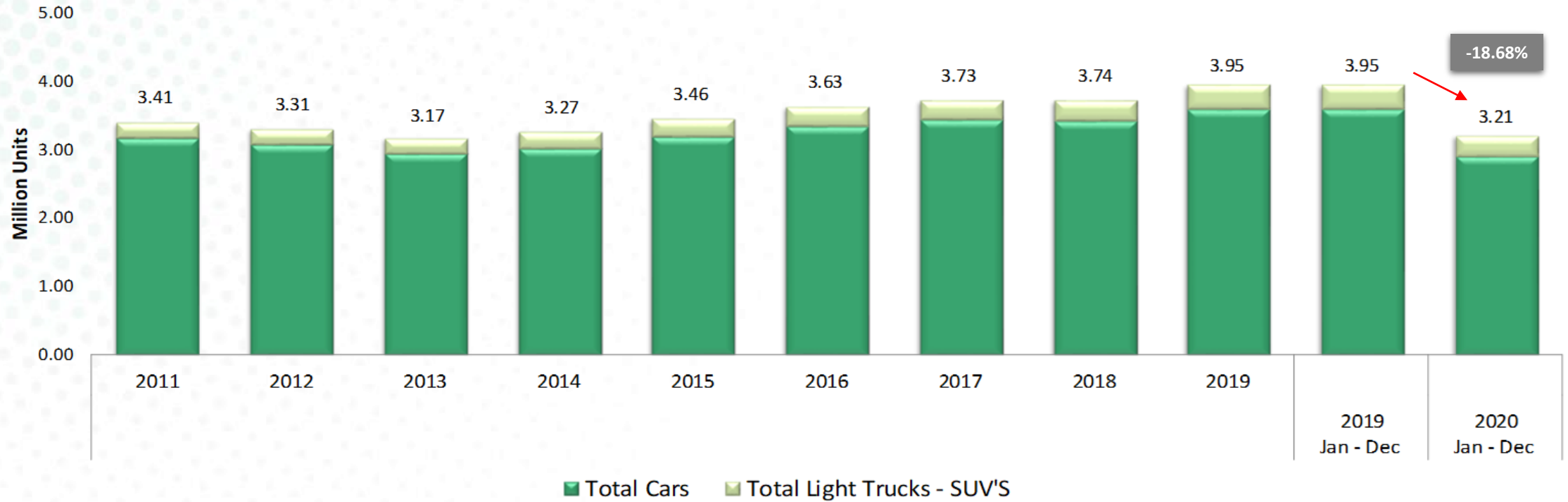
Sales of domestic market of light vehicles at USA Jan – Dec 2019 vs 2020



(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Dec	2020 Jan - Dec	Var %
Total Cars	6.09	7.24	7.59	7.92	7.73	7.10	6.32	5.35	4.82	4.82	3.52	-27.02%
Total Light Trucks - SUV'S	6.95	7.54	8.30	8.60	9.75	10.45	10.91	11.92	12.24	12.24	11.06	-9.65%
Total Sales	13.04	14.79	15.88	16.52	17.48	17.55	17.23	17.27	17.06	17.06	14.58	-14.56%



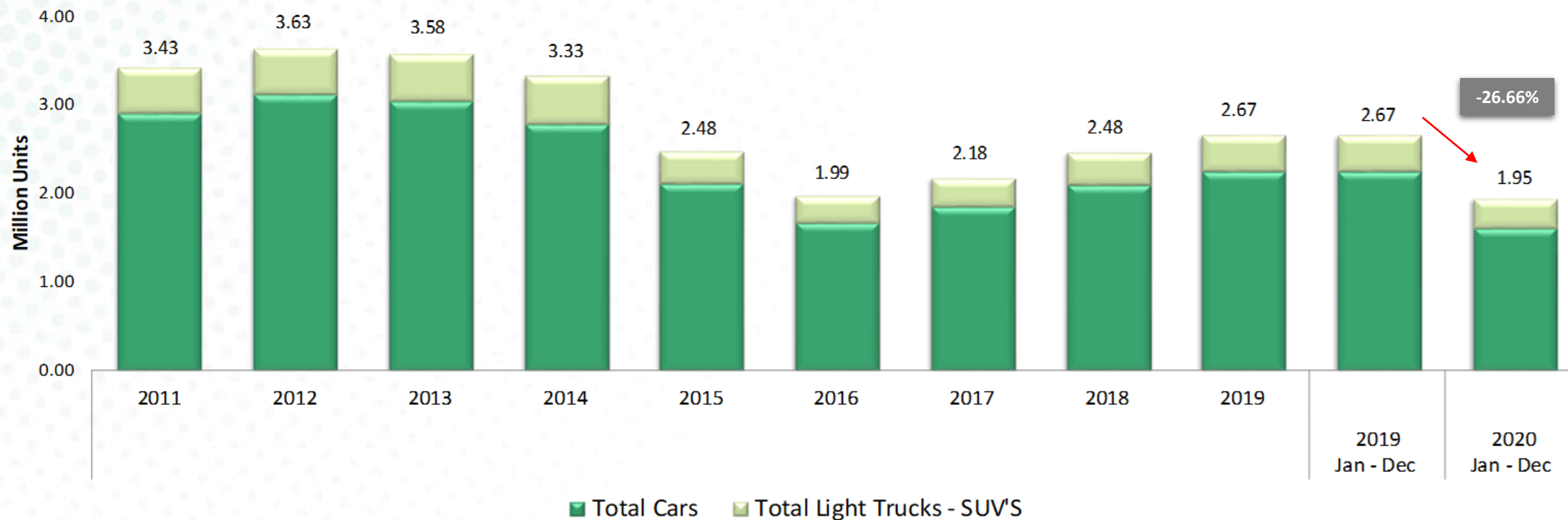
Sales of domestic market of light vehicles at Germany Jan – Dec 2019 vs 2020



(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Dec	2020 Jan - Dec	Var %
Total Cars	3.17	3.08	2.95	3.04	3.21	3.35	3.44	3.44	3.61	3.61	2.92	-19.12%
Total Light Trucks - SUV'S	0.24	0.23	0.22	0.24	0.26	0.28	0.29	0.30	0.34	0.34	0.30	-14.12%
Total Sales	3.41	3.31	3.17	3.27	3.46	3.63	3.73	3.74	3.95	3.95	3.21	-18.68%



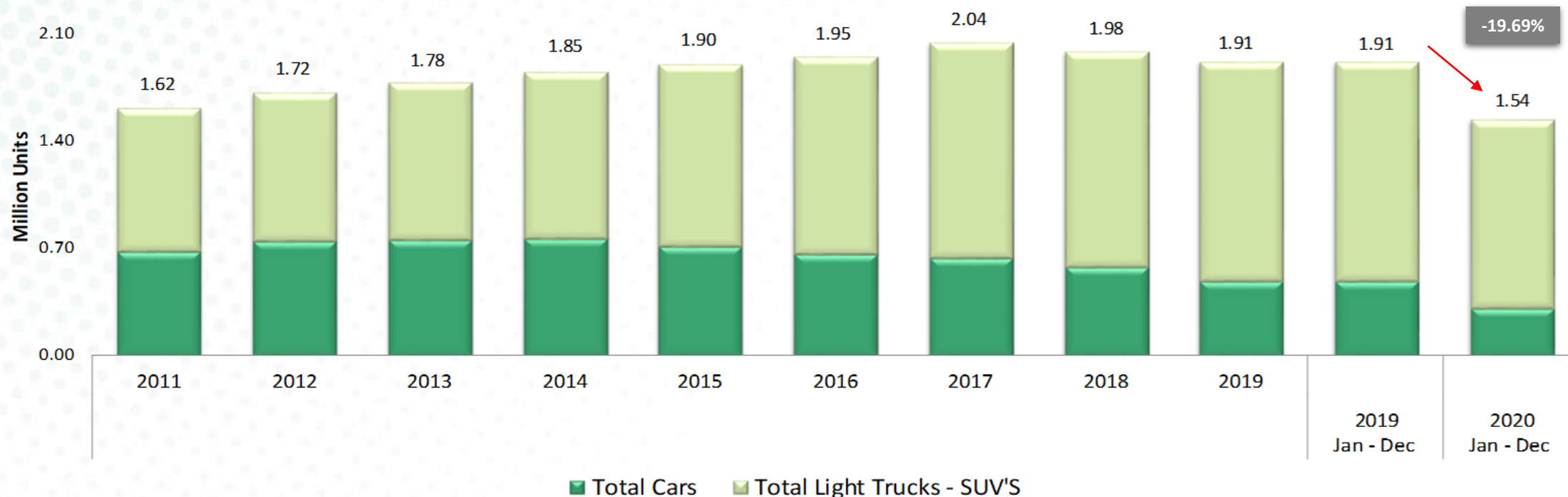
Sales of domestic market of light vehicles at Brazil Jan – Dec 2019 vs 2020



(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Dec	2020 Jan - Dec	Var %
Total Cars	2.90	3.12	3.04	2.79	2.12	1.68	1.85	2.10	2.26	2.26	1.62	-28.56%
Total Light Trucks - SUV'S	0.52	0.52	0.54	0.54	0.36	0.31	0.32	0.37	0.40	0.40	0.34	-16.02%
Total Sales	3.43	3.63	3.58	3.33	2.48	1.99	2.18	2.48	2.67	2.67	1.95	-26.66%



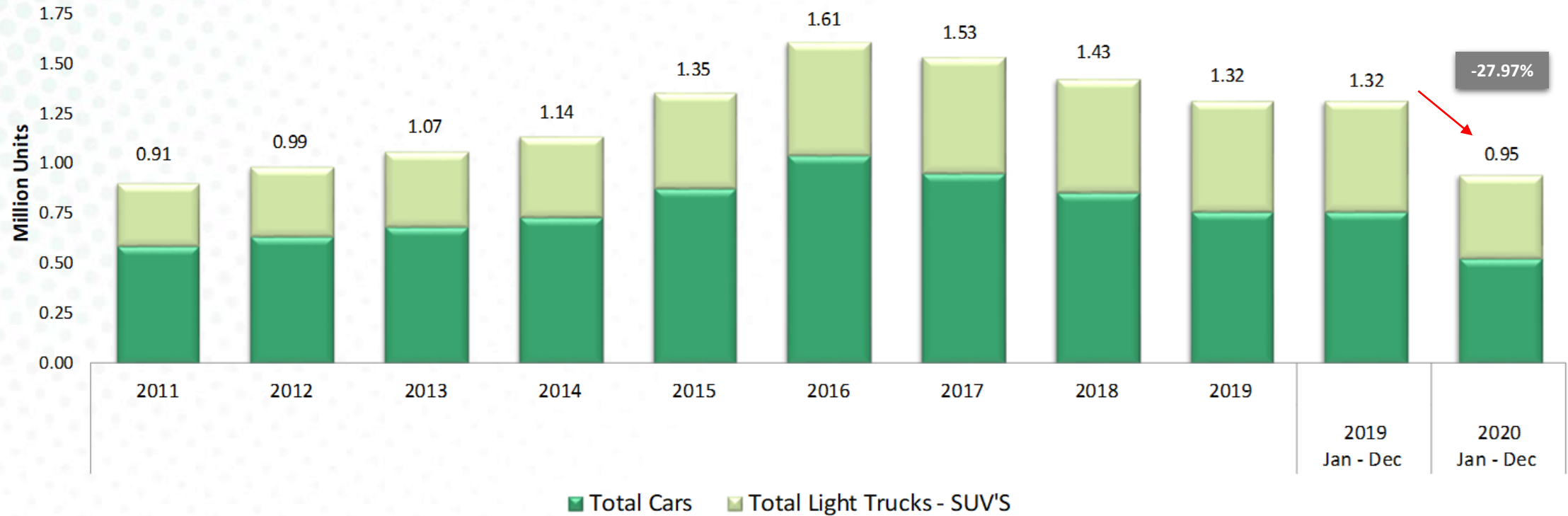
Sales of domestic market of light vehicles at Canada Jan – Dec 2019 vs 2020



(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Dec	2020 Jan - Dec	Var %
Total Cars	0.68	0.75	0.76	0.76	0.72	0.66	0.64	0.58	0.48	0.48	0.31	-36.33%
Total Light Trucks - SUV'S	0.94	0.97	1.02	1.09	1.18	1.29	1.40	1.41	1.43	1.43	1.23	-14.05%
Total Sales	1.62	1.72	1.78	1.85	1.90	1.95	2.04	1.98	1.91	1.91	1.54	-19.69%



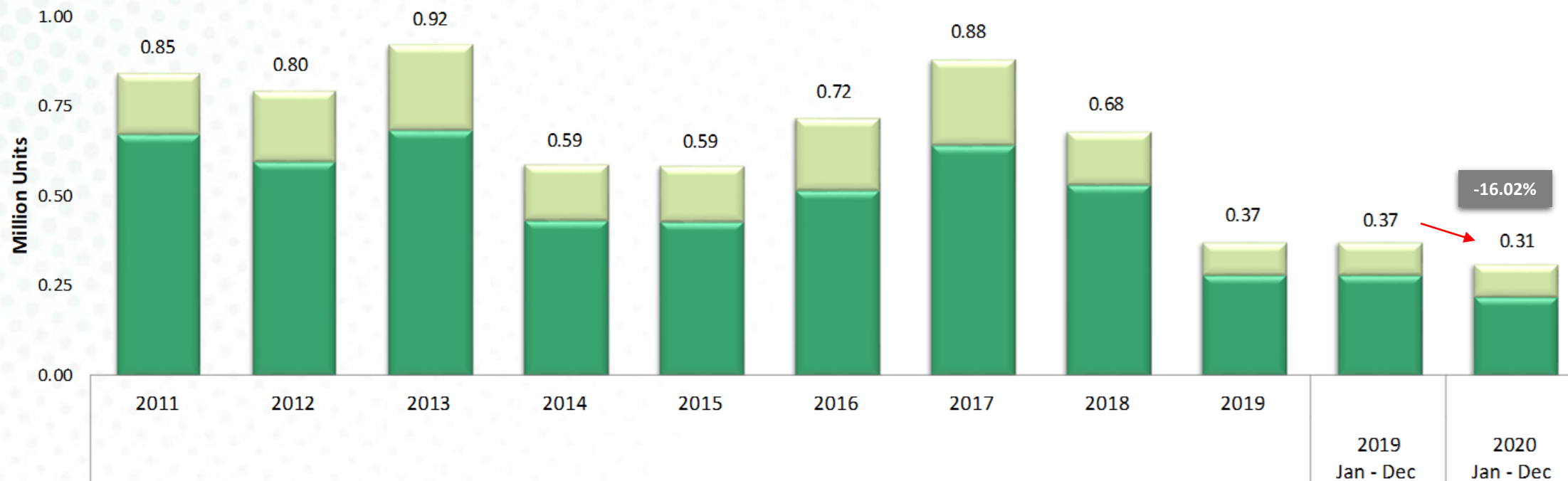
Sales of domestic market of light vehicles at Mexico Jan – Dec 2019 vs 2020



(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Dec	2020 Jan - Dec	Var %
Total Cars	0.59	0.64	0.69	0.73	0.88	1.04	0.95	0.86	0.76	0.76	0.53	-30.37%
Total Light Trucks - SUV'S	0.31	0.35	0.38	0.40	0.47	0.56	0.58	0.57	0.55	0.55	0.42	-24.65%
Total Sales	0.91	0.99	1.07	1.14	1.35	1.61	1.53	1.43	1.32	1.32	0.95	-27.97%



Sales of domestic market of light vehicles at Argentina Jan – Dec 2019 vs 2020

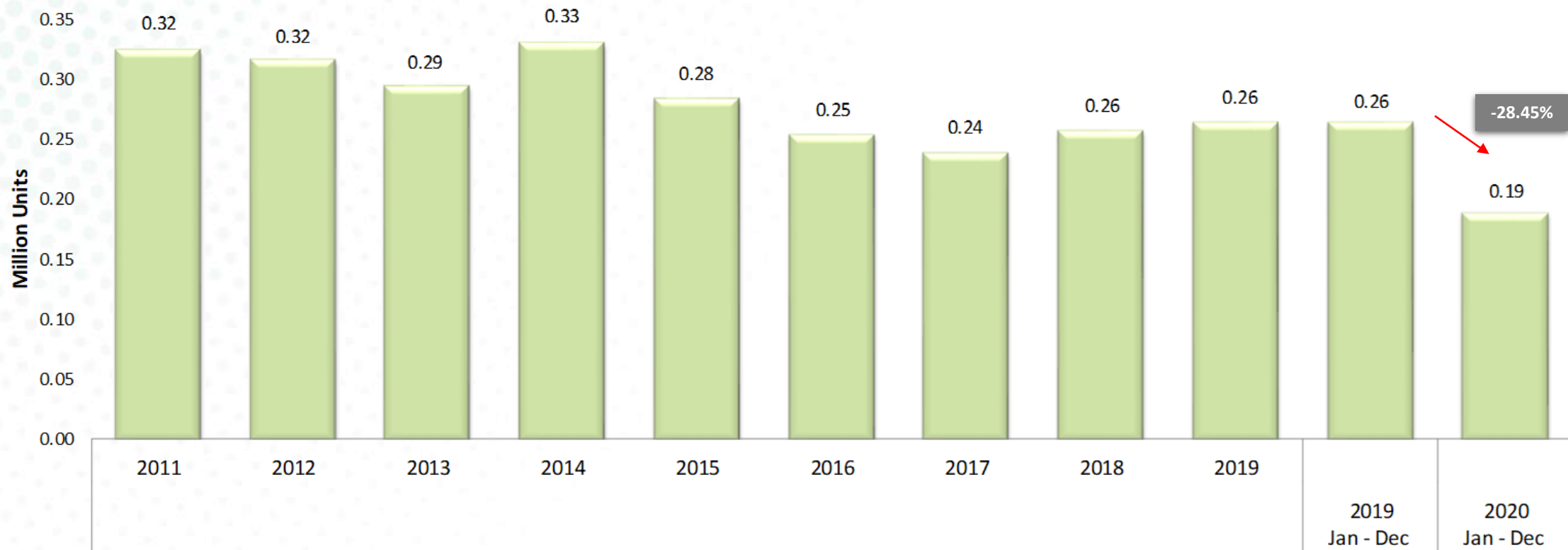


■ Total Cars ■ Total Light Trucks - SUV'S

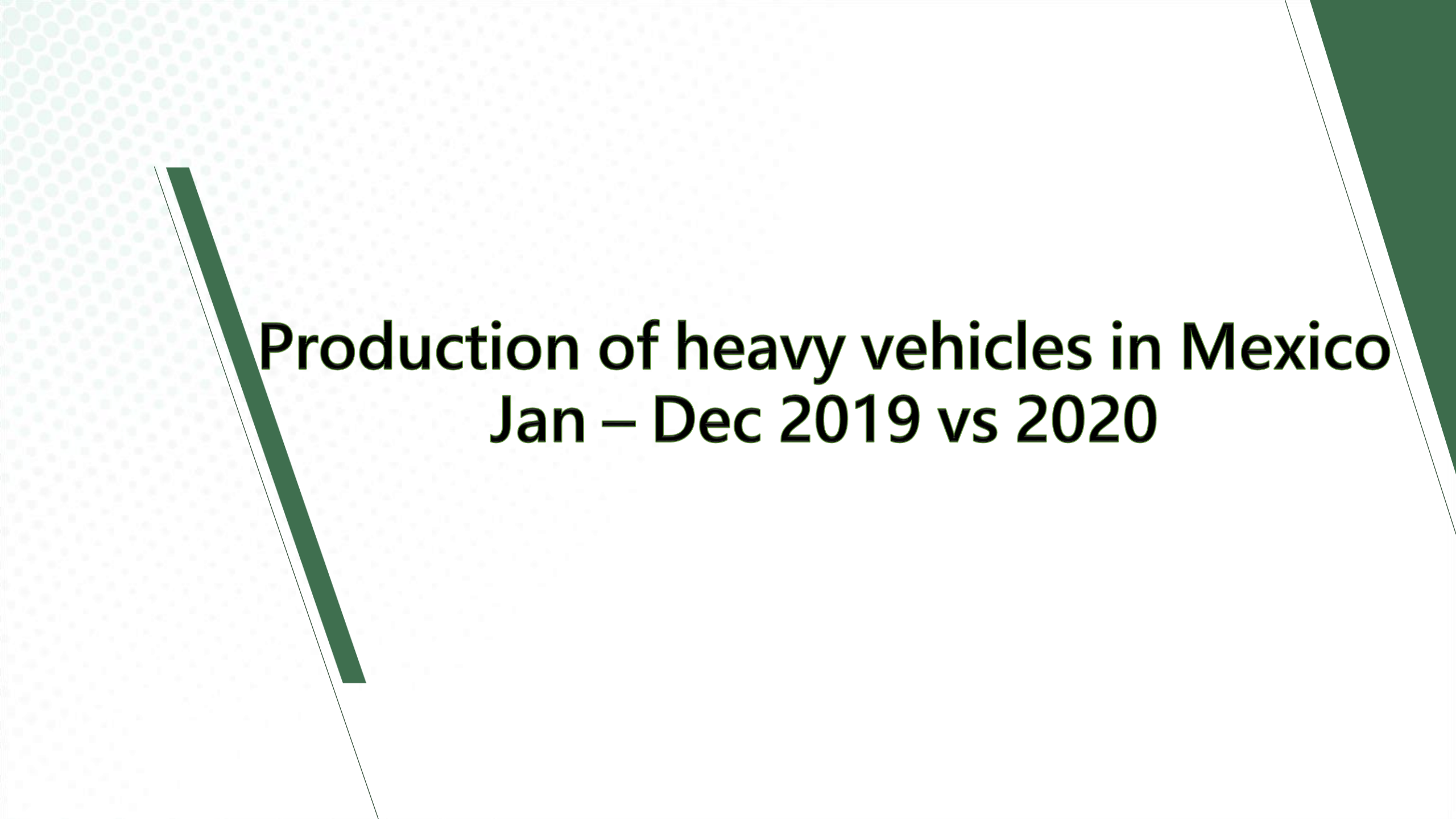
(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Dec	2020 Jan - Dec	Var %
Total Cars	0.67	0.60	0.68	0.43	0.43	0.52	0.64	0.53	0.28	0.28	0.22	-20.85%
Total Light Trucks - SUV'S	0.17	0.20	0.24	0.16	0.16	0.20	0.24	0.15	0.09	0.09	0.09	-0.91%
Total Sales	0.85	0.80	0.92	0.59	0.59	0.72	0.88	0.68	0.37	0.37	0.31	-16.02%



Sales of domestic market of light vehicles at Colombia Jan – Dec 2019 vs 2020



(Million Units)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 Jan - Dec	2020 Jan - Dec	Var %
Total Sales	0.32	0.32	0.29	0.33	0.28	0.25	0.24	0.26	0.26	0.26	0.19	-28.45%



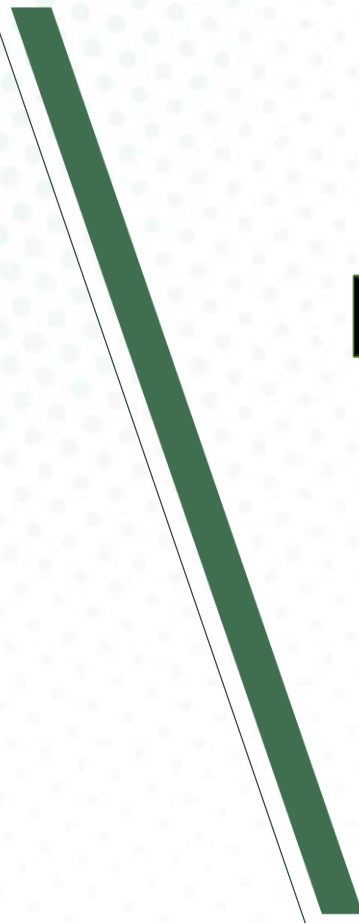
Production of heavy vehicles in Mexico

Jan – Dec 2019 vs 2020

Production of heavy vehicles in Mexico

Jan – Dec 2019 vs 2020

PRODUCTION						
Units	Dec			Jan - Dec		
	2019	2020	Var %	2019	2020	Var %
Heavy Duty Vehicles	9,779	11,974	22.45%	195,421	133,314	-31.78%
Passengers	289	238	-17.65%	6,648	3,108	-53.25%
Grand Total	10,068	12,212	21.30%	202,069	136,422	-32.49%



Production of heavy vehicles for exports in Mexico Jan – Dec 2019 vs 2020

Production of heavy vehicles for exports in Mexico

Jan – Dec 2019 vs 2020

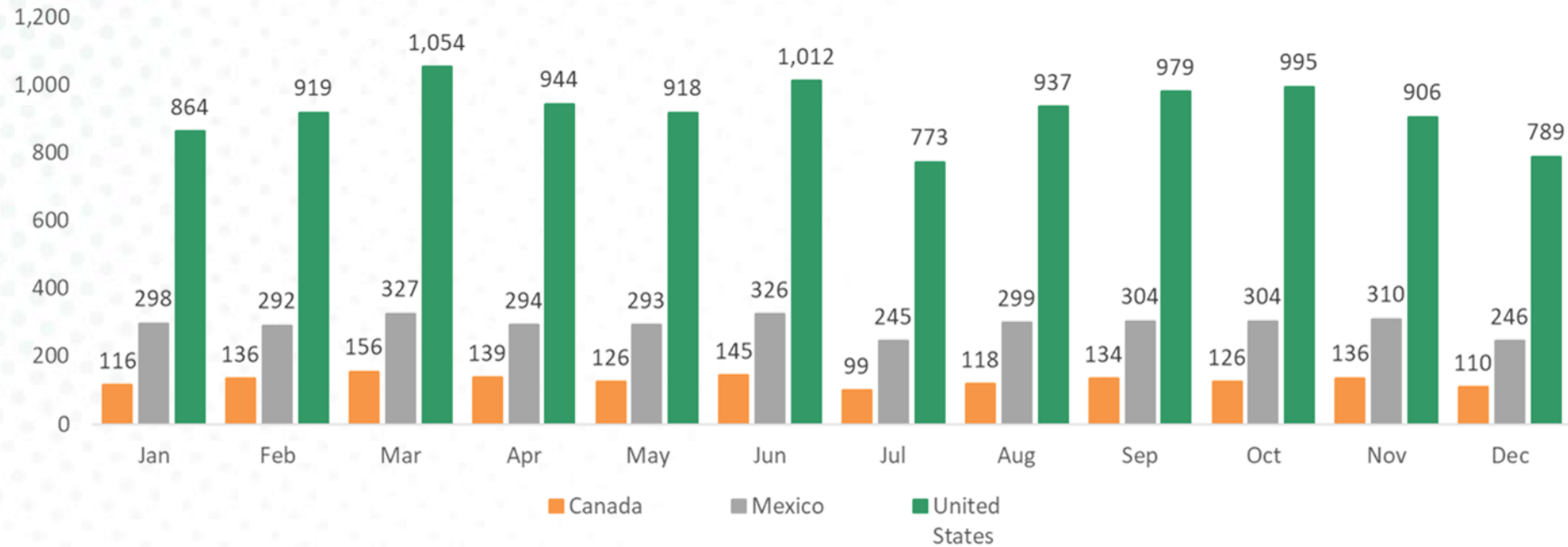
EXPORTS						
Units	Dec			Jan - Dec		
	2019	2020	Var %	2019	2020	Var %
Heavy Duty Vehicles	8,638	10,657	23.37%	168,526	115,488	-31.47%
Passengers	1	89	8800.00%	161	259	60.87%
Grand Total	8,639	10,746	24.39%	168,687	115,747	-31.38%



Forecast of light vehicles production In North America



2021 Light vehicle production forecast for North America



(Thousand Units)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
United States	864	919	1,054	944	918	1,012	773	937	979	995	906	789	11,089
Mexico	298	292	327	294	293	326	245	299	304	304	310	246	3,537
Canada	116	136	156	139	126	145	99	118	134	126	136	110	1,541
Total	1,277	1,347	1,536	1,376	1,337	1,482	1,118	1,354	1,418	1,424	1,353	1,144	16,167

	BRAND	2020	2021	2022	2023	2024	2025
TOTAL AMERICAN		2,397,157	2,880,907	2,909,399	2,851,077	2,788,956	2,818,305
		1,978,280	2,740,462	2,782,561	2,729,777	2,643,149	2,590,462
	 FIAT CHRYSLER AUTOMOBILES	1,808,202	2,205,023	2,237,870	2,222,225	2,215,044	2,257,947
		355,219	503,439	546,312	468,588	455,697	420,776
		6,538,858	8,329,831	8,476,142	8,271,667	8,102,846	8,087,490
TOTAL JAPANESE		1,574,654	2,012,301	2,093,217	2,038,254	2,153,334	2,147,857
	 The Power of Dreams	1,449,618	1,627,786	1,666,051	1,666,570	1,626,632	1,568,764
		907,575	1,173,761	1,162,737	1,096,278	1,066,608	1,083,098
		138,855	111,058	220,599	230,701	271,871	249,585
		42,705	65,859	87,516	81,038	79,694	74,387
		4,113,407	4,990,765	5,230,120	5,112,841	5,198,139	5,123,691
TOTAL GERMAN		427,345	552,165	499,974	471,212	453,209	493,197
		415,128	449,278	509,024	454,223	434,611	419,176
		328,247	338,390	332,864	355,608	348,770	363,467
		123,955	172,126	155,761	142,845	155,024	159,934
		1,294,675	1,511,959	1,497,623	1,423,888	1,391,614	1,435,774
TOTAL KOREAN		697,935	900,405	993,706	995,762	996,868	1,013,141
		697,935	900,405	993,706	995,762	996,868	1,013,141
TOTAL CHINESE		3,782	6,116	6,234	6,618	6,299	6,228
		3,782	6,116	6,234	6,618	6,299	6,228
OTHERS		334,039	427,759	495,550	618,840	698,967	767,227
TOTAL NORTH AMERICA		12,982,696	16,166,835	16,699,375	16,429,616	16,394,733	16,433,551

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