



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

Statistical Outlook

Short version

Vehicles

Jan – Dec 2018

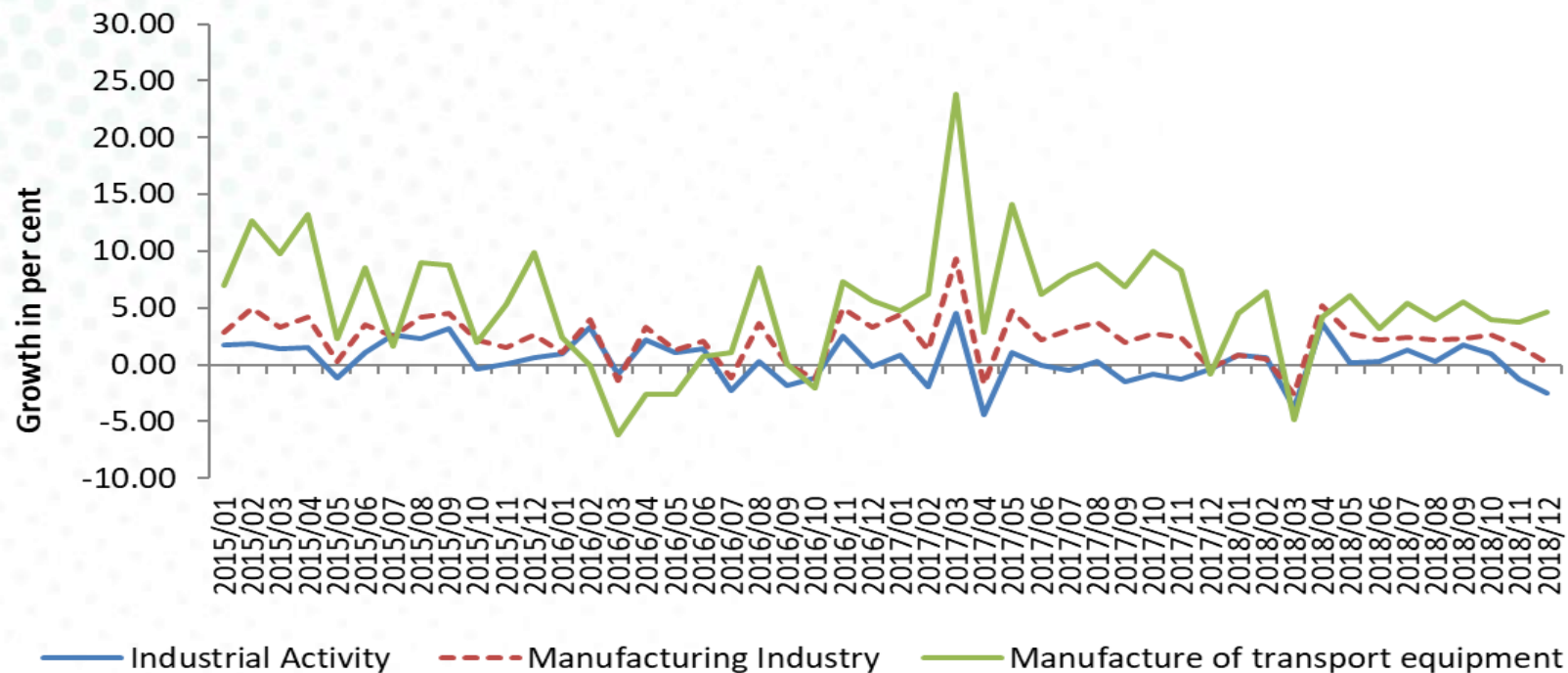
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Summary

	Mexico
Mexican economic environment	During December of 2018, industrial production in Mexico decreased (-) 2.55 per cent, in regards to the same month of the previous year.
Light vehicles	Between January and December of 2018, production of light vehicles in Mexico reached 3,908,139 units, which represent a diminishment of (-) 0.61 per cent in comparison of the same period of last year.
Light vehicles for exports	Between January and December of 2018, production of light vehicles for exports in Mexico reached 3,449,201 units, which represents an increase of 6.00 per cent in regards of the same period of last year.
Heavy vehicles	Between January and November of 2018, production of heavy vehicles in Mexico reached 162,467 units, which represent an increase of 14.84 per cent in comparison of the same period of last year.
Heavy vehicles for exports	Between January and November of 2018, production of heavy vehicles for exports in Mexico reached 135,823 units, which represents an increase of 28.72 per cent in regards of the same period of last year.

1 - Mexican economic environment

Industrial Production in Mexico, 2015 – December 2018 (annual average rate of growth)



Concept	Var - Dec % 2017 vs 2018
Industrial Activity	(-) 2.55 %
Manufacturing Industry	0.21 %
Manufacture of transport equipment	4.60 %

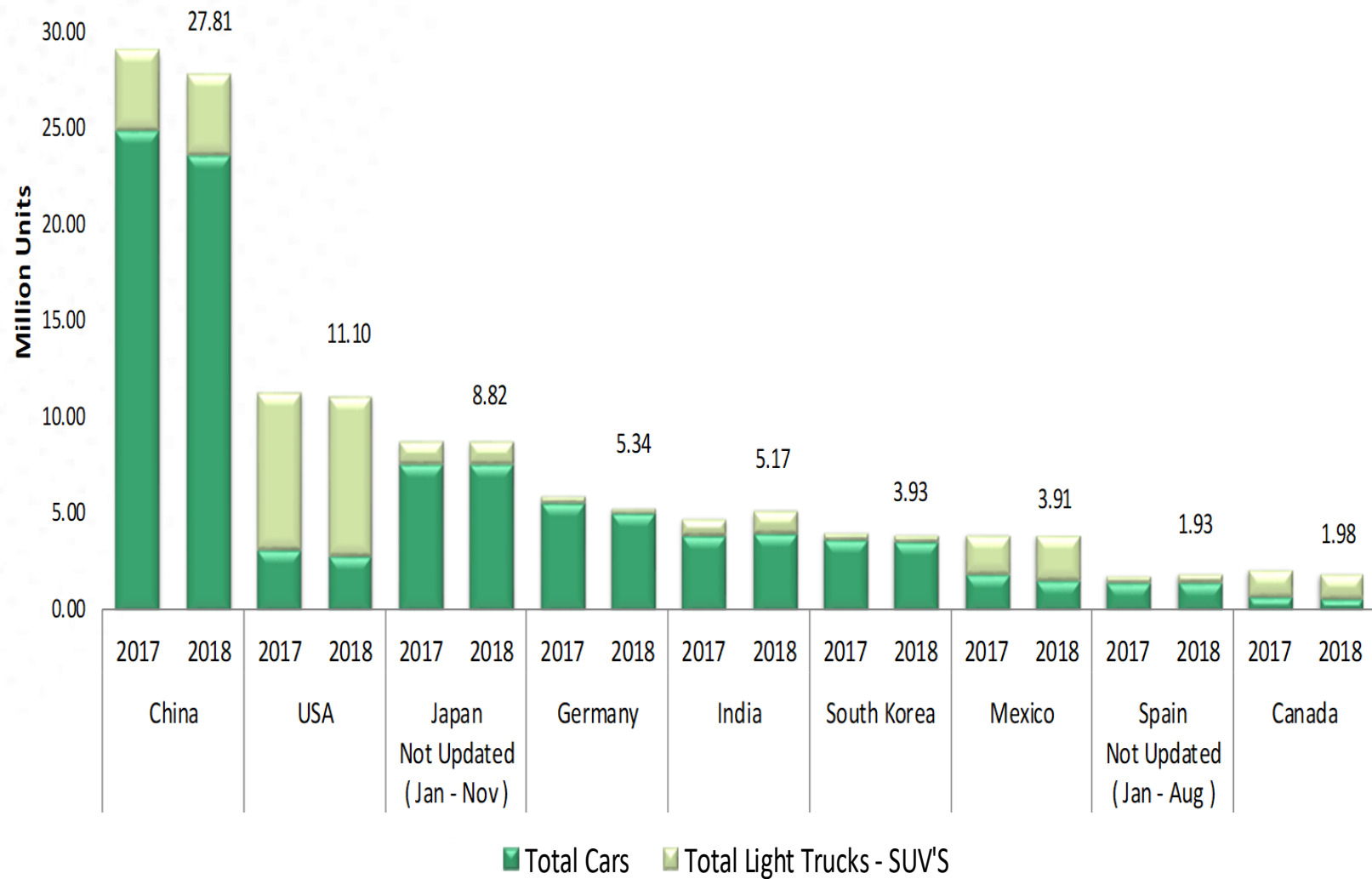
Source: INEGI



	(Million Units)		Var %
	2017	2018	
Total Cars	24.81	23.53	-5.15%
Total Light Trucks - SUV'S	4.21	4.28	1.69%
Total Production	29.02	27.81	-4.16%
Total Cars	3.25	2.94	-9.56%
Total Light Trucks - SUV'S	8.04	8.15	1.34%
Total Production	11.30	11.10	-1.80%
Total Cars	7.66	7.68	0.22%
Total Light Trucks - SUV'S	1.12	1.14	2.24%
Total Production	8.78	8.82	0.47%
Total Cars	5.64	5.12	-9.21%
Total Light Trucks - SUV'S	0.27	0.22	-20.85%
Total Production	5.91	5.34	-9.74%
Total Cars	3.95	4.06	2.92%
Total Light Trucks - SUV'S	0.83	1.11	33.61%
Total Production	4.78	5.17	8.25%
Total Cars	3.74	3.66	-1.97%
Total Light Trucks - SUV'S	0.28	0.26	-4.91%
Total Production	4.01	3.93	-2.17%
Total Cars	1.91	1.58	-17.36%
Total Light Trucks - SUV'S	2.03	2.33	15.16%
Total Production	3.93	3.91	-0.61%
Total Cars	1.47	1.55	5.33%
Total Light Trucks - SUV'S	0.35	0.38	8.34%
Total Production	1.83	1.93	5.91%
Total Cars	0.76	0.69	-8.70%
Total Light Trucks - SUV'S	1.41	1.29	-8.81%
Total Production	2.17	1.98	-8.77%

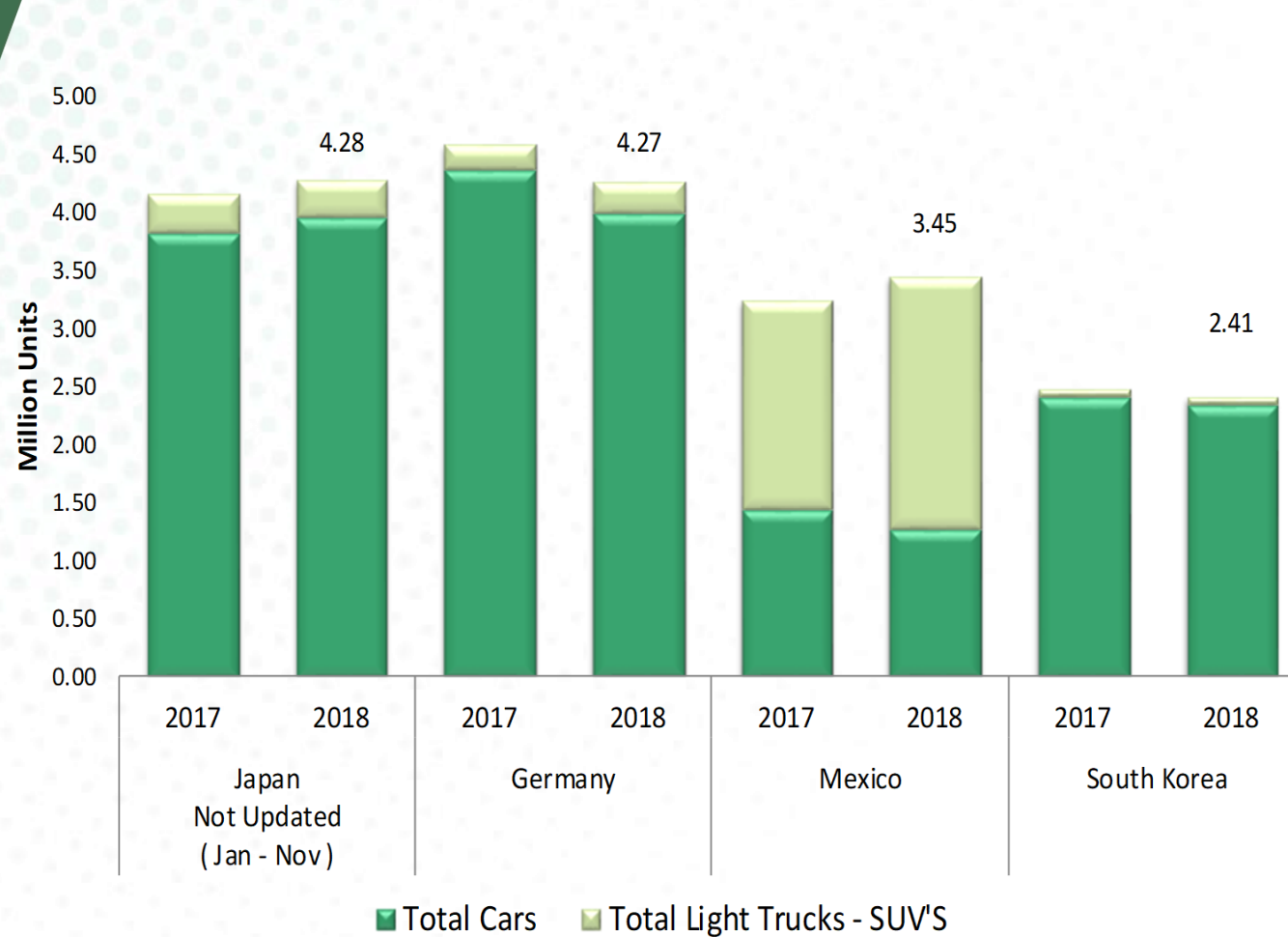
2 - Production of light vehicles in the world

Jan – Dec 2017 vs 2018



Source: CAAM, JAMA, VDA, KAMA, SIAM, INEGI, ANFAC, Automotive News Data Center

3 - Production of light vehicles for exports in the world Jan – Dec 2017 vs 2018



	(Million Units)		Var %
	2017	2018	
Total Cars	3.82	3.96	3.54%
Total Light Trucks - SUV'S	0.34	0.32	-4.83%
Total Export	4.16	4.28	2.86%
Total Cars	4.37	3.99	-8.76%
Total Light Trucks - SUV'S	0.22	0.28	30.94%
Total Export	4.59	4.27	-6.89%
Total Cars	1.44	1.27	-11.93%
Total Light Trucks - SUV'S	1.81	2.18	20.31%
Total Export	3.25	3.45	6.00%
Total Cars	2.42	2.34	-3.05%
Total Light Trucks - SUV'S	0.08	0.07	-5.11%
Total Export	2.49	2.41	-3.11%

Source: VDA, JAMA, KAMA, INEGI

4 - Production of heavy vehicles in Mexico

Jan – Nov 2017 vs 2018

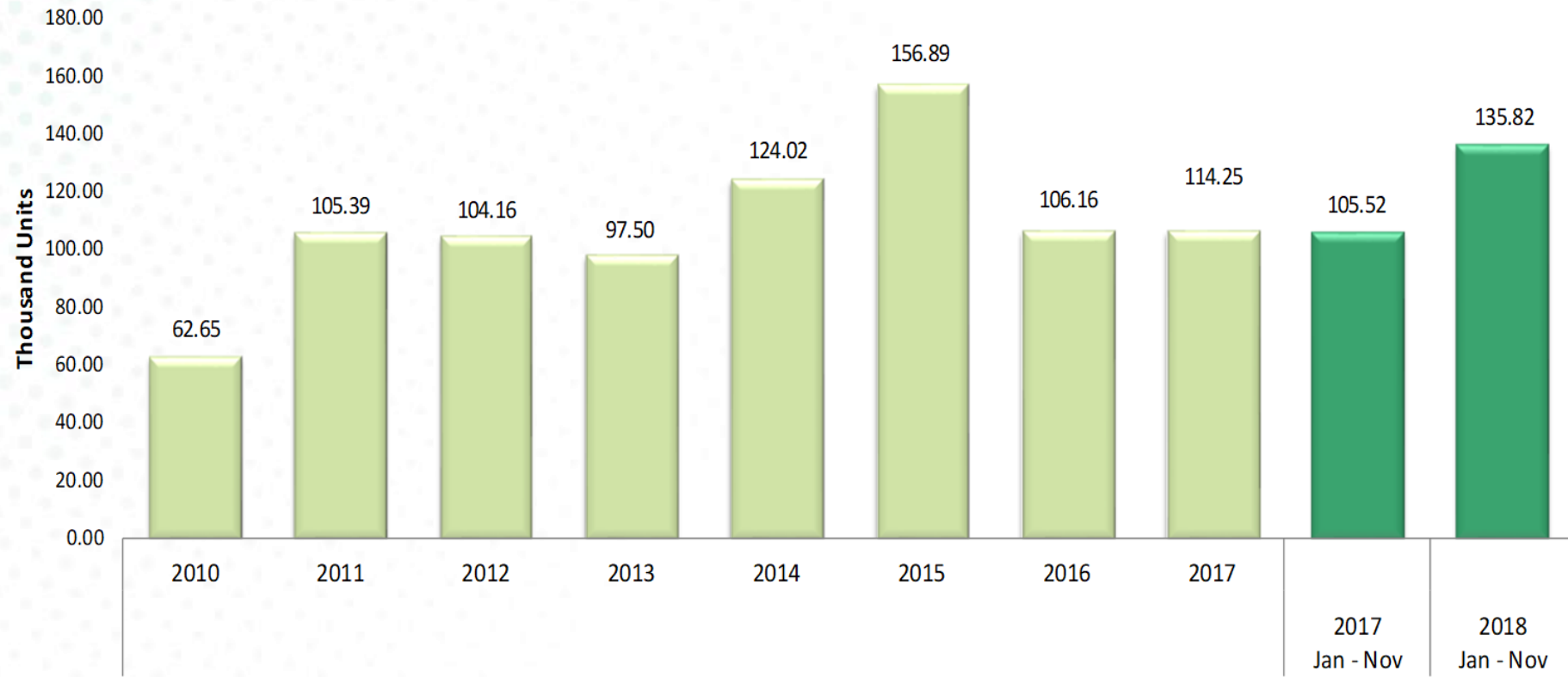


(Thousand Units)	2010	2011	2012	2013	2014	2015	2016	2017	2017 Jan - Nov	2018 Jan - Nov	Var %
Total Production	86.75	132.74	138.05	136.67	168.88	190.98	150.89	152.90	141.47	162.47	14.84%

Source: INEGI

5 - Production of heavy vehicles for exports in Mexico

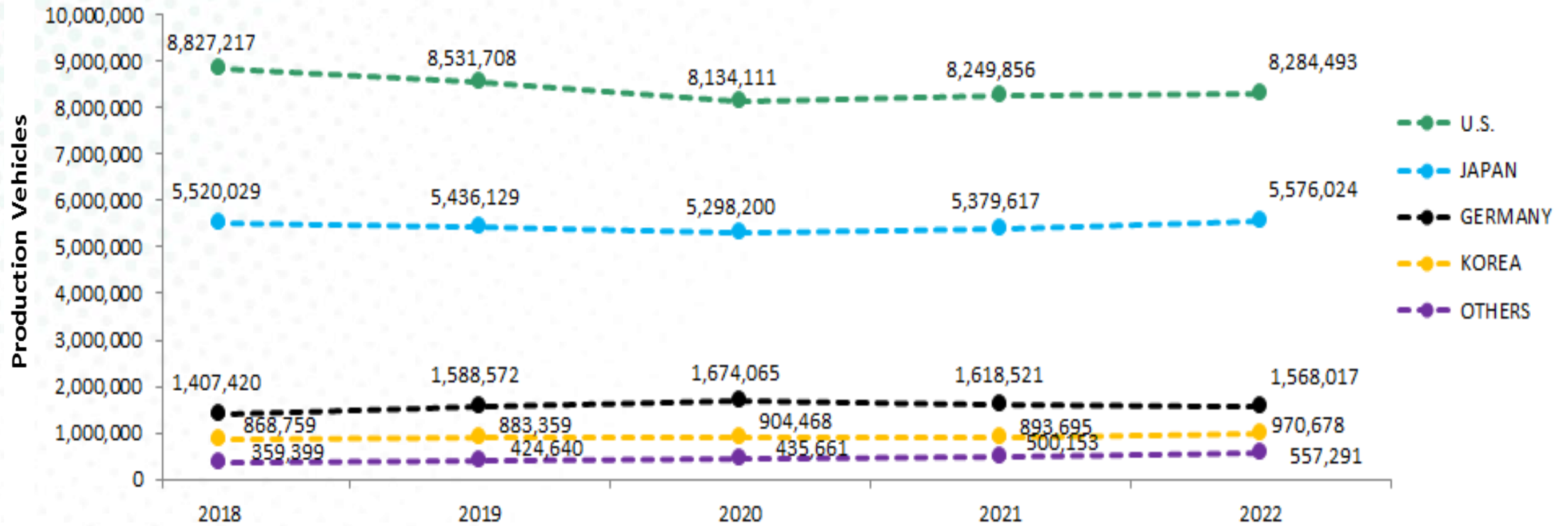
Jan - Nov 2017 vs 2018



(Thousand Units)	2010	2011	2012	2013	2014	2015	2016	2017	2017 Jan - Nov	2018 Jan - Nov	Var %
Total Export	62.65	105.39	104.16	97.50	124.02	156.89	106.16	106.16	105.52	135.82	28.72%

Source: INEGI

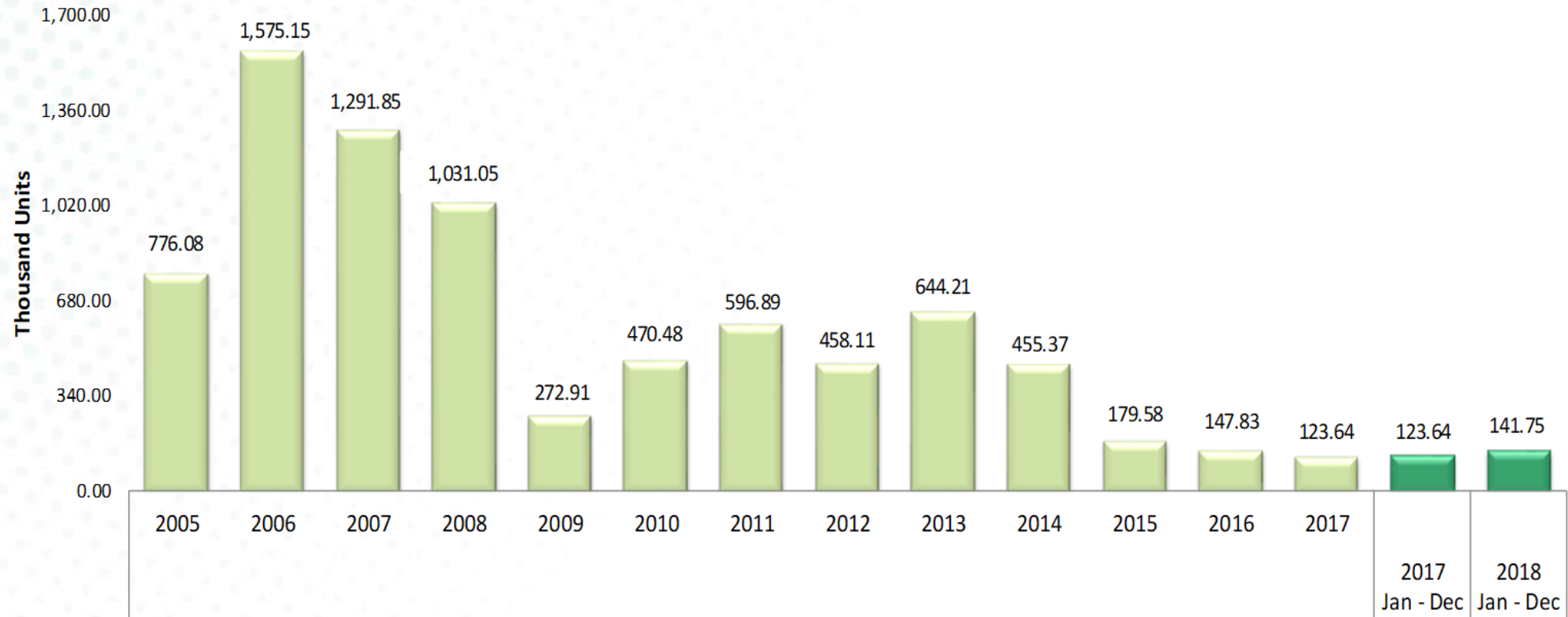
6 - Forecast of light vehicles production in NAFTA, 2018 - 2022



Source: IHS Markit

7 - Imports of used vehicles in Mexico

Jan – Dec 2017 vs 2018










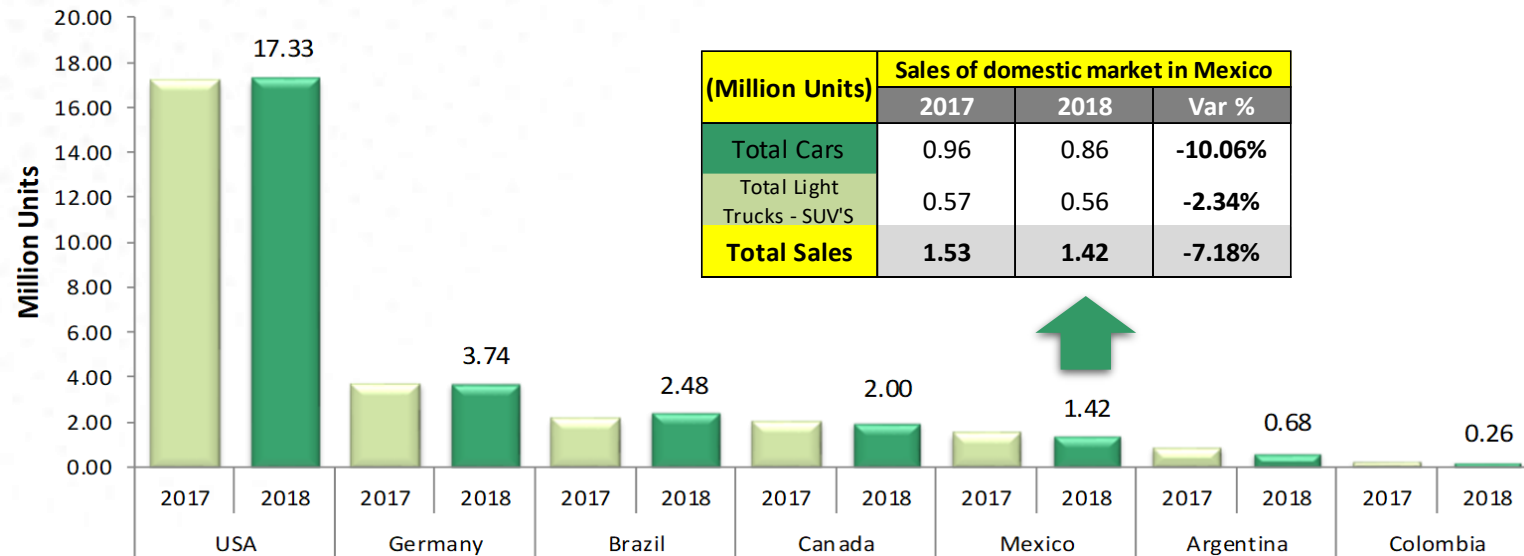
(Thousand Units)	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2017 Jan - Dec	2018 Jan - Dec	Var %
Imports of used vehicles	776.08	1,575.15	1,291.85	1,031.05	272.91	470.48	596.89	458.11	644.21	455.37	179.58	147.83	123.64	123.64	141.75	14.65%

Source: INA with information from AMDA

8 - Sales of domestic market of light vehicles at our main exports markets

Jan – Dec 2017 vs 2018

(Million Units)												
	2017	2018	Var %	2017	2018	Var %	2017	2018	Var %	2017	2018	Var %
	17.24	17.33	0.55%	3.73	3.74	0.26%	2.18	2.48	13.76%	1.53	1.42	-7.18%
										(Reference)		
	2017	2018	Var %	2017	2018	Var %	2017	2018	Var %			
	2.04	2.00	-1.95%	0.88	0.68	-22.85%	0.24	0.26	7.73%			



Source: VDIK, ANFAVEA, INEGI, ADEFA, ANDEMOS, Automotive News Data Center

9 - Top selling vehicles of domestic market per Brand in Mexico Jan – Dec 2018

Rank	Brand	Units Jan - Dec
1	Renault - Nissan	341,907
2	General Motors	236,069
3	Volkswagen	196,398
4	Hyundai - Kia	144,250
5	Toyota	108,761
6	FCA	88,083
7	HONDA	85,977
8	Ford	68,785
9	Mazda	58,112
10	Suzuki	26,380

Source: AMDA

10 - Top selling vehicles of domestic market by Model in Mexico Jan – Dec 2018

Rank	Model	Units Jan -Dec
1	Nissan Versa	91,320
2	Chevrolet Aveo	76,767
3	Nissan NP 300	67,052
4	Volkswagen Vento	55,208
5	Nissan March	53,780
6	Chevrolet Beat 4 Pts.	40,668
7	Volkswagen Jetta	34,900
8	Nissan Sentra	34,366
9	Chevrolet Beat	29,988
10	Honda CR-V	24,332

Source: AMDA