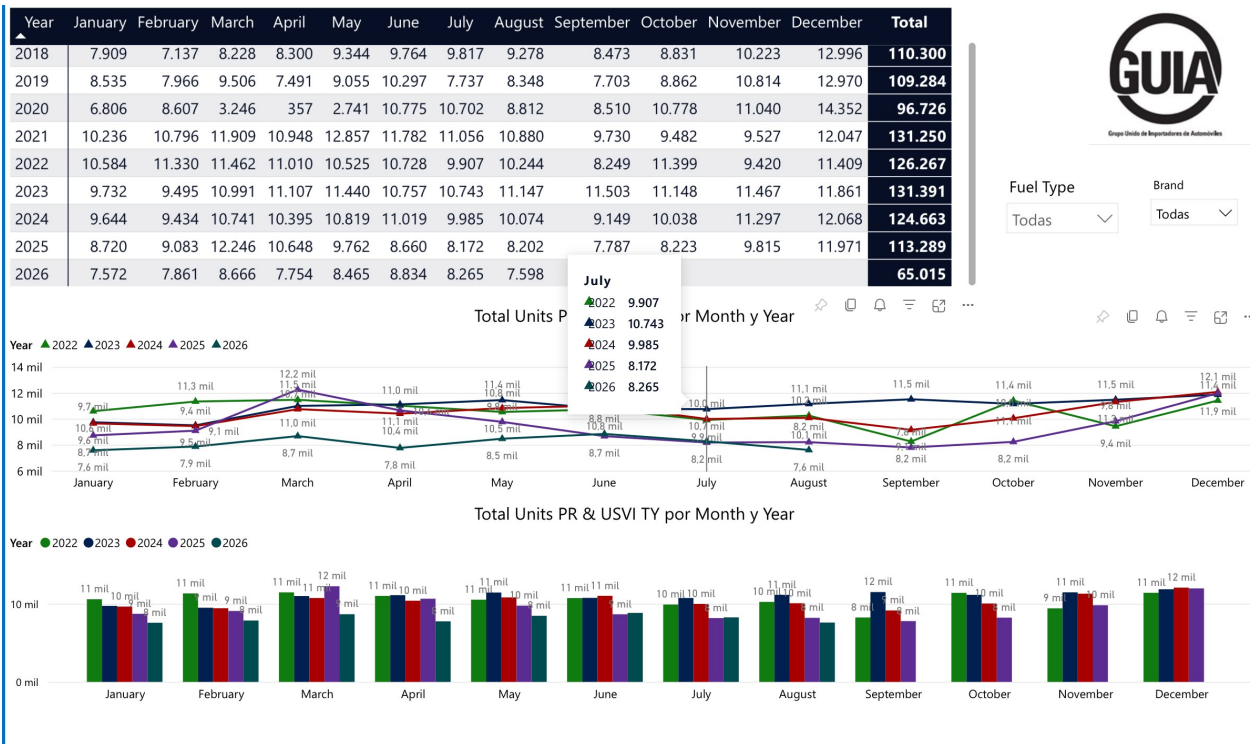


Total Industry



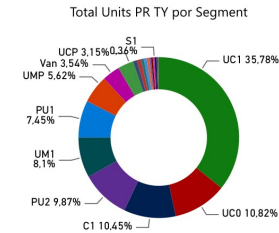
PR Total



## PR Total by Segment

| Year |      |      |
|------|------|------|
| 2011 | 2017 | 2022 |
| 2012 | 2018 | 2023 |
| 2013 | 2019 | 2024 |
| 2014 | 2020 | 2025 |
| 2015 | 2021 | 2026 |

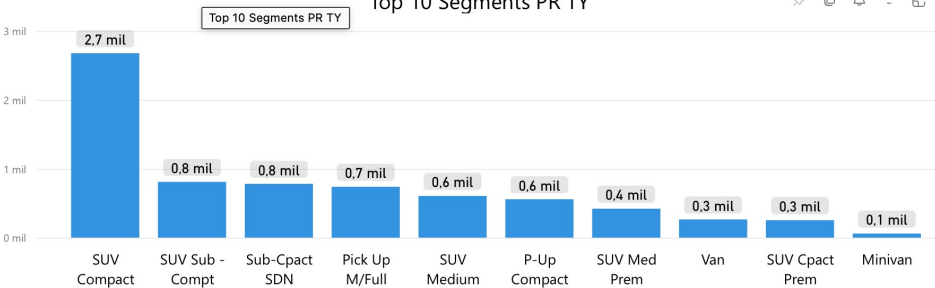
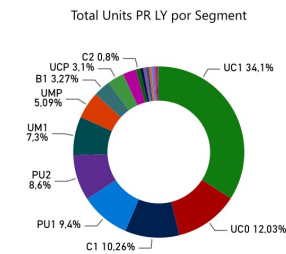
| Month    |        |           |
|----------|--------|-----------|
| January  | May    | September |
| February | June   | October   |
| March    | July   | November  |
| April    | August | December  |



Fuel Type

Todas

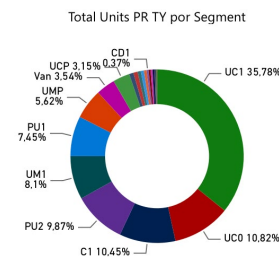
| Segment      | Segment Description | Total Units PR TY | Total Units PR LY | Total Units Var PR | Total Units PR % Var |
|--------------|---------------------|-------------------|-------------------|--------------------|----------------------|
| Van          | Van                 | 265               | 204               | 61                 | 29,90%               |
| PU2          | Pick Up M/Full      | 739               | 699               | 40                 | 5,72%                |
| UF1          | SUV Full Size       | 58                | 22                | 36                 | 163,64%              |
| DP           | SUV Cpcat Prem      | 18                | 0                 | 18                 |                      |
| MV           | Minivan             | 60                | 42                | 18                 | 42,86%               |
| UM1          | SUV Medium          | 606               | 593               | 13                 | 2,19%                |
| SP           | Sport Prem          | 43                | 32                | 11                 | 34,38%               |
| UMP          | SUV Med Prem        | 421               | 414               | 7                  | 1,69%                |
| DE           | M/L SDN             | 6                 | 2                 | 4                  | 200,00%              |
| EFP          | Full SDN Prem       | 5                 | 1                 | 4                  | 400,00%              |
| S1           | Sport               | 27                | 25                | 2                  | 8,00%                |
| UFP          | SUV Full Prem       | 13                | 12                | 1                  | 8,33%                |
| DP           | M/L SDN Prem        | 10                | 10                | 0                  | 0,00%                |
| CV           | Crossover SDN       | 38                | 39                | -1                 | -2,56%               |
| BP           | Mini - CompPrem     | 6                 | 9                 | -3                 | -33,33%              |
| UCP          | SUV Cpcat Prem      | 236               | 252               | -16                | -6,35%               |
| CD1          | Compact SDN         | 28                | 46                | -18                | -39,13%              |
| CDP          | Cpcat SDN Prem      | 25                | 47                | -22                | -46,81%              |
| <b>Total</b> |                     | <b>7.485</b>      | <b>8.127</b>      | <b>-642</b>        | <b>-7,90%</b>        |



## PR Segment % Share

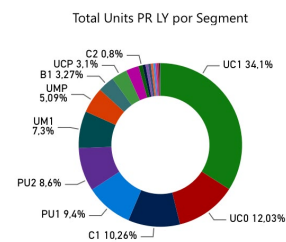
| Year |      |      |
|------|------|------|
| 2011 | 2017 | 2022 |
| 2012 | 2018 | 2023 |
| 2013 | 2019 | 2024 |
| 2014 | 2020 | 2025 |
| 2015 | 2021 | 2026 |

| Month    |        |           |
|----------|--------|-----------|
| January  | May    | September |
| February | June   | October   |
| March    | July   | November  |
| April    | August | December  |



Fuel Type

Todas



| Seg Parent      | Total Units PR TY | % Share Total Units PR TY | Total Units PR LY | % Share Total Units PR LY | Total Units Var PR | Total Units PR % Var | Prior Month Units PR | % Share Prior Month Units |
|-----------------|-------------------|---------------------------|-------------------|---------------------------|--------------------|----------------------|----------------------|---------------------------|
| <b>B TTL</b>    | <b>52</b>         | <b>0,69%</b>              | <b>275</b>        | <b>3,38%</b>              | <b>-223</b>        | <b>-81,09%</b>       | <b>44</b>            | <b>0,54%</b>              |
| Mini - Compact  | 46                | 0,61%                     | 266               | 3,27%                     | -220               | -82,71%              | 39                   | 0,48%                     |
| Mini - CompPrem | 6                 | 0,08%                     | 9                 | 0,11%                     | -3                 | -33,33%              | 5                    | 0,06%                     |
| <b>C TTL</b>    | <b>827</b>        | <b>11,05%</b>             | <b>938</b>        | <b>11,54%</b>             | <b>-111</b>        | <b>-11,83%</b>       | <b>1.041</b>         | <b>12,73%</b>             |
| Crossover SDN   | 38                | 0,51%                     | 39                | 0,48%                     | -1                 | -2,56%               | 38                   | 0,46%                     |
| Sub-Cpcat ZDR   | 7                 | 0,09%                     | 65                | 0,80%                     | -58                | -89,23%              | 33                   | 0,40%                     |
| Sub-Cpcat SDN   | 782               | 10,45%                    | 834               | 10,26%                    | -52                | -6,24%               | 970                  | 11,86%                    |
| <b>CD TTL</b>   | <b>53</b>         | <b>0,71%</b>              | <b>93</b>         | <b>1,14%</b>              | <b>-40</b>         | <b>-43,01%</b>       | <b>80</b>            | <b>0,98%</b>              |
| Compact SDN     | 28                | 0,37%                     | 46                | 0,57%                     | -18                | -39,13%              | 50                   | 0,61%                     |
| Cpcat SDN Prem  | 25                | 0,33%                     | 47                | 0,58%                     | -22                | -46,81%              | 30                   | 0,37%                     |
| <b>DE TTL</b>   | <b>28</b>         | <b>0,37%</b>              | <b>14</b>         | <b>0,17%</b>              | <b>14</b>          | <b>100,00%</b>       | <b>26</b>            | <b>0,32%</b>              |
| Full SDN Prem   | 5                 | 0,07%                     | 1                 | 0,01%                     | 4                  | 400,00%              | 3                    | 0,04%                     |
| M/L SDN         | 6                 | 0,08%                     | 2                 | 0,02%                     | 4                  | 200,00%              | 4                    | 0,05%                     |
| M/L SDN Prem    | 9                 | 0,12%                     | 6                 | 0,07%                     | 3                  | 50,00%               | 11                   | 0,13%                     |
| SUV Cpcat Prem  | 8                 | 0,11%                     | 5                 | 0,06%                     | 3                  | 60,00%               | 8                    | 0,10%                     |
| <b>MV TTL</b>   | <b>61</b>         | <b>0,81%</b>              | <b>46</b>         | <b>0,57%</b>              | <b>15</b>          | <b>32,61%</b>        | <b>88</b>            | <b>1,08%</b>              |
| M/L SDN Prem    | 1                 | 0,01%                     | 4                 | 0,05%                     | -3                 | -75,00%              | 3                    | 0,04%                     |
| Minivan         | 60                | 0,80%                     | 42                | 0,52%                     | 18                 | 42,86%               | 85                   | 1,04%                     |
| <b>PU TTL</b>   | <b>1.213</b>      | <b>16,21%</b>             | <b>1.347</b>      | <b>16,57%</b>             | <b>-134</b>        | <b>-9,95%</b>        | <b>1.247</b>         | <b>15,25%</b>             |
| Pick Up M/Full  | 739               | 9,87%                     | 699               | 8,60%                     | 40                 | 5,72%                | 797                  | 9,74%                     |
| P-Up Compact    | 474               | 6,33%                     | 648               | 7,97%                     | -174               | -26,85%              | 450                  | 5,50%                     |
| <b>SP TTL</b>   | <b>70</b>         | <b>0,94%</b>              | <b>57</b>         | <b>0,70%</b>              | <b>13</b>          | <b>22,81%</b>        | <b>73</b>            | <b>0,89%</b>              |
| Sport           | 27                | 0,36%                     | 25                | 0,31%                     | 2                  | 8,00%                | 34                   | 0,42%                     |
| Sport Prem      | 43                | 0,57%                     | 32                | 0,39%                     | 11                 | 34,38%               | 39                   | 0,48%                     |
| <b>SUV TTL</b>  | <b>4.913</b>      | <b>65,64%</b>             | <b>5.152</b>      | <b>63,39%</b>             | <b>-239</b>        | <b>-4,64%</b>        | <b>5.311</b>         | <b>64,93%</b>             |
| P-Up Compact    | 84                | 1,12%                     | 116               | 1,43%                     | -32                | -27,59%              | 84                   | 1,03%                     |
| SUV Compact     | 2.675             | 35,74%                    | 2.770             | 34,08%                    | -95                | -3,43%               | 2.792                | 34,14%                    |
| SUV Cpcat Prem  | 246               | 3,29%                     | 247               | 3,04%                     | -1                 | -0,40%               | 246                  | 3,01%                     |
| <b>Total</b>    | <b>7.485</b>      | <b>100,00%</b>            | <b>8.127</b>      | <b>100,00%</b>            | <b>-642</b>        | <b>-7,90%</b>        | <b>8.179</b>         | <b>100,00%</b>            |

PR Market Month

Year

201120172022

201220182023

201320192024

201420202025

201520212026

2016

Month

JanuaryMaySeptember

FebruaryJuneOctober

MarchJulyNovember

AprilAugustDecember

Fuel Type

Todas



| CB          | Total Units<br>PR TY | % Share<br>Total Units<br>PR | Total Units<br>PR LY | % Share Total<br>Units PR LY | Total Units<br>Var PR | Total Units PR %<br>Var |
|-------------|----------------------|------------------------------|----------------------|------------------------------|-----------------------|-------------------------|
| US          | 1.438                | 19,21%                       | 1.444                | 17,77%                       | -6                    | -0,42%                  |
| Chrysler    | 555                  | 7,41%                        | 452                  | 5,56%                        | 103                   | 22,79%                  |
| Ford        | 784                  | 10,47%                       | 875                  | 10,77%                       | -91                   | -10,40%                 |
| GM          | 87                   | 1,16%                        | 108                  | 1,33%                        | -21                   | -19,44%                 |
| Lincoln     | 12                   | 0,16%                        | 9                    | 0,11%                        | 3                     | 33,33%                  |
| KO          | 1.644                | 21,96%                       | 1.915                | 23,56%                       | -271                  | -14,15%                 |
| Genesis     | 25                   | 0,33%                        | 19                   | 0,23%                        | 6                     | 31,58%                  |
| Hyundai     | 912                  | 12,18%                       | 1.193                | 14,68%                       | -281                  | -23,55%                 |
| Kia         | 707                  | 9,45%                        | 703                  | 8,65%                        | 4                     | 0,57%                   |
| JA          | 3.826                | 51,12%                       | 4.180                | 51,43%                       | -354                  | -8,47%                  |
| Acura       | 47                   | 0,63%                        | 57                   | 0,70%                        | -10                   | -17,54%                 |
| Honda       | 356                  | 4,76%                        | 368                  | 4,53%                        | -12                   | -3,26%                  |
| Infiniti    | 24                   | 0,32%                        | 23                   | 0,28%                        | 1                     | 4,35%                   |
| Lexus       | 142                  | 1,90%                        | 141                  | 1,73%                        | 1                     | 0,71%                   |
| Mazda       | 135                  | 1,80%                        | 116                  | 1,43%                        | 19                    | 16,38%                  |
| Mitsubishi  | 514                  | 6,87%                        | 521                  | 6,41%                        | -7                    | -1,34%                  |
| Nissan      | 304                  | 4,06%                        | 484                  | 5,96%                        | -180                  | -37,19%                 |
| Subaru      | 18                   | 0,24%                        | 20                   | 0,25%                        | -2                    | -10,00%                 |
| Toyota      | 2.286                | 30,54%                       | 2.450                | 30,15%                       | -164                  | -6,69%                  |
| EU          | 577                  | 7,71%                        | 588                  | 7,24%                        | -11                   | -1,87%                  |
| Audi        | 25                   | 0,33%                        | 37                   | 0,46%                        | -12                   | -32,43%                 |
| BMW         | 189                  | 2,53%                        | 172                  | 2,12%                        | 17                    | 9,88%                   |
| Lamborghini | 3                    | 0,04%                        | 5                    | 0,06%                        | -2                    | -40,00%                 |
| LandRover   | 28                   | 0,37%                        | 40                   | 0,49%                        | -12                   | -30,00%                 |
| Mercedes    | 157                  | 2,10%                        | 181                  | 2,23%                        | -24                   | -13,26%                 |
| Mini        | 44                   | 0,59%                        | 48                   | 0,59%                        | -4                    | -8,33%                  |
| Total       | 7.485                | 100,00%                      | 8.127                | 100,00%                      | -642                  | -7,90%                  |

|         |       |         |       |         |      |        |
|---------|-------|---------|-------|---------|------|--------|
| Mini    | 44    | 0,59%   | 48    | 0,59%   | -4   | -8,33% |
| Porsche | 28    | 0,37%   | 23    | 0,28%   | 5    | 21,74% |
| Volvo   | 49    | 0,65%   | 26    | 0,32%   | 23   | 88,46% |
| VW      | 54    | 0,72%   | 56    | 0,69%   | -2   | -3,57% |
| Total   | 7.485 | 100,00% | 8.127 | 100,00% | -642 | -7,90% |

PR Market YTD

Year

2011

2017

2022

2012

2018

2023

2013

2019

2024

2014

2020

2025

2015

2021

2026

2016

Month

January

May

September

February

June

October

March

July

November

April

August

December

Fuel Type

Todas

GUIA

Grupo Unida de Representantes de Automóviles

| CB         | Total Units<br>PR TY | % Share<br>Total Units<br>PR | Total Units<br>PR LY | % Share<br>Total Units<br>PR LY | Total Units<br>Var PR | Total Units PR %<br>Var |
|------------|----------------------|------------------------------|----------------------|---------------------------------|-----------------------|-------------------------|
| US         | 11.143               | 17,38%                       | 12.188               | 16,37%                          | -1.045                | -8,57%                  |
| Chrysler   | 4.327                | 6,75%                        | 4.572                | 6,14%                           | -245                  | -5,36%                  |
| Ford       | 5.906                | 9,21%                        | 6.456                | 8,67%                           | -550                  | -8,52%                  |
| GM         | 832                  | 1,30%                        | 1.064                | 1,43%                           | -232                  | -21,80%                 |
| Lincoln    | 78                   | 0,12%                        | 96                   | 0,13%                           | -18                   | -18,75%                 |
| KO         | 15.690               | 24,47%                       | 20.967               | 28,16%                          | -5.277                | -25,17%                 |
| Genesis    | 189                  | 0,29%                        | 182                  | 0,24%                           | 7                     | 3,85%                   |
| Hyundai    | 9.595                | 14,96%                       | 11.969               | 16,07%                          | -2.374                | -19,83%                 |
| Kia        | 5.906                | 9,21%                        | 8.816                | 11,84%                          | -2.910                | -33,01%                 |
| JA         | 32.472               | 50,64%                       | 36.315               | 48,77%                          | -3.843                | -10,58%                 |
| Acura      | 479                  | 0,75%                        | 457                  | 0,61%                           | 22                    | 4,81%                   |
| Honda      | 3.018                | 4,71%                        | 3.007                | 4,04%                           | 11                    | 0,37%                   |
| Infiniti   | 179                  | 0,28%                        | 212                  | 0,28%                           | -33                   | -15,57%                 |
| Lexus      | 1.134                | 1,77%                        | 1.193                | 1,60%                           | -59                   | -4,95%                  |
| Mazda      | 1.085                | 1,69%                        | 978                  | 1,31%                           | 107                   | 10,94%                  |
| Mitsubishi | 4.292                | 6,69%                        | 5.317                | 7,14%                           | -1.025                | -19,28%                 |
| Nissan     | 2.803                | 4,37%                        | 4.973                | 6,68%                           | -2.170                | -43,64%                 |
| Subaru     | 156                  | 0,24%                        | 192                  | 0,26%                           | -36                   | -18,75%                 |
| Toyota     | 19.326               | 30,14%                       | 19.986               | 26,84%                          | -660                  | -3,30%                  |
| EU         | 4.824                | 7,52%                        | 4.993                | 6,71%                           | -169                  | -3,38%                  |
| Alfa Romeo | 2                    | 0,00%                        | 2                    | 0,00%                           | 0                     | 0,00%                   |
| Audi       | 212                  | 0,33%                        | 319                  | 0,43%                           | -107                  | -33,54%                 |
| Bentley    | 4                    | 0,01%                        | 8                    | 0,01%                           | -4                    | -50,00%                 |
| BMW        | 1.708                | 2,66%                        | 1.568                | 2,11%                           | 140                   | 8,93%                   |
| Ferrari    | 4                    | 0,01%                        | 13                   | 0,02%                           | -9                    | -69,23%                 |
| Fiat       | 6                    | 0,01%                        | 2                    | 0,00%                           | 4                     | 200,00%                 |
| Total      | 64.129               | 100,00%                      | 74.463               | 100,00%                         | -10.334               | -13,88%                 |

|             |        |         |        |         |         |         |
|-------------|--------|---------|--------|---------|---------|---------|
| Fiat        | 6      | 0,01%   | 2      | 0,00%   | 4       | 200,00% |
| Lamborghini | 26     | 0,04%   | 17     | 0,02%   | 9       | 52,94%  |
| LandRover   | 195    | 0,30%   | 219    | 0,29%   | -24     | -10,96% |
| Maserati    |        |         | 1      | 0,00%   | -1      |         |
| Mercedes    | 1.138  | 1,77%   | 1.251  | 1,68%   | -113    | -9,03%  |
| Mini        | 357    | 0,56%   | 381    | 0,51%   | -24     | -6,30%  |
| Porsche     | 277    | 0,43%   | 311    | 0,42%   | -34     | -10,93% |
| Volvo       | 358    | 0,56%   | 267    | 0,36%   | 91      | 34,08%  |
| VW          | 537    | 0,84%   | 634    | 0,85%   | -97     | -15,30% |
| Total       | 64.129 | 100,00% | 74.463 | 100,00% | -10.334 | -13,88% |