

# ANUARIO | 2021

AUTOMOTOR



**CAVEM**

Cámara de Comercio Automotriz de Chile

*Conduciendo Futuro*





# CAVEM

Cámara de Comercio Automotriz de Chile

*Conduciendo Futuro*

## COMITÉ EDITORIAL

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**Cámara de Comercio Automotriz de Chile**

Anuario Automotor 2021 - Año XV

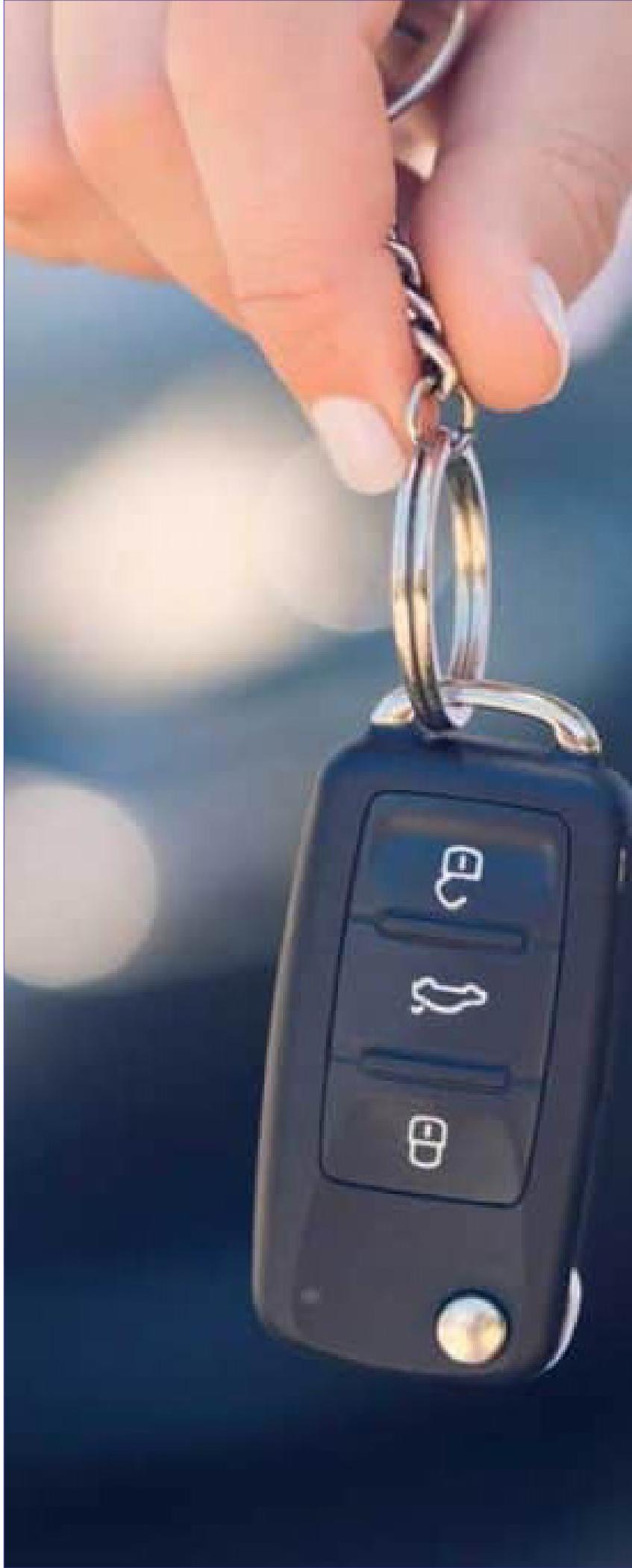
Desarrollado por CAVEM en Chile

Esta edición es DIGITAL



DEPARTAMENTO DE ESTUDIOS CAVEM A.G. 2021

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# CINCO DÉCADAS CONDUCIENDO FUTURO



*“Una decisión visionaria y osada para una época de incertidumbres, muy similar a la que nos acompaña en la actualidad. Esa iniciativa permitió construir una identidad propia, pavimentando un camino que nos hemos comprometido a mantener y fortalecer a través de nuestra frase corporativa que está en el ADN de Cavem: “conduciendo futuro””*

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Durante el año que culmina nuestra Cámara cumplió 50 años de vida al servicio del país y sus asociados. El 12 de noviembre de 1971, un selecto grupo de emprendedores optó por el camino del gremialismo para la defensa, respaldo y mutua colaboración en la actividad automotriz. Una decisión visionaria y osada para una época de incertidumbres, muy similar a la que nos acompaña en la actualidad. Esa iniciativa permitió construir una identidad propia, pavimentando un camino que nos hemos comprometido a mantener y fortalecer a través de nuestra frase corporativa que está en el ADN de Cavem: “conduciendo futuro”.

Hoy recordamos con mucho cariño a los forjadores de un proyecto de asociatividad y apoyo. Desde esa perspectiva entregamos nuestro sincero reconocimiento a sus 13 presidentes y 27 directorios que han conducido el crecimiento y progreso de la corporación. A todos ellos gracias por siempre.

En lo profesional y empresarial estimamos que hemos sorteado con éxito la adversidad, con un intenso dinamismo que se ha dado en un escenario completamente diferente al que teníamos. Y nuestro sector estuvo a la altura y respondió con empuje. Luego de un estallido social y una crisis sanitaria muy compleja, adoptamos nuevas modalidades de gestión tales como: teletrabajo, flexibilidad laboral, transformación digital, ventas on line y delivery, entre otros mecanismos de adaptación.

Un cambio de ruta que nos ha exigido liderazgos efectivos y adecuados al entorno actual; enmendando el rumbo, incorporando cambios profundos en los procesos internos y cultura organizacional para mantener una viabilidad productiva y comercial. En suma, durante este periodo ha surgido el rigor y la fortaleza propia de la inmensa mayoría de los empresarios: cuidar a su gente, a sus familias y a su emprendimiento; y continuar luchando en la primera línea del desarrollo económico y social del sector automotor.

En este balance debemos consignar que el mercado adquirió un fuerte dinamismo derivado principalmente por la demanda insatisfecha de unidades nuevas, exceso de liquidez de las familias y la natural aspiración para disponer de un transporte seguro y confiable. Así culmina un periodo marcado por un ajuste de expectativas al más alto nivel, tras alcanzar una cifra record con más de 1.420.000 automóviles seminuevos vendidos. Y para el próximo año, pese a las naturales tensiones que nos presenta el escenario político nacional, nuestros desafíos deberían apuntar hacia una permanente modernización de nuestros sistemas y procesos, acorde a la exigencia de los tiempos que se avecinan.

Qué duda cabe que por estos días nos enfrentamos a lo desconocido, por lo cual asumimos que desde el sector privado ya no basta con ser sólo económicamente rentable. Debemos cuidar el medio ambiente y promover un modelo de desarrollo sustentable con el entorno, reforzar nuestros estándares éticos y ser un aporte real para la comunidad que nos rodea. Para tal escenario Chile necesita líderes pragmáticos e innovadores.

Finalmente, invitamos a valorar y agradecer lo conseguido, manteniendo la esperanza y el optimismo en que la fortaleza gremial continuará siendo parte de nuestro sello corporativo, y en la convicción que continuaremos conduciendo futuro por los próximos 50 años.

Cordialmente



**MARTÍN BRESCIANI DURÁN**  
Presidente

| VARIACIÓN PIB (%) | AÑO 2021- TRIMESTRE |      |      |      | AÑO   |
|-------------------|---------------------|------|------|------|-------|
|                   | I                   | II   | III  | IV   |       |
|                   | 1,7%                | 4,3% | 1,5% | 3,7% | 11,7% |

Fuente: BANCO CENTRAL

Impulsado por una fuerte respuesta fiscal, el PIB de Chile creció un 11,7% en 2021, hecho que lo dejó por sobre del promedio latinoamericano que es cercano al 6,3%, una de las recuperaciones más rápidas del mundo. El crecimiento fue impulsado por el consumo, alimentado por retiros de fondos de pensiones y apoyo fiscal directo que alcanzó 9% del PIB. También contribuyó a la rápida normalización de la actividad económica con una de las tasas de vacunación, contra el COVID19, más rápidas del mundo.

Sin embargo, la recuperación del mercado laboral ha sido más lenta de lo esperado, ya que solo el 60 % de los empleos perdidos en 2020 se recuperaron en 2021. La inflación se elevó a 7,2%, casi el doble de lo normal en Chile, esto se explica: por fuertes presiones por el lado de la demanda, aumentos en los precios de las materias primas, interrupciones en los suministros y la depreciación del peso.

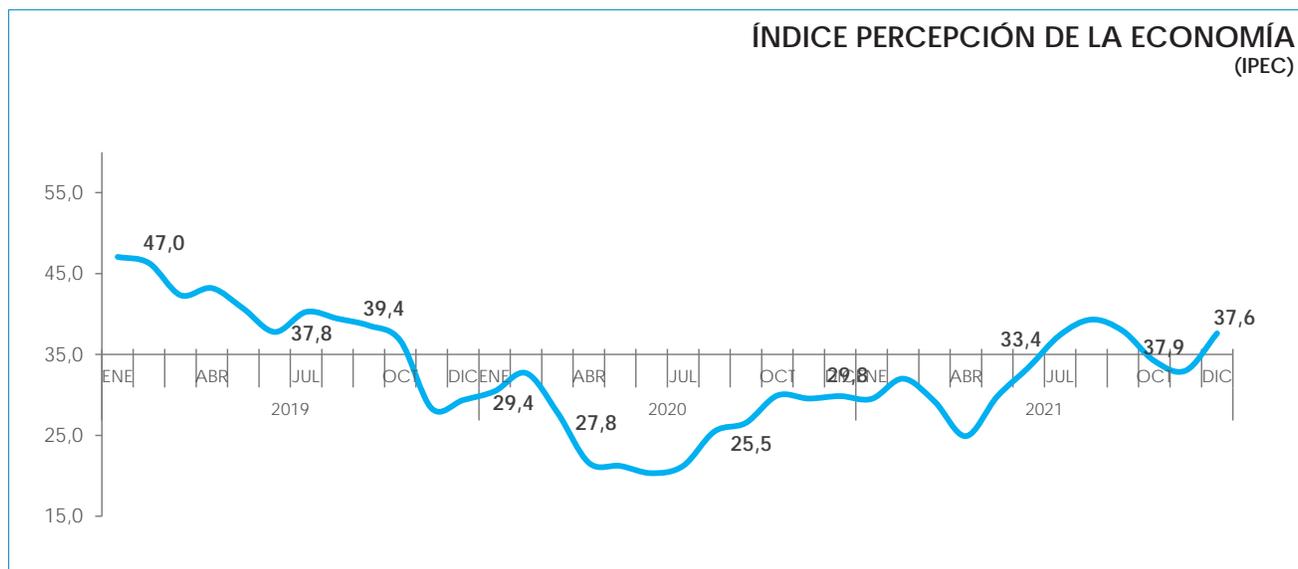
A pesar de la recuperación de los ingresos, el déficit fiscal alcanzó el 7,7 % del PIB en 2021 debido al elevado gasto público. A pesar del uso intensivo de los fondos de ahorro público, la deuda pública alcanzó el 37% del PIB, la más alta en tres décadas.

En ese contexto, el Banco Central dijo que la demanda interna creció 21,6% en 2021, mientras que el consumo total se expandió 18,2%. Solo el consumo de los hogares chilenos se expandió a un vertiginoso 20,3%.

El crecimiento del consumo, según el Banco Central, fue en gran parte explicado por un mayor gasto en servicios -restaurantes y hoteles y salud- y en bienes no durables -vestuario y alimentos-.

En menor medida, el gasto en bienes durables también aportó al crecimiento, en particular en automóviles y productos tecnológicos. El consumo del gobierno también aumentó, destacando los mayores servicios de educación pública, en línea con el aumento de la cobertura de las clases virtuales y el regreso paulatino a clases presenciales.

El crecimiento del consumo, no obstante, se estancó en el cuarto trimestre con una expansión de 15%, inferior al 23,3% del trimestre inmediatamente anterior. Esta desaceleración es coherente con el inicio del ciclo de alza de tasas por parte del Banco Central en su esfuerzo por controlar la inflación.

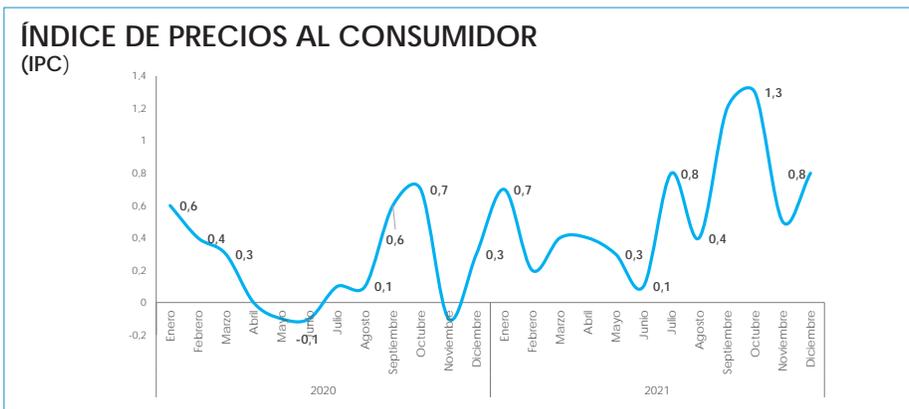


Fuente: BANCO CENTRAL



Fuente: BANCO CENTRAL

El dolar presentó un alza moderada durante el segundo semestre del año, este presentó su mayor alza en diciembre llegando a los 849,1 pesos, explicado por el aumento del consumo.

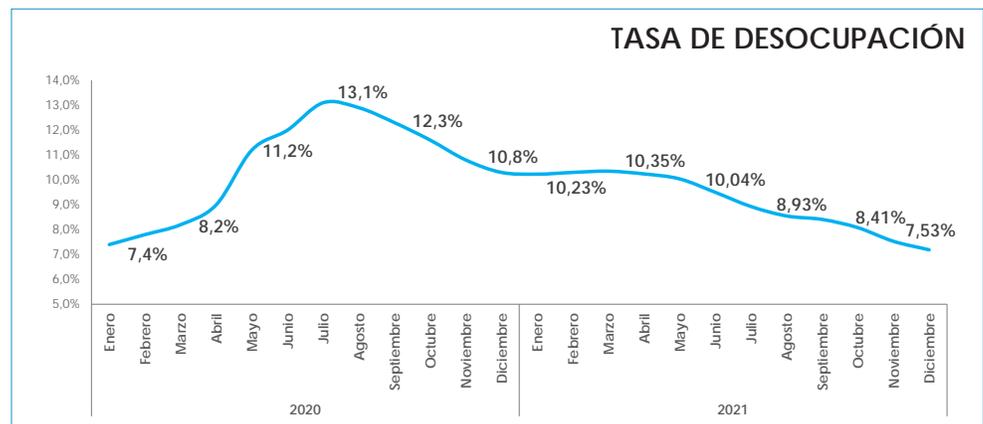


La inflación en Chile anotó una potente alza anual de 7,2%, la más alta desde 2007 (7,8%), que se ubicó muy por sobre la meta del Banco Central (3%), la que había logrado a cabalidad en 2019 y 2020.

Diez de las doce divisiones que conforman la canasta del IPC aportaron incidencias positivas en la variación mensual del índice y dos presentaron incidencias negativas.

La tasa de desocupación en el país alcanzó el 7,53% en el cierre del 2021, se observa que la cifra significó una caída de 2,8 puntos porcentuales en 12 meses.

Esta disminución se explica por el alza de un 4,1% de la fuerza de trabajo.



Fuente: BANCO CENTRAL, INE, SII

# AUTOFIN

TU FINANCIAMIENTO AUTOMOTRIZ

EN AUTOFIN SEGUIMOS INNOVANDO  
Y AVANZANDO HACIA LA  
**TRANSFORMACIÓN DIGITAL,**  
LO QUE NOS HACE UN GRAN ALIADO  
PARA TU CONCESIONARIO.

TENEMOS PARA TI SOLUCIONES  
TECNOLÓGICAS ENFOCADAS EN LA  
**AUTOATENCIÓN, OMNICALIDAD**  
Y GESTIÓN DEL CLIENTE.



**AUTOATENCIÓN**



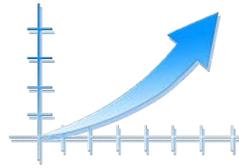
**GESTIÓN  
DEL CLIENTE**



**OMNICALIDAD**



422.251

PATENTAMIENTOS LIVIANOS Y  
MEDIANOS

64,5%

SANTIAGO CAPITAL

19.678.363 POBLACIÓN

Síntesis de Estimaciones y Proyecciones de la  
Población de Chile 2002-2035 del INE

1.429.335

TRANSFERENCIAS LIVIANOS Y  
MEDIANOS

42,2%

3,22

TASA DE MOTORIZACIÓN

11,7% VARIACIÓN  
PIB

6.102.351

PARQUE AUTOMOTOR



PESO MONEDA

\$ 849,1

TIPO DE CAMBIO



| REGIÓN                | PRIMERAS | TRANSFERENCIAS | RAZÓN<br>(Usado/Nuevo) |
|-----------------------|----------|----------------|------------------------|
| XV Arica y Parinacota | 1.402    | 22.682         | 16,18                  |
| I Tarapacá            | 2.878    | 27.725         | 9,63                   |
| II Antofagasta        | 5.832    | 25.243         | 4,33                   |
| III Atacama           | 2.552    | 18.785         | 7,36                   |
| IV Coquimbo           | 5.780    | 41.625         | 7,20                   |
| V Valparaíso          | 22.856   | 103.243        | 4,52                   |
| RM Metropolitana      | 316.091  | 667.155        | 2,11                   |
| VI O'Higgins          | 13.694   | 71.518         | 5,22                   |
| VII Maule             | 6.943    | 89.889         | 12,95                  |
| XVI Ñuble             | 4.866    | 43.180         | 8,87                   |
| VIII Bio-Bio          | 9.992    | 110.632        | 11,07                  |
| IX Araucanía          | 7.726    | 72.013         | 9,32                   |
| XIV Los Ríos          | 3.138    | 28.483         | 9,08                   |
| X Los Lagos           | 13.012   | 74.521         | 5,73                   |
| XI Aysén              | 1.930    | 10.234         | 5,30                   |
| XII Magallanes        | 3.559    | 22.407         | 6,30                   |
| TOTAL                 | 422.251  | 1.429.335      | 3,39                   |

Fuente: ELABORACIÓN PROPIA

# ARGENTINA



|         |                |            |            |
|---------|----------------|------------|------------|
| CAPITAL | BUENOS AIRES   | POBLACIÓN  | 45.605.822 |
| MONEDA  | PESO ARGENTINO | DÓLAR/PESO | 122,46     |
| VENTA   | 381.777        | VARIACIÓN  | 11,5%      |

# BRASIL



|         |           |            |             |
|---------|-----------|------------|-------------|
| CAPITAL | BRASILIA  | POBLACIÓN  | 213.993.441 |
| MONEDA  | REAL      | DÓLAR/REAL | 5,120       |
| VENTA   | 1.557.957 | VARIACIÓN  | -3,6%       |

# COLOMBIA



|         |                 |            |            |
|---------|-----------------|------------|------------|
| CAPITAL | BOGOTÁ          | POBLACIÓN  | 51.265.841 |
| MONEDA  | PESO COLOMBIANO | DÓLAR/PESO | 3.963,43   |
| VENTA   | 250.497         | VARIACIÓN  | 32,8%      |

# ECUADOR



|         |            |           |            |
|---------|------------|-----------|------------|
| CAPITAL | QUITO      | POBLACIÓN | 17.888.474 |
| MONEDA  | DÓLAR EEUU | DÓLAR     | 24.753,71  |
| VENTA   | 119.316    | VARIACIÓN | 39,0%      |

# MÉXICO



|         |                  |            |             |
|---------|------------------|------------|-------------|
| CAPITAL | CIUDAD DE MÉXICO | POBLACIÓN  | 130.262.220 |
| MONEDA  | PESO MEXICANO    | DÓLAR/PESO | 20,63       |
| VENTA   | 1.014.680        | VARIACIÓN  | 6,8%        |

# PARAGUAY



|         |          |               |           |
|---------|----------|---------------|-----------|
| CAPITAL | ASUNCIÓN | POBLACIÓN     | 7.219.641 |
| MONEDA  | GUARANI  | DÓLAR/GUARANI | 6.873,08  |
| VENTA   | 27.910   | VARIACIÓN     | 26,9%     |

# PERÚ



|         |                   |           |            |
|---------|-------------------|-----------|------------|
| CAPITAL | LIMA              | POBLACIÓN | 33.359.415 |
| MONEDA  | NUEVO SOL PERUANO | DÓLAR/SOL | 3,780      |
| VENTA   | 157.100           | VARIACIÓN | 40,0%      |

# URUGUAY



|         |               |            |           |
|---------|---------------|------------|-----------|
| CAPITAL | MONTEVIDEO    | POBLACIÓN  | 3.485.152 |
| MONEDA  | PESO URUGUAYO | DÓLAR/PESO | 39,59     |
| VENTA   | 48.823        | VARIACIÓN  | 41,4%     |

# USA



|         |               |           |             |
|---------|---------------|-----------|-------------|
| CAPITAL | WASHINGTON DC | POBLACIÓN | 333.915.073 |
| MONEDA  | DÓLAR         | DÓLAR     | -           |
| VENTA   | 15.060.287    | VARIACIÓN | 3,3%        |

# VENEZUELA



|         |         |               |            |
|---------|---------|---------------|------------|
| CAPITAL | CARACAS | POBLACIÓN     | 28.704.947 |
| MONEDA  | DÓLAR   | DÓLAR/BOLIVAR | 248.803,1  |
| VENTA   | 1.886   | VARIACIÓN     | 50%        |

Nota 1: Tipo de cambio a diciembre 2021

Nota 2: Venta: indica venta de vehículos livianos nuevos.

Nota 3: Variación: indica la variación anual en venta.

La Cámara de Comercio Automotriz de Chile, CAVEM A. G., presenta la décimoquinta edición de su Anuario Estadístico Automotor, un estudio especializado que da cuenta de la evolución y desarrollo de la industria automotriz durante el año.

Gracias a la información emanada del Servicio de Registro Civil e Identificación, hemos recopilado los datos de los patentamientos efectivos de vehículos livianos y medianos nuevos realizados durante el periodo, como asimismo las transferencias de los livianos y medianos usados.

El Anuario Estadístico consta de ocho capítulos:

- Mercado Automotor Americano
- Mercado Global
- Livianos y Medianos Nuevos
- Camiones Nuevos
- Livianos y Medianos Usados
- Camiones Usados
- Motorización
- Agenda Gremial de la Cámara de Comercio Automotriz.

## FUENTES



ALADDA



BANCO CENTRAL DE CHILE



SERVICIO DE REGISTRO CIVIL E IDENTIFICACIÓN



UNITED NATIONS  
DESA POPULATION DIVISION



INSTITUTO NACIONAL DE ESTADÍSTICAS

# MERCADO GLOBAL





# MERCADO GLOBAL

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|                                  |    |
|----------------------------------|----|
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| MERCADO GLOBAL - SEGMENTO USADOS | 21 |

1.921.104  
UNIDADES

47,3%



El 2021 presentó un alza en el mercado automotor chileno, en livianos y medianos nuevos y usados, camiones nuevos y usados.

En la venta global, se comercializaron un total de 1.921.104 unidades, cifra que representa un alza a del 47,3% en comparación al 2020. Volviendo a la tendencia al alza que venía presentando desde el año 2016. Que fué interrumpida por los efectos de la pandemia del COVID 19 el año 2020.

El mercado de los vehículos cero kilometros fue el que mas creció, especialmente desde el segundo semestre en que se levantan las cuarentenas y se flexibilizan las medidas por la pandemia.

Los vehículos livianos y medianos nuevos alcanzaron las 422.251 unidades correspondiente un aumento del 64,5% en comparación al 2020. Por su parte en el mercado de camiones cero kilómetros, se inscribieron 17.296 unidades, significando un alza del 70,2%.

El mercado de los livianos y medianos usados creció en este 2021, transfiriéndose 1.429.335 unidades, lo cual corresponde a una variación anual del 42,2%. Por su parte el mercado de camiones de segunda mano presento un aumento en sus transferencias de 52.222 unidades lo representa una variación anual del 59,4%.

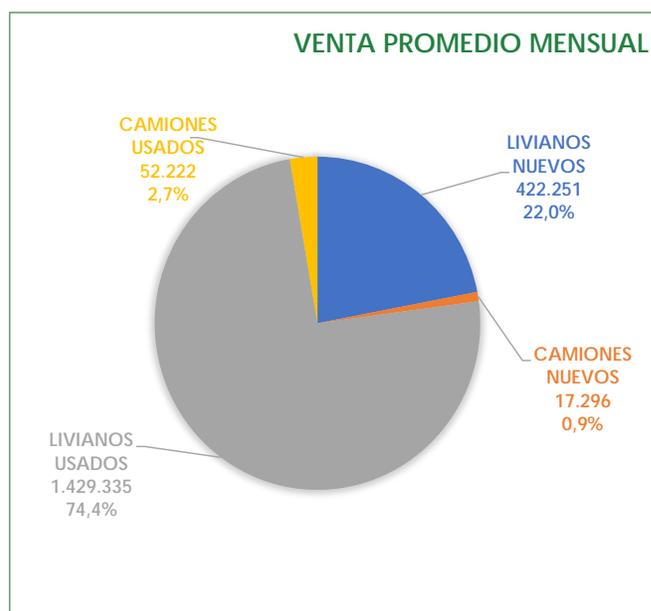
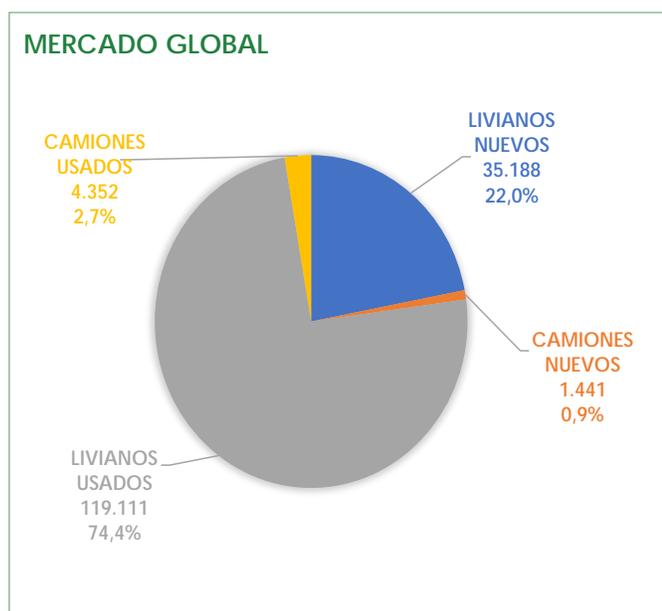
VENTA GLOBAL

| TRIMESTRE     | 2020             | 2021             | VARIACIÓN ANUAL |
|---------------|------------------|------------------|-----------------|
| I             | 298.507          | 501.752          | 68,1%           |
| II            | 149.772          | 447.271          | 198,6%          |
| III           | 349.290          | 511.058          | 46,3%           |
| IV            | 506.977          | 461.023          | -9,1%           |
| <b>GLOBAL</b> | <b>1.304.546</b> | <b>1.921.104</b> | <b>47,3%</b>    |

| MES          | AÑO              |                  | VARIACIÓN (%) |
|--------------|------------------|------------------|---------------|
|              | 2020             | 2021             |               |
| Enero        | 128.887          | 171.564          | 33,1%         |
| Febrero      | 90.544           | 151.993          | 67,9%         |
| Marzo        | 79.076           | 178.195          | 125,3%        |
| Abril        | 42.797           | 134.353          | 213,9%        |
| Mayo         | 50.392           | 148.658          | 195,0%        |
| Junio        | 56.583           | 164.260          | 190,3%        |
| Julio        | 68.620           | 167.599          | 144,2%        |
| Agosto       | 114.044          | 179.020          | 57,0%         |
| Septiembre   | 166.626          | 164.439          | -1,3%         |
| Octubre      | 179.149          | 153.712          | -14,2%        |
| Noviembre    | 168.977          | 156.835          | -7,2%         |
| Diciembre    | 158.851          | 150.476          | -5,3%         |
| <b>TOTAL</b> | <b>1.304.546</b> | <b>1.921.104</b> | <b>47,3%</b>  |

## LIVIANOS Y MEDIANOS (L y M) NUEVOS Y USADOS - CAMIONES NUEVOS Y USADOS

| MES                     | L y M NUEVOS   | CAMIONES NUEVOS | L y M USADOS     | CAMIONES USADOS | VENTA GLOBAL     |
|-------------------------|----------------|-----------------|------------------|-----------------|------------------|
| ENERO                   | 25.386         | 1.208           | 141.237          | 3.733           | 171.564          |
| FEBRERO                 | 25.039         | 1.052           | 122.106          | 3.796           | 151.993          |
| MARZO                   | 33.356         | 1.343           | 138.529          | 4.967           | 178.195          |
| ABRIL                   | 27.873         | 1.346           | 100.932          | 4.202           | 134.353          |
| MAYO                    | 34.544         | 1.325           | 108.586          | 4.203           | 148.658          |
| JUNIO                   | 35.897         | 1.361           | 122.808          | 4.194           | 164.260          |
| JULIO                   | 38.828         | 1.503           | 122.530          | 4.738           | 167.599          |
| AGOSTO                  | 38.336         | 1.363           | 134.099          | 5.222           | 179.020          |
| SEPTIEMBRE              | 43.058         | 1.555           | 115.362          | 4.464           | 164.439          |
| OCTUBRE                 | 39.193         | 1.717           | 108.555          | 4.247           | 153.712          |
| NOVIEMBRE               | 39.491         | 1.757           | 111.193          | 4.394           | 156.835          |
| DICIEMBRE               | 41.250         | 1.766           | 103.398          | 4.062           | 150.476          |
| <b>AÑO 2021</b>         | <b>422.251</b> | <b>17.296</b>   | <b>1.429.335</b> | <b>52.222</b>   | <b>1.921.104</b> |
| <b>AÑO 2020</b>         | <b>256.651</b> | <b>10.163</b>   | <b>1.004.977</b> | <b>32.755</b>   | <b>1.304.546</b> |
| <b>VENTA PROM. 2020</b> | <b>35.188</b>  | <b>1.441</b>    | <b>119.111</b>   | <b>4.352</b>    | <b>160.092</b>   |



|                   | ENERO  | FEBRERO | MARZO   | ABRIL   | MAYO    | JUNIO   | JULIO   | AGOSTO  | SEPTIEMBRE | OCTUBRE | NOVIEMBRE | DICIEMBRE | VENTA ANUAL |
|-------------------|--------|---------|---------|---------|---------|---------|---------|---------|------------|---------|-----------|-----------|-------------|
| <b>AÑO 2019</b>   | 01.320 | 109.164 | 127.638 | 125.072 | 19.982  | 114.375 | 121.507 | 124.297 | 106.589    | 108.664 | 101.493   | 116.408   | 1.376.509   |
| <b>AÑO 2020</b>   | 28.887 | 90.544  | 79.076  | 42.797  | 50.392  | 56.583  | 68.620  | 114.044 | 166.626    | 179.149 | 168.977   | 158.851   | 1.304.546   |
| <b>AÑO 2021</b>   | 71.564 | 151.993 | 178.195 | 134.353 | 148.658 | 164.260 | 167.599 | 179.020 | 164.439    | 153.712 | 156.835   | 150.476   | 1.921.104   |
| <b>VAR. 19-20</b> | 27,2%  | -17,1%  | -38,0%  | -65,8%  | -58,0%  | -50,5%  | -43,5%  | -8,2%   | 56,3%      | 64,9%   | 66,5%     | 36,5%     | -5,2%       |
| <b>VAR. 20-21</b> | 33,11% | 67,9%   | 125,3%  | 213,9%  | 195,0%  | 190,3%  | 144,2%  | 57,0%   | -1,3%      | -14,2%  | -7,2%     | -5,3%     | 47,3%       |
| <b>VAR. 19-21</b> | 69,3%  | 39,2%   | 39,6%   | 7,4%    | 23,9%   | 43,6%   | 37,9%   | 44,0%   | 54,3%      | 41,5%   | 54,5%     | 29,3%     | 39,6%       |

# EVOLUCIÓN 2011 - 2021

| SEGMENTO               | 2011           | 2012             | 2013             | 2014             | 2015             | 2016             | 2017             | 2018             | 2019             | 2020             | 2021             |
|------------------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>L Y M NUEVOS</b>    | 321.130        | 325.137          | 367.038          | 317.869          | 272.860          | 294.952          | 348.287          | 400.300          | 355.442          | 256.651          | 422.251          |
| VARIACIÓN ANUAL        | 21,2%          | 1,2%             | 12,9%            | -13,4%           | -14,2%           | 8,1%             | 18,1%            | 14,9%            | -11,2%           | -11,2%           | 64,5%            |
| <b>CAMIONES NUEVOS</b> | 17.589         | 7.319            | 12.358           | 10.957           | 12.221           | 7.817            | 11.228           | 12.423           | 11.622           | 10.163           | 17.296           |
| VARIACIÓN ANUAL        | 58,2%          | -58,4%           | 68,8%            | -11,3%           | 11,5%            | -36,0%           | 43,6%            | 10,6%            | -6,4%            | -6,4%            | 70,2%            |
| <b>L Y M USADOS</b>    | 609.557        | 748.534          | 789.262          | 889.671          | 877.004          | 1.003.040        | 974.513          | 996.833          | 975.805          | 1.004.977        | 1.429.335        |
| VARIACIÓN ANUAL        | -3,5%          | 22,8%            | 5,4%             | 12,7%            | -1,4%            | 14,4%            | -2,8%            | 2,3%             | -2,1%            | -2,1%            | 42,2%            |
| <b>CAMIONES USADOS</b> | 25.824         | 42.421           | 33.092           | 34.355           | 34.016           | 41.728           | 35.229           | 36.137           | 33.640           | 32.755           | 52.222           |
| VARIACIÓN ANUAL        | -1,2%          | 64,3%            | -22,0%           | 3,8%             | -1,0%            | 22,7%            | -15,6%           | 2,6%             | -6,9%            | -6,9%            | 59,4%            |
| <b>MERCADO GLOBAL</b>  | <b>974.100</b> | <b>1.123.411</b> | <b>1.201.750</b> | <b>1.252.852</b> | <b>1.196.101</b> | <b>1.347.537</b> | <b>1.369.257</b> | <b>1.445.693</b> | <b>1.376.509</b> | <b>1.304.546</b> | <b>1.921.104</b> |
| VARIACIÓN ANUAL        | 19,9%          | 4,3%             | 15,3%            | 7,0%             | 4,3%             | -4,5%            | 12,7%            | 1,6%             | 5,6%             | -4,8%            | 47,3%            |

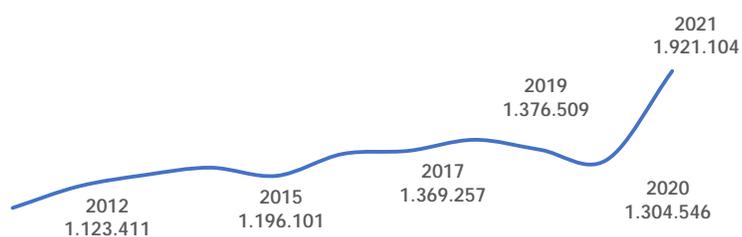
| MERCADO         | 2011           | 2012           | 2013           | 2014           | 2015           | 2016             | 2017             | 2018             | 2019             | 2020             | 2021             |
|-----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>NUEVOS</b>   | <b>338.719</b> | <b>332.456</b> | <b>379.396</b> | <b>328.826</b> | <b>285.081</b> | <b>302.769</b>   | <b>359.515</b>   | <b>412.723</b>   | <b>367.064</b>   | <b>266.814</b>   | <b>439.547</b>   |
| VARIACIÓN ANUAL | 58,1%          | 22,6%          | -1,8%          | 14,1%          | -13,3%         | -13,3%           | 6,2%             | 18,7%            | 14,8%            | -27,3%           | 64,7%            |
| <b>USADOS</b>   | <b>635.381</b> | <b>790.955</b> | <b>822.354</b> | <b>924.026</b> | <b>911.020</b> | <b>1.044.768</b> | <b>1.009.742</b> | <b>1.032.970</b> | <b>1.009.445</b> | <b>1.037.732</b> | <b>1.481.557</b> |
| VARIACIÓN ANUAL | 8,8%           | -3,4%          | 24,5%          | 4,0%           | 12,4%          | -1,4%            | 14,7%            | -3,4%            | 2,3%             | 2,8%             | 42,8%            |

## EVOLUCIÓN (10 AÑOS)

| AÑO  | VENTA GLOBAL | %     |
|------|--------------|-------|
| 2011 | 974.100      | 4,3%  |
| 2012 | 1.123.411    | 15,3% |
| 2013 | 1.201.750    | 7,0%  |
| 2014 | 1.252.852    | 4,3%  |
| 2015 | 1.196.101    | -4,5% |
| 2016 | 1.347.537    | 12,7% |
| 2017 | 1.369.257    | 1,6%  |
| 2018 | 1.445.693    | 5,6%  |
| 2019 | 1.376.509    | -4,8% |
| 2020 | 1.304.546    | -5,2% |
| 2021 | 1.921.104    | 47,3% |

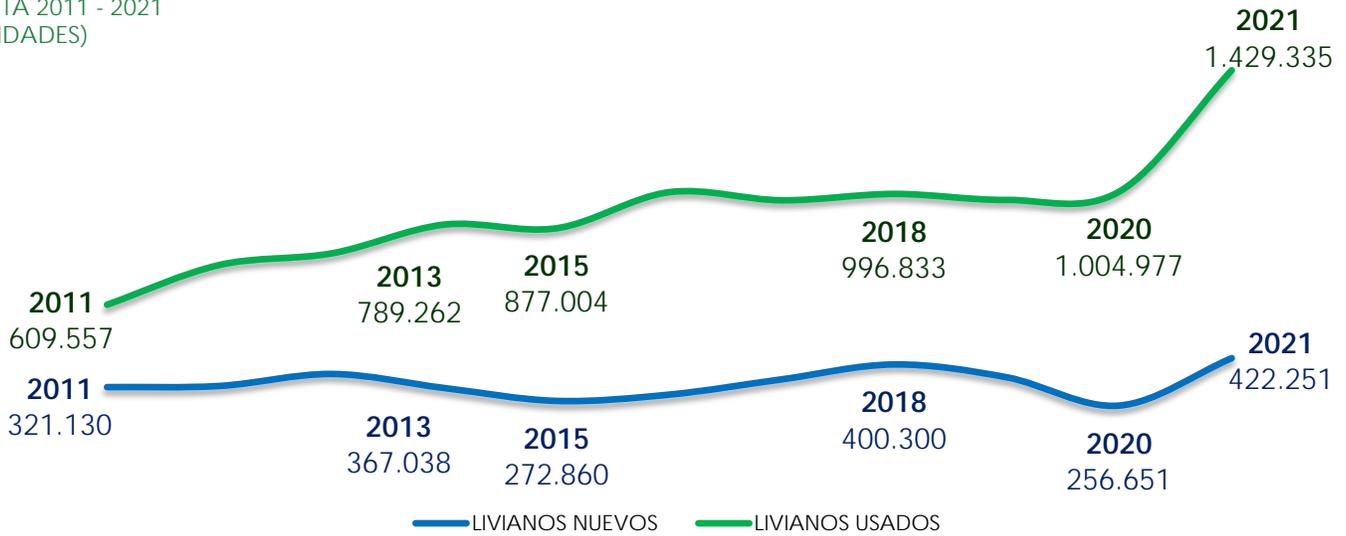
## EVOLUCIÓN MERCADO GLOBAL

VENTA 2011 - 2021  
(UNIDADES)



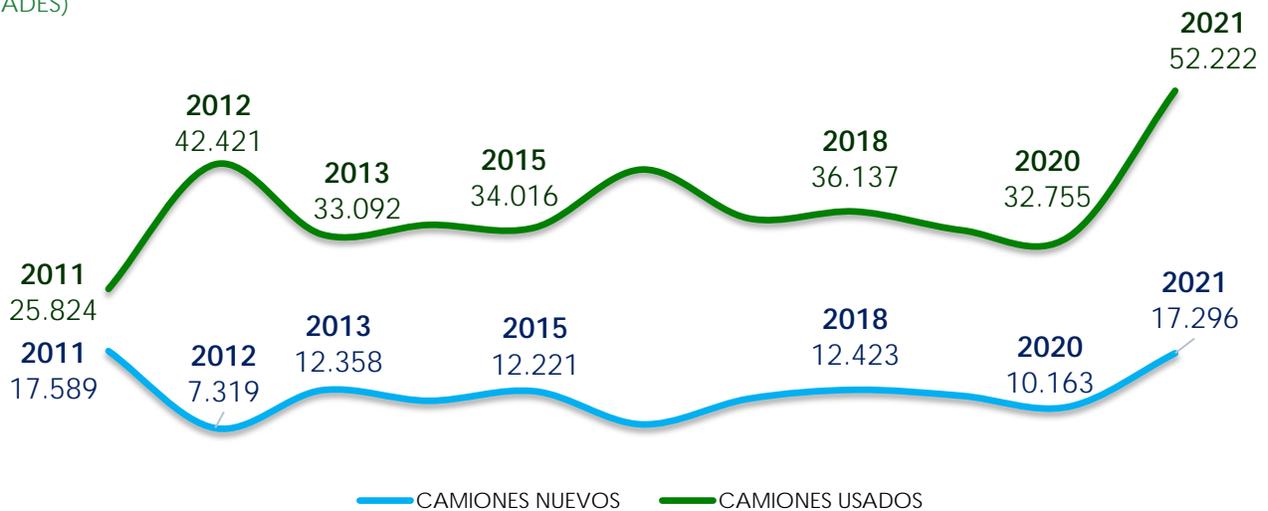
## EVOLUCIÓN LIVIANOS Y MEDIANOS

VENTA 2011 - 2021  
(UNIDADES)



## EVOLUCIÓN CAMIONES

VENTA 2011 - 2021  
(UNIDADES)



# MERCADO GLOBAL - SEGMENTO NUEVOS

## LIVIANOS Y MEDIANOS NUEVOS

| MES                | AÑO            |                | VARIACIÓN (%) | TRIMESTRE | AÑO    |         | VARIACIÓN (%) | AÑO         | VENTA          |
|--------------------|----------------|----------------|---------------|-----------|--------|---------|---------------|-------------|----------------|
|                    | 2020           | 2021           |               |           | 2020   | 2021    |               |             |                |
| Enero              | 30.597         | 25.386         | -17,0%        |           |        |         |               | 2011        | 321.130        |
| Febrero            | 23.119         | 25.039         | 8,3%          | I         | 72.850 | 83.781  | 15,0%         | 2012        | 325.137        |
| Marzo              | 19.134         | 33.356         | 74,3%         |           |        |         |               | 2013        | 367.038        |
| Abril              | 8.930          | 27.873         | 212,1%        |           |        |         |               | 2014        | 317.869        |
| Mayo               | 8.691          | 34.544         | 297,5%        | II        | 26.675 | 98.314  | 268,6%        | 2015        | 272.860        |
| Junio              | 9.054          | 35.897         | 296,5%        |           |        |         |               | 2016        | 294.952        |
| Julio              | 11.518         | 38.828         | 237,1%        |           |        |         |               | 2017        | 348.287        |
| Agosto             | 19.206         | 38.336         | 99,6%         | III       | 62.760 | 120.222 | 91,6%         | 2018        | 400.300        |
| Septiembre         | 32.036         | 43.058         | 34,4%         |           |        |         |               | 2019        | 355.442        |
| Octubre            | 36.391         | 39.193         | 7,7%          |           |        |         |               | 2020        | 256.651        |
| Noviembre          | 29.714         | 39.491         | 32,9%         | IV        | 94.366 | 119.934 | 27,1%         | <b>2021</b> | <b>422.251</b> |
| Diciembre          | 28.261         | 41.250         | 46,0%         |           |        |         |               |             |                |
| <b>Venta Anual</b> | <b>256.651</b> | <b>422.251</b> | <b>64,5%</b>  |           |        |         |               |             |                |

## CAMIONES NUEVOS

| MES                | AÑO           |               | VARIACIÓN (%) | TRIMESTRE | AÑO   |       | VARIACIÓN (%) | AÑO         | VENTA         |
|--------------------|---------------|---------------|---------------|-----------|-------|-------|---------------|-------------|---------------|
|                    | 2020          | 2021          |               |           | 2020  | 2021  |               |             |               |
| Enero              | 1.072         | 1.208         | 12,7%         |           |       |       |               | 2011        | 17.589        |
| Febrero            | 627           | 1.052         | 67,8%         | I         | 2.346 | 3.603 | 53,6%         | 2012        | 7.319         |
| Marzo              | 647           | 1.343         | 107,6%        |           |       |       |               | 2013        | 12.358        |
| Abril              | 496           | 1.346         | 171,4%        |           |       |       |               | 2014        | 10.957        |
| Mayo               | 600           | 1.325         | 120,8%        | II        | 1.714 | 4.032 | 135,2%        | 2015        | 12.221        |
| Junio              | 618           | 1.361         | 120,2%        |           |       |       |               | 2016        | 7.817         |
| Julio              | 767           | 1.503         | 96,0%         |           |       |       |               | 2017        | 11.228        |
| Agosto             | 769           | 1.363         | 77,2%         | III       | 2.542 | 4.421 | 73,9%         | 2018        | 12.423        |
| Septiembre         | 1.006         | 1.555         | 54,6%         |           |       |       |               | 2019        | 11.622        |
| Octubre            | 1.300         | 1.717         | 32,1%         |           |       |       |               | 2020        | 10.163        |
| Noviembre          | 1.139         | 1.757         | 54,3%         | IV        | 3.561 | 5.240 | 47,1%         | <b>2021</b> | <b>17.296</b> |
| Diciembre          | 1.122         | 1.766         | 57,4%         |           |       |       |               |             |               |
| <b>Venta Anual</b> | <b>10.163</b> | <b>17.296</b> | <b>70,2%</b>  |           |       |       |               |             |               |

## LIVIANOS Y MEDIANOS USADOS

| AÑO  | VENTA     | MES                | AÑO              |                  | VARIACIÓN (%) | TRIMESTRE | AÑO     |         | VARIACIÓN (%) |
|------|-----------|--------------------|------------------|------------------|---------------|-----------|---------|---------|---------------|
|      |           |                    | 2020             | 2021             |               |           | 2020    | 2021    |               |
| 2011 | 609.557   | Enero              | 94.274           | 141.237          | 49,8%         |           |         |         |               |
| 2012 | 748.534   | Febrero            | 65.399           | 122.106          | 86,7%         | I         | 217.068 | 401.872 | 85,1%         |
| 2013 | 789.262   | Marzo              | 57.395           | 138.529          | 141,4%        |           |         |         |               |
| 2014 | 889.671   | Abril              | 32.177           | 100.932          | 213,7%        |           |         |         |               |
| 2015 | 877.004   | Mayo               | 39.455           | 108.586          | 175,2%        | II        | 116.303 | 332.326 | 185,7%        |
| 2016 | 1.003.040 | Junio              | 44.671           | 122.808          | 174,9%        |           |         |         |               |
| 2017 | 974.513   | Julio              | 53.596           | 122.530          | 128,6%        |           |         |         |               |
| 2018 | 996.833   | Agosto             | 91.041           | 134.099          | 47,3%         | III       | 274.705 | 371.991 | 35,4%         |
| 2019 | 975.805   | Septiembre         | 130.068          | 115.362          | -11,3%        |           |         |         |               |
| 2020 | 1.004.977 | Octubre            | 137.383          | 108.555          | -21,0%        |           |         |         |               |
| 2021 | 1.429.335 | Noviembre          | 134.033          | 111.193          | -17,0%        | IV        | 396.901 | 323.146 | -18,6%        |
|      |           | Diciembre          | 125.485          | 103.398          | -17,6%        |           |         |         |               |
|      |           | <b>Venta Anual</b> | <b>1.004.977</b> | <b>1.429.335</b> | <b>42,2%</b>  |           |         |         |               |

## CAMIONES USADOS

| AÑO  | VENTA  | MES                | AÑO           |               | VARIACIÓN (%) | TRIMESTRE | AÑO   |        | VARIACIÓN (%) |
|------|--------|--------------------|---------------|---------------|---------------|-----------|-------|--------|---------------|
|      |        |                    | 2020          | 2021          |               |           | 2020  | 2021   |               |
| 2011 | 25.824 | Enero              | 1.594         | 2.944         | 84,7%         |           |       |        |               |
| 2012 | 42.421 | Febrero            | 2.266         | 1.399         | -38,3%        | I         | 6.843 | 6.243  | -8,8%         |
| 2013 | 33.092 | Marzo              | 2.983         | 1.900         | -36,3%        |           |       |        |               |
| 2014 | 34.355 | Abril              | 3.005         | 1.194         | -60,3%        |           |       |        |               |
| 2015 | 34.016 | Mayo               | 2.974         | 1.646         | -44,7%        | II        | 9.061 | 5.080  | -43,9%        |
| 2016 | 41.728 | Junio              | 3.082         | 2.240         | -27,3%        |           |       |        |               |
| 2017 | 35.229 | Julio              | 3.288         | 2.739         | -16,7%        |           |       |        |               |
| 2018 | 36.137 | Agosto             | 3.394         | 3.208         | -5,5%         | III       | 9.154 | 9.463  | 3,4%          |
| 2019 | 33.640 | Septiembre         | 2.472         | 3.516         | 42,2%         |           |       |        |               |
| 2020 | 32.755 | Octubre            | 2.855         | 4.075         | 42,7%         |           |       |        |               |
| 2021 | 52.222 | Noviembre          | 2.639         | 4.091         | 55,0%         | IV        | 8.582 | 11.899 | 38,7%         |
|      |        | Diciembre          | 3.088         | 3.733         | 20,9%         |           |       |        |               |
|      |        | <b>Venta Anual</b> | <b>33.640</b> | <b>32.685</b> | <b>-2,8%</b>  |           |       |        |               |

# LIVIANOSY MEDIANOS NUEVOS



# LIVIANOS Y MEDIANOS NUEVOS

|                                |    |
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# MARCAS PRESENTES 2021

|                                                                                                 |                                                                                                |                                                                                                   |                                                                                                  |                                                                                                   |                                                                                                        |
|-------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| <br>ALFA ROMEO | <br>AUDI      | <br>BAIC         | <br>BMW         | <br>BRILLIANCE | <br>BYD             |
| <br>CHANGAN    | <br>CHERY     | <br>CHEVROLET    | <br>CHRYSLER    | <br>CITROEN    | <br>DAIHATSU        |
| <br>DFM        | <br>DFSK      | <br>DODGE        | <br>DS          | <br>FAW        | <br>FERRARI         |
| <br>FIAT       | <br>FORD      | <br>FOTON        | <br>GAC         | <br>GEELY      | <br>GREAT WALL      |
| <br>HAVAL      | <br>HONDA     | <br>HYUNDAI      | <br>INFINITI    | <br>IVECO      | <br>JAC             |
| <br>JAGUAR   | <br>JEEP    | <br>KENBO      | <br>KIA       | <br>LADA     | <br>LAND ROVER    |
| <br>LEXUS    | <br>LIFAN   | <br>MAHINDRA   | <br>MAXUS     | <br>MAZDA    | <br>MERCEDES BENZ |
| <br>MG       | <br>MINI    | <br>MITSUBISHI | <br>NISSAN    | <br>OPEL     | <br>PEUGEOT       |
| <br>PORSCHE  | <br>RENAULT | <br>SKODA      | <br>SSANGYONG | <br>SUBARU   | <br>SUZUKI        |
| <br>TATA     | <br>TOYOTA  | <br>VOLKSWAGEN | <br>VOLVO     | <br>ZNA      | <br>ZX AUTO       |

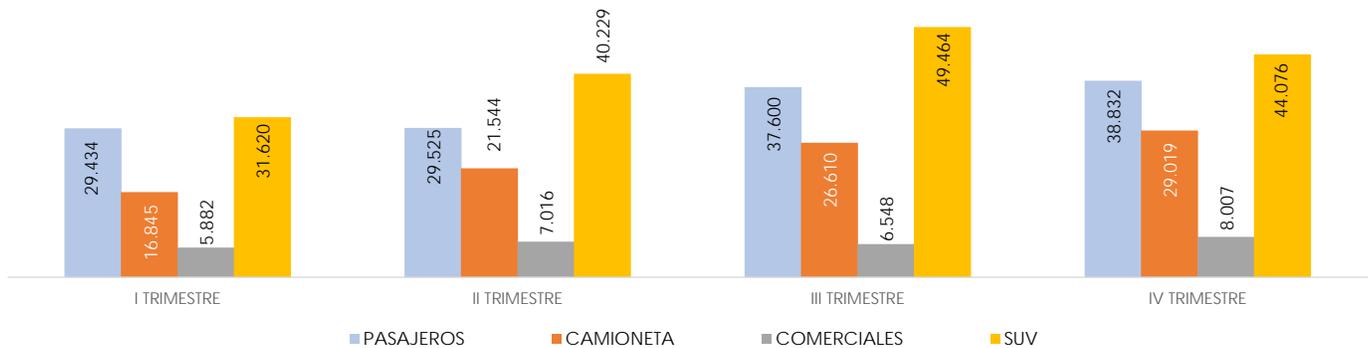
422.251  
unidades

64,5%

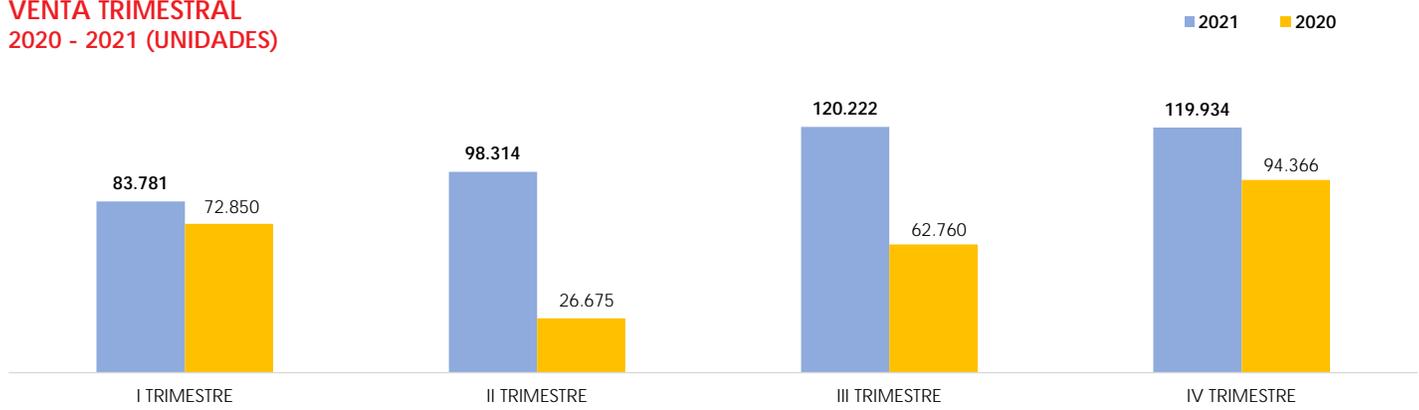


| MES                        | VEHÍCULOS LIVIANOS |               |               |                | TOTAL          |
|----------------------------|--------------------|---------------|---------------|----------------|----------------|
|                            | PASAJEROS          | CAMIONETAS    | COMERCIALES   | SUV            |                |
| ENERO                      | 10.068             | 4.876         | 1.423         | 9.019          | 25.386         |
| FEBRERO                    | 8.447              | 5.316         | 1.909         | 9.367          | 25.039         |
| MARZO                      | 10.919             | 6.653         | 2.550         | 13.234         | 33.356         |
| ABRIL                      | 7.017              | 5.545         | 2.416         | 12.895         | 27.873         |
| MAYO                       | 10.548             | 7.893         | 2.207         | 13.896         | 34.544         |
| JUNIO                      | 11.960             | 8.106         | 2.393         | 13.438         | 35.897         |
| JULIO                      | 13.579             | 7.798         | 2.306         | 15.145         | 38.828         |
| AGOSTO                     | 11.386             | 8.303         | 2.024         | 16.623         | 38.336         |
| SEPTIEMBRE                 | 12.635             | 10.509        | 2.218         | 17.696         | 43.058         |
| OCTUBRE                    | 12.651             | 10.014        | 2.297         | 14.231         | 39.193         |
| NOVIEMBRE                  | 12.279             | 9.228         | 3.219         | 14.765         | 39.491         |
| DICIEMBRE                  | 13.902             | 9.777         | 2.491         | 15.080         | 41.250         |
| <b>TOTAL ANUAL 2021</b>    | <b>135.391</b>     | <b>94.018</b> | <b>27.453</b> | <b>165.389</b> | <b>422.251</b> |
| <b>VENTA ANUAL 2020</b>    | <b>92.604</b>      | <b>55.086</b> | <b>15.017</b> | <b>93.944</b>  | <b>256.651</b> |
| <b>VENTA PROMEDIO 2021</b> | <b>11.283</b>      | <b>7.835</b>  | <b>2.288</b>  | <b>13.782</b>  | <b>35.188</b>  |
| <b>VAR. ANUAL</b>          | <b>46,2%</b>       | <b>70,7%</b>  | <b>82,8%</b>  | <b>76,1%</b>   | <b>64,5%</b>   |

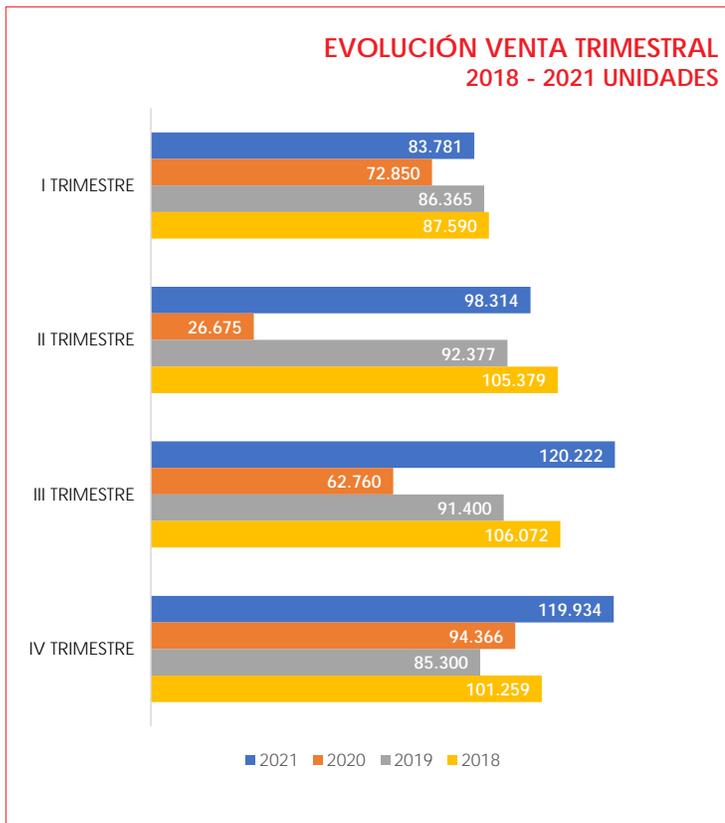
VENTA TRIMESTRAL 2021 CATEGORÍAS (UNIDADES)



VENTA TRIMESTRAL 2020 - 2021 (UNIDADES)



## EVOLUCIÓN VENTA TRIMESTRAL 2018 - 2021 UNIDADES



El 2021 fue un año de gran crecimiento para los livianos y medianos nuevos. Se alcanzaron las 422.251 unidades, con un aumento del 64,5% con respecto a las primeras inscripciones de vehículos cero kilómetros del 2020.

En cuanto a las categorías, los SUV fueron los más vendidos alcanzando las 165.389 unidades, lo que corresponde al 39,2% del mercado, lo sigue la categoría de los vehículos de pasajeros con un 32,1%, las camionetas con un 22,3% y por último los comerciales que alcanzaron un 6,5%.

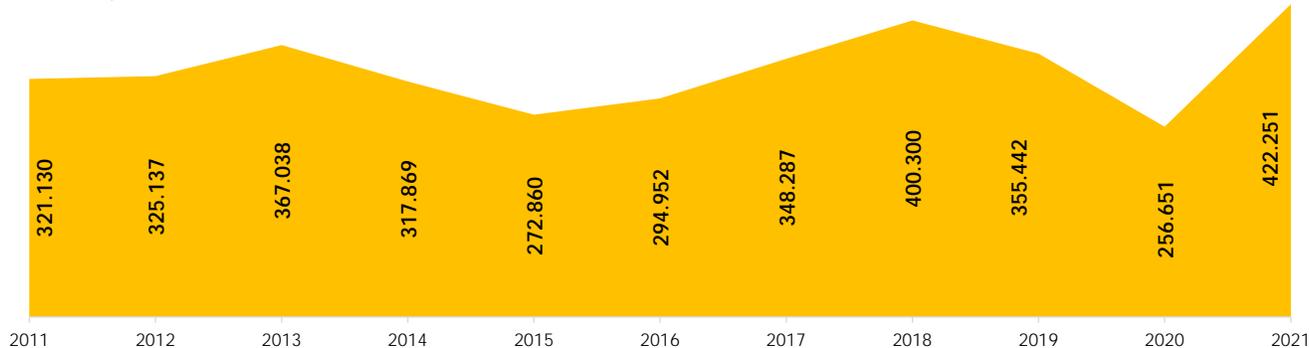
## VENTA MENSUAL LIVIANOS Y MEDIANOS NUEVOS

| AÑO               | ENERO  | FEBRERO | MARZO  | ABRIL  | MAYO   | JUNIO  | JULIO  | AGOSTO | SEPTIEMBRE | OCTUBRE | NOVIEMBRE | DICIEMBRE | VENTA ENE - DIC |
|-------------------|--------|---------|--------|--------|--------|--------|--------|--------|------------|---------|-----------|-----------|-----------------|
| 2020              | 30.597 | 23.119  | 19.134 | 8.930  | 8.691  | 9.054  | 11.518 | 19.206 | 32.036     | 36.391  | 29.714    | 28.261    | 256.651         |
| 2021              | 25.386 | 25.039  | 33.356 | 27.873 | 34.544 | 35.897 | 38.828 | 38.336 | 43.058     | 39.193  | 39.491    | 41.250    | 422.251         |
| VARIACIÓN MENSUAL | -17,0% | 8,3%    | 74,3%  | 212,1% | 297,5% | 296,5% | 237,1% | 99,6%  | 34,4%      | 7,7%    | 32,9%     | 46,0%     | 64,5%           |

## VENTA ACUMULADA LIVIANOS Y MEDIANOS NUEVOS

| AÑO                 | ENERO  | FEBRERO | MARZO  | ABRIL   | MAYO    | JUNIO   | JULIO   | AGOSTO  | SEPTIEMBRE | OCTUBRE | NOVIEMBRE | DICIEMBRE |
|---------------------|--------|---------|--------|---------|---------|---------|---------|---------|------------|---------|-----------|-----------|
| 2020                | 30.597 | 53.716  | 72.850 | 81.780  | 90.471  | 99.525  | 111.043 | 130.249 | 162.285    | 198.676 | 228.390   | 256.651   |
| 2021                | 25.386 | 50.425  | 83.781 | 111.654 | 146.198 | 182.095 | 220.923 | 259.259 | 302.317    | 341.510 | 381.001   | 422.251   |
| VARIACIÓN ACUMULADA | -17,0% | -6,1%   | 15,0%  | 36,5%   | 61,6%   | 83,0%   | 99,0%   | 99,0%   | 86,3%      | 71,9%   | 66,8%     | 64,5%     |

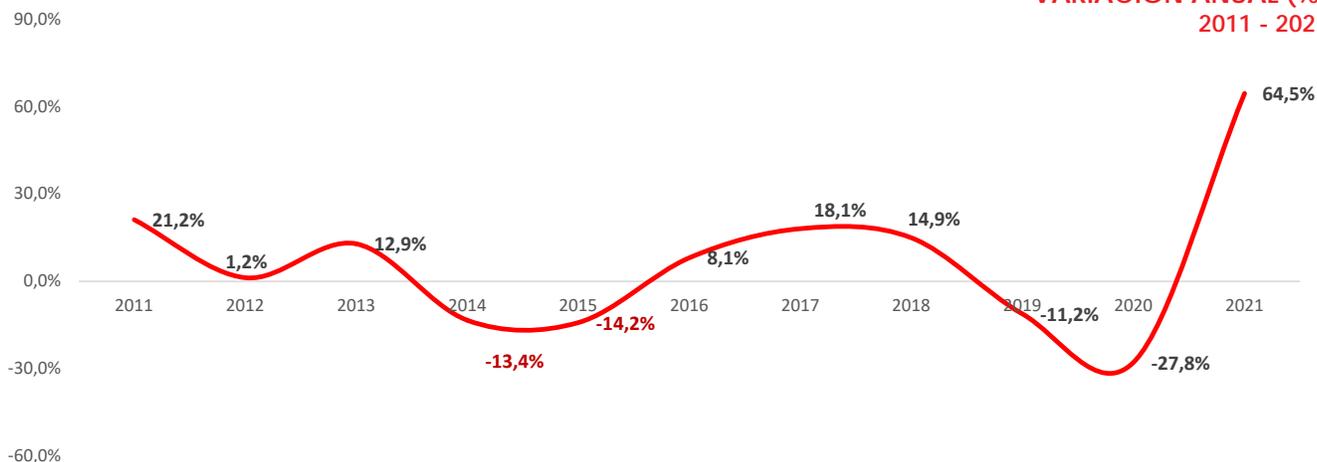
## VENTA VEHÍCULOS LIVIANOS Y MEDIANOS 2011 - 2021 (UNIDADES)



| AÑO         | VENTA          | VARIACIÓN ANUAL |
|-------------|----------------|-----------------|
| 2011        | 321.130        | 21,2%           |
| 2012        | 325.137        | 1,2%            |
| 2013        | 367.038        | 12,9%           |
| 2014        | 317.869        | -13,4%          |
| 2015        | 272.860        | -14,2%          |
| 2016        | 294.952        | 8,1%            |
| 2017        | 348.287        | 18,1%           |
| 2018        | 400.300        | 14,9%           |
| 2019        | 355.442        | -11,2%          |
| 2020        | 256.651        | -27,8%          |
| <b>2021</b> | <b>422.251</b> | <b>64,5%</b>    |

Como mencionamos anteriormente, las ventas del 2020 fueron afectadas por la pandemia del COVID 19, en cambio el panorama de las inscripciones de livianos nuevos en el 2021 mostró una recuperación en todos los trimestres, ayudado por la economía, mejores índices de crecimiento y flexibilización de las medidas de prevención de la pandemia, estas se producen desde el tercer trimestre y especialmente en el cuarto. Esto generó un incremento histórico, con respecto al 2018, que fué el record de ventas.

## VARIACIÓN ANUAL (%) 2011 - 2021



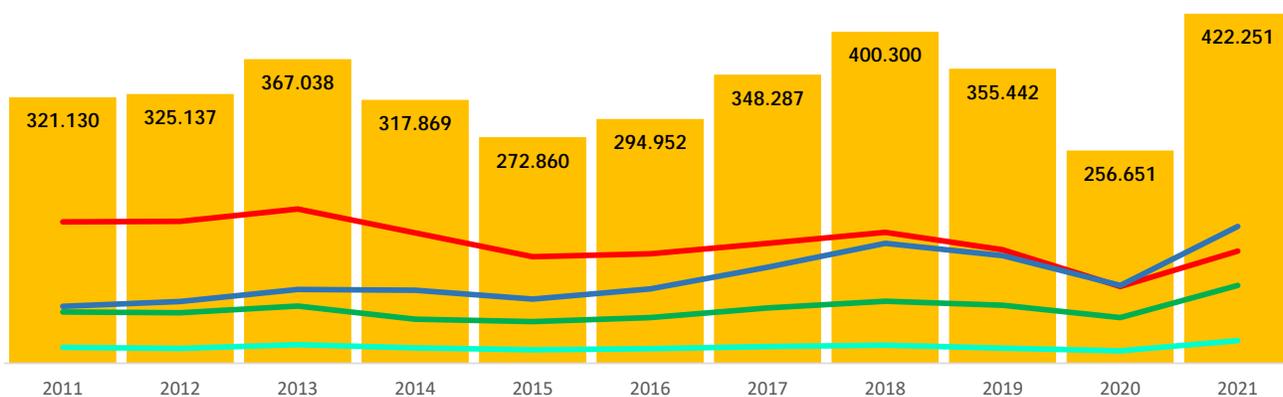
# EVOLUCIÓN 2011 - 2021 / CATEGORÍAS

| CATEGORÍA              | AÑO            |                |                |                |                |                |                |                |                |                |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                        | 2011           | 2012           | 2013           | 2014           | 2015           | 2016           | 2017           | 2018           | 2019           | 2020           | 2021           |
| <b>VEHÍCULOS L Y M</b> | <b>321.130</b> | <b>325.137</b> | <b>367.038</b> | <b>317.869</b> | <b>272.860</b> | <b>294.952</b> | <b>348.287</b> | <b>400.300</b> | <b>355.442</b> | <b>256.651</b> | <b>422.251</b> |
| PASAJEROS              | 170.845        | 171.471        | 186.425        | 157.430        | 128.646        | 132.156        | 144.797        | 158.199        | 137.131        | 92604          | 135.391        |
| CAMIONETAS             | 62.123         | 60.970         | 69.000         | 53.389         | 50.290         | 55.290         | 66.931         | 75.111         | 70.011         | 55086          | 94.018         |
| COMERCIALES            | 19.194         | 17.967         | 22.541         | 18.679         | 16.359         | 17.554         | 20.350         | 22.023         | 18.196         | 15017          | 27.453         |
| SUV                    | 68.968         | 74.729         | 89.072         | 88.371         | 77.565         | 89.952         | 116.209        | 144.967        | 130.104        | 93944          | 165.389        |

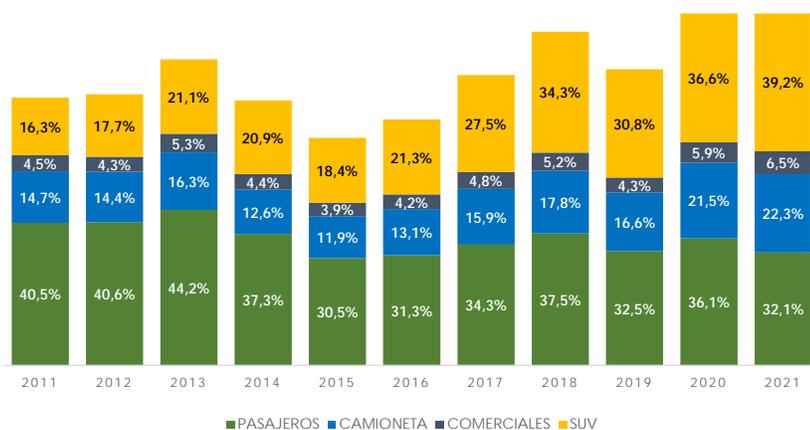
## EVOLUCIÓN CATEGORÍAS

2011- 2021  
(UNIDADES)

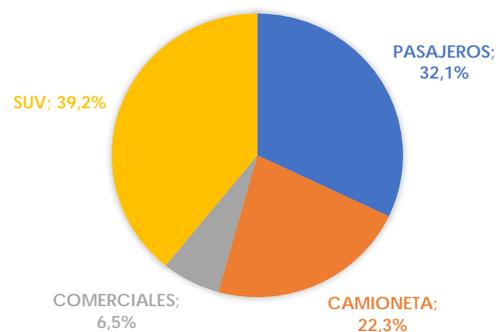
VEHÍCULOS LIVIANOS Y MEDIANOS PASAJEROS CAMIONETA COMERCIALES SUV



## DISTRIBUCIÓN CATEGORÍAS (%) EVOLUCIÓN 2011- 2021



## DISTRIBUCIÓN VENTA (%) 2021



| REGIÓN                | TOTAL          | Part. | CATEGORÍAS     |       |               |       |               |       |                |       |
|-----------------------|----------------|-------|----------------|-------|---------------|-------|---------------|-------|----------------|-------|
|                       |                |       | PASAJEROS      | Part. | CAMIONETAS    | Part. | COMERCIALES   | Part. | SUV            | Part. |
| XV Arica y Parinacota | 1.402          | 0,3%  | 366            | 0,3%  | 204           | 0,2%  | 24            | 0,1%  | 777            | 0,5%  |
| I Tarapacá            | 2.878          | 0,7%  | 676            | 0,5%  | 511           | 0,5%  | 202           | 0,7%  | 1442           | 0,9%  |
| II Antofagasta        | 5.832          | 1,4%  | 2055           | 1,5%  | 1171          | 1,2%  | 214           | 0,8%  | 1819           | 1,1%  |
| III Atacama           | 2.552          | 0,6%  | 957            | 0,7%  | 569           | 0,6%  | 85            | 0,3%  | 632            | 0,4%  |
| IV Coquimbo           | 5.780          | 1,4%  | 1926           | 1,4%  | 1428          | 1,5%  | 244           | 0,9%  | 1596           | 1,0%  |
| V Valparaíso          | 22.856         | 5,4%  | 9411           | 7,0%  | 5006          | 5,3%  | 997           | 3,6%  | 6203           | 3,8%  |
| RM Metropolitana      | 316.091        | 74,9% | 99596          | 73,6% | 69639         | 74,1% | 22576         | 82,2% | 130206         | 78,7% |
| VI O'Higgins          | 13.694         | 3,2%  | 5008           | 3,7%  | 2883          | 3,1%  | 512           | 1,9%  | 5118           | 3,1%  |
| VII Maule             | 6.943          | 1,6%  | 2439           | 1,8%  | 1689          | 1,8%  | 186           | 0,7%  | 1794           | 1,1%  |
| XVI Ñuble             | 4.866          | 1,2%  | 1680           | 1,2%  | 1351          | 1,4%  | 301           | 1,1%  | 1495           | 0,9%  |
| VIII Bio-Bio          | 9.992          | 2,4%  | 1783           | 1,3%  | 2367          | 2,5%  | 730           | 2,7%  | 4115           | 2,5%  |
| IX Araucanía          | 7.726          | 1,8%  | 3058           | 2,3%  | 1672          | 1,8%  | 416           | 1,5%  | 2130           | 1,3%  |
| XIV Los Ríos          | 3.138          | 0,7%  | 1016           | 0,8%  | 783           | 0,8%  | 187           | 0,7%  | 972            | 0,6%  |
| X Los Lagos           | 13.012         | 3,1%  | 4043           | 3,0%  | 3070          | 3,3%  | 591           | 2,2%  | 4868           | 2,9%  |
| XI Aysén              | 1.930          | 0,5%  | 312            | 0,2%  | 767           | 0,8%  | 59            | 0,2%  | 773            | 0,5%  |
| XII Magallanes        | 3.559          | 0,8%  | 1065           | 0,8%  | 908           | 1,0%  | 129           | 0,5%  | 1449           | 0,9%  |
| <b>NACIONAL</b>       | <b>422.251</b> |       | <b>135.391</b> |       | <b>94.018</b> |       | <b>27.453</b> |       | <b>165.389</b> |       |

| REGIÓN                | Venta Anual    |                |                | Variación 20-21 | Variación 19-20 | Participación Regional |               |               |
|-----------------------|----------------|----------------|----------------|-----------------|-----------------|------------------------|---------------|---------------|
|                       | 2021           | 2020           | 2019           |                 |                 | 2021                   | 2020          | 2019          |
| XV Arica y Parinacota | 1.402          | 808            | 1.165          | 73,5%           | -30,6%          | 0,3%                   | 0,3%          | 0,3%          |
| I Tarapacá            | 2.878          | 2.101          | 2.763          | 37,0%           | -24,0%          | 0,7%                   | 0,8%          | 0,8%          |
| II Antofagasta        | 5.832          | 3.460          | 8.342          | 68,6%           | -58,5%          | 1,4%                   | 1,3%          | 2,3%          |
| III Atacama           | 2.552          | 1.718          | 2.544          | 48,5%           | -32,5%          | 0,6%                   | 0,7%          | 0,7%          |
| IV Coquimbo           | 5.780          | 5.777          | 8.799          | 0,1%            | -34,3%          | 1,4%                   | 2,3%          | 2,5%          |
| V Valparaíso          | 22.856         | 16.369         | 32.235         | 39,6%           | -49,2%          | 5,4%                   | 6,4%          | 9,1%          |
| RM Metropolitana      | 316.091        | 174.184        | 228.215        | 81,5%           | -23,7%          | 74,9%                  | 67,9%         | 64,2%         |
| VI O'Higgins          | 13.694         | 9.049          | 11.389         | 51,3%           | -20,5%          | 3,2%                   | 3,5%          | 3,2%          |
| VII Maule             | 6.943          | 5.751          | 9.530          | 20,7%           | -39,7%          | 1,6%                   | 2,2%          | 2,7%          |
| XVI Ñuble             | 4.866          | 3.797          | 4.139          | 28,2%           | -8,3%           | 1,2%                   | 1,5%          | 1,2%          |
| VIII Bio-Bio          | 9.992          | 12.539         | 17.550         | -20,3%          | -28,6%          | 2,4%                   | 4,9%          | 4,9%          |
| IX Araucanía          | 7.726          | 7.074          | 8.733          | 9,2%            | -19,0%          | 1,8%                   | 2,8%          | 2,5%          |
| XIV Los Ríos          | 3.138          | 2.455          | 2.720          | 27,8%           | -9,7%           | 0,7%                   | 1,0%          | 0,8%          |
| X Los Lagos           | 13.012         | 8.423          | 12.905         | 54,5%           | -34,7%          | 3,1%                   | 3,3%          | 3,6%          |
| XI Aysén              | 1.930          | 1.159          | 1.208          | 66,5%           | -4,1%           | 0,5%                   | 0,5%          | 0,3%          |
| XII Magallanes        | 3.559          | 1.987          | 3.205          | 79,1%           | -38,0%          | 0,8%                   | 0,8%          | 0,9%          |
| <b>NACIONAL</b>       | <b>422.251</b> | <b>256.651</b> | <b>355.442</b> | <b>64,5%</b>    | <b>-27,8%</b>   | <b>100,0%</b>          | <b>100,0%</b> | <b>100,0%</b> |

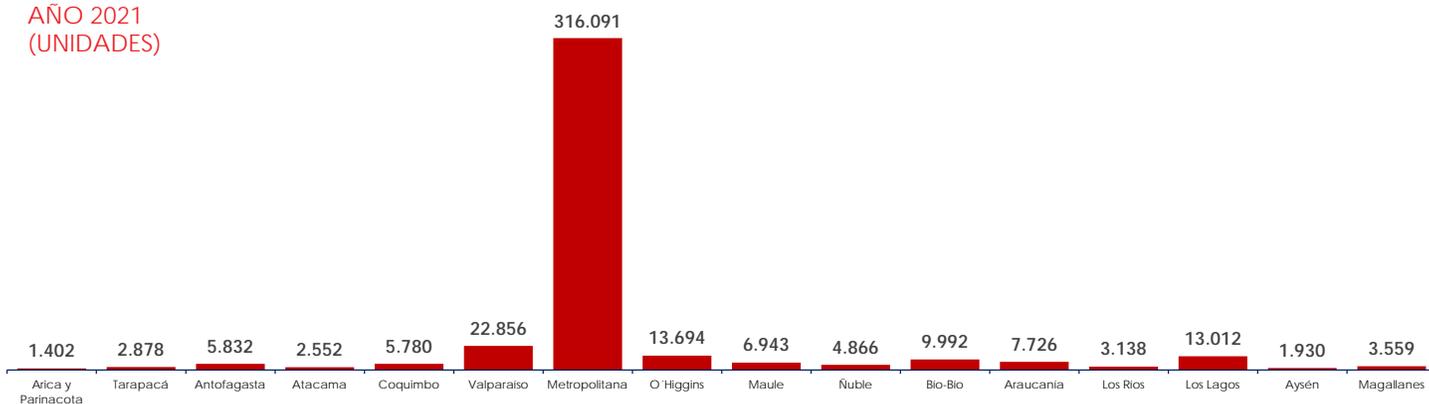
# VENTA REGIONAL

| CATEGORÍA    | XV           | I            | II           | III          | IV           | V             | RM             | VI            | VII          | XVI          | VIII         | IX           | XIV          | X             | XI           | XII          | TOTAL          |
|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|----------------|
| PASAJEROS    | 366          | 676          | 2.055        | 957          | 1.926        | 9.411         | 99.596         | 5.008         | 2.439        | 1.680        | 1.783        | 3.058        | 1.016        | 4.043         | 312          | 1.065        | 135.391        |
| CAMIONETAS   | 204          | 511          | 1.171        | 569          | 1.428        | 5.006         | 69.639         | 2.883         | 1.689        | 1.351        | 2.367        | 1.672        | 783          | 3.070         | 767          | 908          | 94.018         |
| COMERCIALES  | 24           | 202          | 214          | 85           | 244          | 997           | 22.576         | 512           | 186          | 301          | 730          | 416          | 187          | 591           | 59           | 129          | 27.453         |
| SUV          | 777          | 1.442        | 1.819        | 632          | 1.596        | 6.203         | 130.206        | 5.118         | 1.794        | 1.495        | 4.115        | 2.130        | 972          | 4.868         | 773          | 1.449        | 165.389        |
| <b>TOTAL</b> | <b>1.371</b> | <b>2.831</b> | <b>5.259</b> | <b>2.243</b> | <b>5.194</b> | <b>21.617</b> | <b>322.017</b> | <b>13.521</b> | <b>6.108</b> | <b>4.827</b> | <b>8.995</b> | <b>7.276</b> | <b>2.958</b> | <b>12.572</b> | <b>1.911</b> | <b>3.551</b> | <b>422.251</b> |

| REGIÓN                | ENERO         | FEBRERO       | MARZO         | ABRIL         | MAYO          | JUNIO         | JULIO         | AGOSTO        | SEPTIEMBRE    | OCTUBRE       | NOVIEMBRE     | DICIEMBRE     | TOTAL          |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| XV Arica y Parinacota | 86            | 79            | 92            | 169           | 111           | 134           | 139           | 149           | 114           | 102           | 105           | 122           | 1.402          |
| I Tarapacá            | 158           | 155           | 249           | 236           | 219           | 322           | 257           | 305           | 231           | 291           | 229           | 226           | 2.878          |
| II Antofagasta        | 315           | 278           | 330           | 874           | 425           | 479           | 444           | 521           | 539           | 519           | 573           | 535           | 5.832          |
| III Atacama           | 158           | 140           | 150           | 445           | 157           | 206           | 208           | 149           | 227           | 272           | 255           | 185           | 2.552          |
| IV Coquimbo           | 427           | 314           | 368           | 1.021         | 511           | 605           | 478           | 439           | 492           | 423           | 419           | 283           | 5.780          |
| V Valparaíso          | 1.622         | 1.565         | 1.809         | 2.269         | 1.551         | 1.574         | 1.613         | 1.843         | 2.106         | 2.131         | 2.441         | 2.332         | 22.856         |
| RM Metropolitana      | 18.017        | 18.653        | 25.451        | 15.588        | 26.402        | 27.052        | 29.877        | 29.666        | 33.455        | 30.139        | 30.003        | 31.788        | 316.091        |
| VI O'Higgins          | 1.014         | 860           | 1.147         | 926           | 1.203         | 1.258         | 1.222         | 1.086         | 1.558         | 1.186         | 1.134         | 1.100         | 13.694         |
| VII Maule             | 361           | 253           | 451           | 1.114         | 423           | 412           | 547           | 533           | 566           | 621           | 807           | 855           | 6.943          |
| XVI Ñuble             | 418           | 329           | 368           | 450           | 417           | 363           | 373           | 491           | 537           | 476           | 343           | 301           | 4.866          |
| VIII Bio-Bio          | 985           | 769           | 816           | 1.783         | 855           | 990           | 1.074         | 695           | 499           | 458           | 434           | 634           | 9.992          |
| IX Araucanía          | 448           | 381           | 486           | 914           | 521           | 584           | 693           | 558           | 750           | 698           | 804           | 889           | 7.726          |
| XIV Los Ríos          | 257           | 240           | 241           | 345           | 271           | 290           | 288           | 257           | 241           | 238           | 260           | 210           | 3.138          |
| X Los Lagos           | 687           | 647           | 963           | 1.414         | 1.126         | 1.139         | 1.072         | 1.115         | 1.295         | 1.179         | 1.156         | 1.219         | 13.012         |
| XI Aysén              | 137           | 104           | 183           | 126           | 134           | 190           | 189           | 166           | 149           | 169           | 179           | 204           | 1.930          |
| XII Magallanes        | 296           | 272           | 252           | 199           | 218           | 299           | 354           | 363           | 299           | 291           | 349           | 367           | 3.559          |
| <b>NACIONAL</b>       | <b>25.386</b> | <b>25.039</b> | <b>33.356</b> | <b>27.873</b> | <b>34.544</b> | <b>35.897</b> | <b>38.828</b> | <b>38.336</b> | <b>43.058</b> | <b>39.193</b> | <b>39.491</b> | <b>41.250</b> | <b>422.251</b> |

## VENTA REGIONAL

AÑO 2021  
(UNIDADES)



| MARCA | XV            | I            | II           | III          | IV           | V            | RM            | VI             | VII           | XVI          | VIII         | IX           | XIV          | X            | XI            | XII          | TOTAL        |                |
|-------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|----------------|
| 1     | CHEVROLET     | 325          | 326          | 15           | 9            | 21           | 1578          | 32.734         | 831           | 484          | 99           | 226          | 104          | 468          | 1.652         | 249          | 418          | 39.539         |
| 2     | SUZUKI        | 18           | 60           | 702          | 277          | 512          | 2.972         | 19.584         | 1.112         | 657          | 590          | 12           | 1.341        | 242          | 764           | 88           | 264          | 29.195         |
| 3     | HYUNDAI       | 255          | 831          | 118          | 197          | 148          | 2.588         | 21.577         | 519           | 399          | 95           | 688          | 448          | 59           | 409           | 124          | 211          | 28.666         |
| 4     | NISSAN        | 48           | 199          | 42           | 11           | 95           | 123           | 21.866         | 921           | 11           | 18           | 929          | 661          | 459          | 210           | 4            | 216          | 25.813         |
| 5     | CHERY         | 0            | 19           | 2            | 14           | 122          | 56            | 21.615         | 675           | 201          | 15           | 884          | 14           | 17           | 1.035         | 124          | 126          | 24.919         |
| 6     | TOYOTA        | 82           | 247          | 734          | 237          | 1.046        | 404           | 16.686         | 712           | 336          | 415          | 1.255        | 522          | 169          | 1.022         | 38           | 195          | 24.100         |
| 7     | KIA MOTORS    | 71           | 106          | 21           | 4            | 71           | 101           | 18.436         | 954           | 360          | 481          | 198          | 35           | 243          | 822           | 95           | 64           | 22.062         |
| 8     | MG            | 2            | 11           | 5            | 17           | 50           | 1.052         | 17.643         | 738           | 105          | 23           | 207          | 10           | 19           | 896           | 156          | 145          | 21.079         |
| 9     | PEUGEOT       | 9            | 8            | 16           | 2            | 60           | 195           | 15.371         | 811           | 80           | 446          | 592          | 469          | 178          | 188           | 1            | 110          | 18.536         |
| 10    | VOLKSWAGEN    | 1            | 38           | 24           | 25           | 441          | 172           | 14.707         | 751           | 132          | 6            | 74           | 19           | 7            | 508           | 1            | 62           | 16.968         |
| 11    | CHANGAN       | 61           | 139          | 976          | 477          | 437          | 2.191         | 7.782          | 660           | 839          | 765          | 4            | 633          | 127          | 451           | 161          | 281          | 15.984         |
| 12    | MITSUBISHI    | 7            | 13           | 3            | 13           | 53           | 268           | 11.119         | 234           | 83           | 8            | 493          | 72           | 19           | 331           | 63           | 106          | 12.885         |
| 13    | JAC           | 75           | 134          | 519          | 309          | 329          | 1.786         | 6.437          | 914           | 591          | 321          | 38           | 519          | 91           | 406           | 217          | 179          | 12.865         |
| 14    | FORD          | 122          | 42           | 732          | 13           | 56           | 1.014         | 9.079          | 19            | 28           | 31           | 720          | 36           | 88           | 268           | 35           | 174          | 12.457         |
| 15    | MAZDA         | 41           | 110          | 267          | 84           | 222          | 973           | 7.538          | 436           | 326          | 295          | 12           | 540          | 48           | 240           | 142          | 224          | 11.498         |
| 16    | MAXUS         | 6            | 27           | 103          | 63           | 263          | 594           | 7.328          | 314           | 200          | 269          | 606          | 207          | 239          | 437           | 120          | 46           | 10.822         |
| 17    | GREAT WALL    | 19           | 81           | 268          | 144          | 213          | 1.068         | 4.550          | 540           | 253          | 226          | 5            | 404          | 62           | 211           | 93           | 185          | 8.322          |
| 18    | CITROEN       | 2            | 6            | 83           | 45           | 164          | 488           | 5.576          | 166           | 103          | 72           | 362          | 245          | 25           | 280           | 1            | 33           | 7.651          |
| 19    | RENAULT       | 17           | 116          | 217          | 66           | 147          | 695           | 4.345          | 241           | 120          | 90           | 1            | 255          | 59           | 166           | 39           | 111          | 6.685          |
| 20    | SSANGYONG     | 4            | 28           | 1            | 3            | 15           | 307           | 5.508          | 330           | 120          | 2            | 45           | 4            | 3            | 210           | 49           | 40           | 6.669          |
| 21    | SUBARU        | 4            | 4            | 2            | 0            | 6            | 71            | 4.494          | 116           | 76           | 1            | 22           | 2            | 56           | 139           | 1            | 51           | 5.045          |
| 22    | FOTON         | 1            | 1            | 0            | 10           | 49           | 291           | 3.742          | 86            | 9            | 39           | 71           | 25           | 4            | 58            | 0            | 0            | 4.386          |
| 23    | JEEP          | 108          | 31           | 1            | 2            | 3            | 16            | 3.249          | 89            | 24           | 3            | 72           | 6            | 0            | 120           | 14           | 33           | 3.771          |
| 24    | HONDA         | 7            | 2            | 5            | 0            | 83           | 191           | 2.767          | 135           | 38           | 45           | 43           | 5            | 3            | 153           | 2            | 7            | 3.486          |
| 25    | MERCEDES BENZ | 8            | 25           | 59           | 28           | 8            | 103           | 2.895          | 8             | 54           | 31           | 60           | 25           | 11           | 121           | 8            | 34           | 3.478          |
| 26    | HAVAL         | 20           | 83           | 210          | 53           | 46           | 423           | 1.896          | 172           | 121          | 119          | 1            | 130          | 18           | 75            | 11           | 24           | 3.402          |
| 27    | DFSK          | 0            | 0            | 2            | 3            | 7            | 18            | 2.749          | 88            | 1            | 89           | 133          | 12           | 80           | 84            | 0            | 0            | 3.266          |
| 28    | BMW           | 8            | 8            | 3            | 1            | 140          | 2             | 2.639          | 1             | 0            | 0            | 45           | 98           | 0            | 4             | 1            | 9            | 2.959          |
| 29    | OPEL          | 0            | 0            | 0            | 1            | 12           | 9             | 2.384          | 66            | 9            | 46           | 67           | 42           | 0            | 19            | 0            | 0            | 2.655          |
| 30    | MAHINDRA      | 2            | 13           | 4            | 47           | 12           | 407           | 1.728          | 59            | 24           | 5            | 53           | 1            | 0            | 39            | 13           | 10           | 2.417          |
| 31    | JMC           | 0            | 10           | 3            | 3            | 18           | 318           | 1.408          | 121           | 68           | 10           | 17           | 7            | 72           | 104           | 0            | 32           | 2.191          |
| 32    | FIAT          | 0            | 4            | 0            | 0            | 7            | 22            | 1.760          | 68            | 10           | 13           | 60           | 19           | 6            | 87            | 17           | 18           | 2.091          |
| 33    | DFLM          | 0            | 1            | 2            | 1            | 12           | 53            | 1.838          | 34            | 1            | 2            | 26           | 19           | 0            | 30            | 0            | 0            | 2.019          |
| 34    | BAIC          | 5            | 24           | 7            | 40           | 0            | 307           | 1.262          | 44            | 12           | 0            | 43           | 0            | 0            | 26            | 16           | 16           | 1.802          |
| 35    | GAC           | 0            | 0            | 0            | 0            | 0            | 7             | 1.348          | 92            | 0            | 0            | 19           | 2            | 56           | 179           | 0            | 4            | 1.707          |
| 36    | VOLVO         | 1            | 4            | 1            | 0            | 37           | 8             | 1.188          | 1             | 2            | 1            | 25           | 91           | 1            | 26            | 0            | 8            | 1.394          |
| 37    | BRILLIANCE    | 3            | 20           | 1            | 22           | 8            | 184           | 838            | 29            | 3            | 1            | 16           | 1            | 0            | 7             | 0            | 9            | 1.142          |
| 38    | AUDI          | 2            | 4            | 1            | 1            | 46           | 29            | 1.068          | 3             | 2            | 0            | 16           | 3            | 0            | 0             | 0            | 1            | 1.176          |
| 39    | SKODA         | 0            | 0            | 0            | 0            | 0            | 17            | 699            | 69            | 0            | 0            | 2            | 0            | 1            | 44            | 0            | 0            | 832            |
| 40    | KARRY         | 0            | 0            | 1            | 3            | 30           | 124           | 389            | 16            | 16           | 8            | 36           | 4            | 14           | 23            | 0            | 0            | 664            |
| 41    | DFM           | 0            | 0            | 1            | 0            | 2            | 117           | 455            | 7             | 0            | 8            | 9            | 3            | 0            | 6             | 0            | 1            | 609            |
| 42    | ZNA           | 0            | 15           | 0            | 2            | 14           | 49            | 324            | 27            | 4            | 1            | 6            | 4            | 0            | 15            | 0            | 0            | 461            |
| 43    | ZX AUTO       | 0            | 0            | 16           | 0            | 16           | 5             | 241            | 21            | 7            | 9            | 16           | 14           | 3            | 73            | 0            | 6            | 427            |
| 44    | MINI          | 0            | 0            | 0            | 0            | 4            | 0             | 336            | 0             | 0            | 0            | 3            | 1            | 0            | 0             | 0            | 2            | 346            |
| 45    | LAND ROVER    | 1            | 8            | 0            | 0            | 0            | 0             | 266            | 0             | 0            | 0            | 9            | 0            | 0            | 3             | 0            | 5            | 292            |
| 46    | DS            | 0            | 0            | 0            | 0            | 4            | 1             | 274            | 1             | 0            | 0            | 1            | 0            | 0            | 0             | 0            | 0            | 281            |
| 47    | LEXUS         | 7            | 5            | 0            | 0            | 1            | 0             | 240            | 0             | 1            | 0            | 0            | 0            | 0            | 0             | 0            | 0            | 254            |
| 48    | PORSCHE       | 1            | 0            | 0            | 0            | 0            | 0             | 211            | 0             | 0            | 0            | 6            | 0            | 0            | 0             | 0            | 2            | 220            |
| 49    | UAZ           | 0            | 0            | 3            | 0            | 14           | 7             | 112            | 1             | 1            | 0            | 3            | 5            | 2            | 11            | 14           | 14           | 187            |
| 50    | DODGE         | 18           | 4            | 2            | 1            | 1            | 2             | 76             | 2             | 3            | 0            | 7            | 0            | 0            | 3             | 1            | 2            | 122            |
|       | OTRAS         | 10           | 24           | 87           | 15           | 149          | 211           | 9.660          | 287           | 194          | 129          | 757          | 219          | 9            | 617           | 13           | 73           | 12.454         |
|       | <b>TOTAL</b>  | <b>1.371</b> | <b>2.831</b> | <b>5.259</b> | <b>2.243</b> | <b>5.194</b> | <b>21.617</b> | <b>322.017</b> | <b>13.521</b> | <b>6.108</b> | <b>4.827</b> | <b>8.995</b> | <b>7.276</b> | <b>2.958</b> | <b>12.572</b> | <b>1.911</b> | <b>3.551</b> | <b>422.251</b> |

# VENTA REGIONAL

| ARICA Y PARINACOTA XV |               |              | TARAPACÁ I   |            |              | ANTOFAGASTA II |            |              | ATACAMA III  |            |              |
|-----------------------|---------------|--------------|--------------|------------|--------------|----------------|------------|--------------|--------------|------------|--------------|
| MARCA                 |               |              | MARCA        |            |              | MARCA          |            |              | MARCA        |            |              |
| 1                     | CHEVROLET     | 325          | 1            | KIA MOTORS | 831          | 1              | CHERY      | 976          | 1            | CHERY      | 477          |
| 2                     | KIA MOTORS    | 255          | 2            | CHEVROLET  | 326          | 2              | TOYOTA     | 734          | 2            | CHANGAN    | 309          |
| 3                     | FORD          | 122          | 3            | TOYOTA     | 247          | 3              | FORD       | 732          | 3            | NISSAN     | 277          |
| 4                     | JEEP          | 96           | 4            | HYUNDAI    | 199          | 4              | NISSAN     | 702          | 4            | TOYOTA     | 237          |
| 5                     | TOYOTA        | 82           | 5            | CHERY      | 139          | 5              | CHANGAN    | 519          | 5            | KIA MOTORS | 197          |
| 6                     | CHANGAN       | 75           | 6            | CHANGAN    | 134          | 6              | SUBARU     | 268          | 6            | SUBARU     | 144          |
| 7                     | SUZUKI        | 71           | 7            | VOLKSWAGEN | 116          | 7              | MG         | 267          | 7            | MG         | 84           |
| 8                     | CHERY         | 61           | 8            | MG         | 110          | 8              | VOLKSWAGEN | 217          | 8            | VOLKSWAGEN | 66           |
| 9                     | HYUNDAI       | 48           | 9            | SUZUKI     | 106          | 9              | OPEL       | 210          | 9            | FIAT       | 63           |
| 10                    | MG            | 41           | 10           | OPEL       | 83           | 10             | KIA MOTORS | 118          | 10           | OPEL       | 53           |
| 11                    | OPEL          | 20           | 11           | SUBARU     | 81           | 11             | FIAT       | 103          | 11           | FOTON      | 47           |
| 12                    | SUBARU        | 19           | 12           | NISSAN     | 60           | 12             | RENAULT    | 83           | 12           | RENAULT    | 45           |
| 13                    | NISSAN        | 18           | 13           | FORD       | 42           | 13             | SSANGYONG  | 59           | 13           | FAW        | 40           |
| 14                    | MERCEDES BENZ | 18           | 14           | MAZDA      | 38           | 14             | HYUNDAI    | 42           | 14           | SSANGYONG  | 28           |
| 15                    | VOLKSWAGEN    | 17           | 15           | JEEP       | 31           | 15             | JEEP       | 29           | 15           | MAZDA      | 25           |
|                       | OTRAS         | 103          |              | OTRAS      | 288          |                | OTRAS      | 200          |              | OTRAS      | 151          |
| <b>TOTAL</b>          |               | <b>1.371</b> | <b>TOTAL</b> |            | <b>2.831</b> | <b>TOTAL</b>   |            | <b>5.259</b> | <b>TOTAL</b> |            | <b>2.243</b> |

| COQUIMBO IV  |            |              | VALPARAÍSO V |            |               | METROPOLITANA RM |            |                | O'HIGGINS VI |            |               |
|--------------|------------|--------------|--------------|------------|---------------|------------------|------------|----------------|--------------|------------|---------------|
| MARCA        |            |              | MARCA        |            |               | MARCA            |            |                | MARCA        |            |               |
| 1            | TOYOTA     | 1.046        | 1            | NISSAN     | 2.972         | 1                | CHEVROLET  | 32.717         | 1            | NISSAN     | 1.112         |
| 2            | NISSAN     | 512          | 2            | KIA MOTORS | 2.588         | 2                | HYUNDAI    | 21.866         | 2            | SUZUKI     | 954           |
| 3            | MAZDA      | 441          | 3            | CHERY      | 2.191         | 3                | JAC        | 21.615         | 3            | HYUNDAI    | 921           |
| 4            | CHERY      | 437          | 4            | CHANGAN    | 1.786         | 4                | KIA MOTORS | 21.577         | 4            | CHANGAN    | 914           |
| 5            | CHANGAN    | 329          | 5            | CHEVROLET  | 1.578         | 5                | NISSAN     | 19.584         | 5            | CHEVROLET  | 831           |
| 6            | FIAT       | 263          | 6            | SUBARU     | 1.068         | 6                | SUZUKI     | 18.436         | 6            | PEUGEOT    | 811           |
| 7            | MG         | 222          | 7            | CITROEN    | 1.052         | 7                | CITROEN    | 17.643         | 7            | MAZDA      | 751           |
| 8            | SUBARU     | 213          | 8            | FORD       | 1.014         | 8                | TOYOTA     | 16.686         | 8            | CITROEN    | 738           |
| 9            | RENAULT    | 164          | 9            | MG         | 973           | 9                | PEUGEOT    | 15.371         | 9            | TOYOTA     | 712           |
| 10           | KIA MOTORS | 148          | 10           | VOLKSWAGEN | 695           | 10               | MAZDA      | 14.707         | 10           | JAC        | 675           |
| 11           | VOLKSWAGEN | 147          | 11           | FIAT       | 594           | 11               | MITSUBISHI | 11.119         | 11           | CHERY      | 660           |
| 12           | BMW        | 140          | 12           | RENAULT    | 488           | 12               | FORD       | 9.079          | 12           | SUBARU     | 540           |
| 13           | JAC        | 122          | 13           | OPEL       | 423           | 13               | CHERY      | 7.782          | 13           | KIA MOTORS | 519           |
| 14           | HYUNDAI    | 95           | 14           | FOTON      | 407           | 14               | MG         | 7.538          | 14           | MG         | 436           |
| 15           | BRILLIANCE | 83           | 15           | TOYOTA     | 404           | 15               | FIAT       | 7.328          | 15           | MAXUS      | 330           |
|              | OTRAS      | 832          |              | OTRAS      | 3.384         |                  | OTRAS      | 78.969         |              | OTRAS      | 2.617         |
| <b>TOTAL</b> |            | <b>5.194</b> | <b>TOTAL</b> |            | <b>21.617</b> | <b>TOTAL</b>     |            | <b>322.017</b> | <b>TOTAL</b> |            | <b>13.521</b> |

| MARCA        |            | MAULE VII    | MARCA        |            | ÑUBLE XVI    | MARCA        |            | BIO-BIO VIII | MARCA        |            | ARAUCANIA IX |
|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|
| 1            | CHERY      | 839          | 1            | CHERY      | 765          | 1            | TOYOTA     | 1.255        | 1            | NISSAN     | 1.341        |
| 2            | NISSAN     | 657          | 2            | NISSAN     | 590          | 2            | HYUNDAI    | 929          | 2            | HYUNDAI    | 661          |
| 3            | CHANGAN    | 591          | 3            | SUZUKI     | 481          | 3            | JAC        | 884          | 3            | CHERY      | 633          |
| 4            | CHEVROLET  | 484          | 4            | PEUGEOT    | 446          | 4            | FORD       | 720          | 4            | MG         | 540          |
| 5            | KIA MOTORS | 399          | 5            | TOYOTA     | 415          | 5            | KIA MOTORS | 688          | 5            | TOYOTA     | 522          |
| 6            | SUZUKI     | 360          | 6            | CHANGAN    | 321          | 6            | FIAT       | 606          | 6            | CHANGAN    | 519          |
| 7            | TOYOTA     | 336          | 7            | MG         | 295          | 7            | PEUGEOT    | 592          | 7            | PEUGEOT    | 469          |
| 8            | MG         | 326          | 8            | FIAT       | 269          | 8            | MITSUBISHI | 493          | 8            | KIA MOTORS | 448          |
| 9            | SUBARU     | 253          | 9            | SUBARU     | 226          | 9            | RENAULT    | 362          | 9            | SUBARU     | 404          |
| 10           | JAC        | 201          | 10           | OPEL       | 119          | 10           | CHEVROLET  | 226          | 10           | VOLKSWAGEN | 255          |
| 11           | FIAT       | 200          | 11           | CHEVROLET  | 99           | 11           | CITROEN    | 207          | 11           | RENAULT    | 245          |
| 12           | MAZDA      | 132          | 12           | KIA MOTORS | 95           | 12           | SUZUKI     | 198          | 12           | FIAT       | 207          |
| 13           | OPEL       | 121          | 13           | VOLKSWAGEN | 90           | 13           | DFM        | 133          | 13           | OPEL       | 130          |
| 14           | VOLKSWAGEN | 120          | 14           | DFM        | 89           | 14           | MAZDA      | 74           | 14           | CHEVROLET  | 104          |
| 15           | MAXUS      | 120          | 15           | RENAULT    | 72           | 15           | HAVAL      | 71           | 15           | BMW        | 98           |
|              | OTRAS      | 969          |              | OTRAS      | 455          |              | OTRAS      | 1.557        |              | OTRAS      | 700          |
| <b>TOTAL</b> |            | <b>6.108</b> | <b>TOTAL</b> |            | <b>4.827</b> | <b>TOTAL</b> |            | <b>8.995</b> | <b>TOTAL</b> |            | <b>7.276</b> |

| MARCA        |            | LOS RÍOS XIV | MARCA        |            | LOS LAGOS X   | MARCA        |            | AYSÉN XI     | MARCA        |            | MAGALLANES XII |
|--------------|------------|--------------|--------------|------------|---------------|--------------|------------|--------------|--------------|------------|----------------|
| 1            | CHEVROLET  | 468          | 1            | CHEVROLET  | 1.652         | 1            | CHEVROLET  | 249          | 1            | CHEVROLET  | 418            |
| 2            | HYUNDAI    | 459          | 2            | JAC        | 1.035         | 2            | CHANGAN    | 217          | 2            | CHERY      | 281            |
| 3            | SUZUKI     | 243          | 3            | TOYOTA     | 1.022         | 3            | CHERY      | 161          | 3            | NISSAN     | 264            |
| 4            | NISSAN     | 242          | 4            | CITROEN    | 896           | 4            | CITROEN    | 156          | 4            | MG         | 224            |
| 5            | FIAT       | 239          | 5            | SUZUKI     | 822           | 5            | MG         | 142          | 5            | HYUNDAI    | 216            |
| 6            | PEUGEOT    | 178          | 6            | NISSAN     | 764           | 6            | KIA MOTORS | 124          | 6            | KIA MOTORS | 211            |
| 7            | TOYOTA     | 169          | 7            | MAZDA      | 508           | 7            | JAC        | 124          | 7            | TOYOTA     | 195            |
| 8            | CHERY      | 127          | 8            | CHERY      | 451           | 8            | FIAT       | 120          | 8            | SUBARU     | 185            |
| 9            | CHANGAN    | 91           | 9            | FIAT       | 437           | 9            | SUZUKI     | 95           | 9            | CHANGAN    | 179            |
| 10           | FORD       | 88           | 10           | KIA MOTORS | 409           | 10           | SUBARU     | 93           | 10           | FORD       | 174            |
| 11           | DFM        | 80           | 11           | CHANGAN    | 406           | 11           | NISSAN     | 88           | 11           | CITROEN    | 145            |
| 12           | LEXUS      | 72           | 12           | MITSUBISHI | 331           | 12           | MITSUBISHI | 63           | 12           | JAC        | 126            |
| 13           | SUBARU     | 62           | 13           | RENAULT    | 280           | 13           | MAXUS      | 49           | 13           | VOLKSWAGEN | 111            |
| 14           | KIA MOTORS | 59           | 14           | FORD       | 268           | 14           | VOLKSWAGEN | 39           | 14           | PEUGEOT    | 110            |
| 15           | VOLKSWAGEN | 59           | 15           | MG         | 240           | 15           | TOYOTA     | 38           | 15           | MITSUBISHI | 606            |
|              | OTRAS      | 322          |              | OTRAS      | 3.051         |              | OTRAS      | 153          |              | OTRAS      | 3.551          |
| <b>TOTAL</b> |            | <b>2.958</b> | <b>TOTAL</b> |            | <b>12.572</b> | <b>TOTAL</b> |            | <b>1.911</b> | <b>TOTAL</b> |            | <b>3.205</b>   |

# CATEGORÍAS



PASAJEROS

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CAMIONETAS

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COMERCIALES

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SUV

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# PASAJEROS / VENTA REGIONAL

| MARCA            | XV         | I          | II           | III        | IV           | V            | RM            | VI           | VII          | XVI          | VIII         | IX           | XIV          | X            | XI         | XII          | TOTAL          |
|------------------|------------|------------|--------------|------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|----------------|
| 1 SUZUKI         | 17         | 33         | 601          | 231        | 439          | 2.602        | 16.937        | 967          | 565          | 498          | 6            | 1.180        | 227          | 657          | 61         | 242          | 25.263         |
| 2 HYUNDAI        | 102        | 280        | 57           | 113        | 75           | 1.677        | 12.525        | 326          | 200          | 25           | 368          | 244          | 21           | 226          | 53         | 101          | 16.393         |
| 3 KIA MOTORS     | 6          | 14         | 13           | 1          | 48           | 63           | 11.841        | 621          | 230          | 294          | 147          | 31           | 179          | 532          | 32         | 17           | 14.069         |
| 4 CHEVROLET      | 22         | 24         | 7            | 3          | 11           | 647          | 10.699        | 250          | 212          | 10           | 32           | 4            | 123          | 576          | 30         | 151          | 12.801         |
| 5 JAC            | 50         | 72         | 361          | 188        | 247          | 1.313        | 4.194         | 714          | 403          | 177          | 6            | 392          | 69           | 274          | 42         | 82           | 8.584          |
| 6 VOLKSWAGEN     | 0          | 13         | 10           | 13         | 223          | 95           | 6.651         | 349          | 49           | 1            | 34           | 7            | 2            | 241          | 1          | 27           | 7.716          |
| 7 NISSAN         | 23         | 29         | 36           | 6          | 14           | 37           | 6.355         | 263          | 2            | 3            | 258          | 188          | 131          | 66           | 0          | 53           | 7.464          |
| 8 MG             | 0          | 3          | 2            | 8          | 21           | 389          | 5.576         | 221          | 32           | 7            | 54           | 2            | 8            | 291          | 4          | 28           | 6.646          |
| 9 CHANGAN        | 28         | 55         | 423          | 185        | 144          | 956          | 3.067         | 248          | 338          | 295          | 1            | 256          | 53           | 193          | 47         | 86           | 6.375          |
| 10 TOYOTA        | 24         | 45         | 200          | 81         | 322          | 203          | 3.799         | 240          | 111          | 100          | 364          | 170          | 67           | 354          | 7          | 71           | 6.158          |
| 11 PEUGEOT       | 5          | 4          | 8            | 1          | 22           | 71           | 3.333         | 219          | 45           | 92           | 156          | 126          | 49           | 79           | 0          | 30           | 4.240          |
| 12 CITROEN       | 2          | 3          | 70           | 33         | 92           | 259          | 2.061         | 103          | 70           | 46           | 147          | 131          | 20           | 188          | 0          | 23           | 3.248          |
| 13 RENAULT       | 3          | 23         | 128          | 31         | 70           | 315          | 1.963         | 130          | 64           | 37           | 1            | 122          | 34           | 87           | 15         | 53           | 3.076          |
| 14 MAZDA         | 7          | 18         | 47           | 9          | 45           | 225          | 1.600         | 76           | 31           | 23           | 2            | 47           | 1            | 14           | 0          | 1            | 2.146          |
| 15 FIAT          | 0          | 0          | 0            | 0          | 6            | 20           | 1.356         | 58           | 7            | 3            | 54           | 1            | 6            | 75           | 4          | 14           | 1.604          |
| 16 GREAT WALL    | 1          | 15         | 67           | 21         | 60           | 233          | 615           | 85           | 34           | 47           | 1            | 96           | 12           | 39           | 9          | 49           | 1.384          |
| 17 MERCEDES BENZ | 4          | 6          | 11           | 6          | 5            | 18           | 1.105         | 1            | 24           | 6            | 14           | 4            | 5            | 39           | 0          | 9            | 1.257          |
| 18 BMW           | 3          | 2          | 1            | 0          | 48           | 1            | 1.069         | 0            | 0            | 0            | 15           | 36           | 0            | 0            | 1          | 4            | 1.180          |
| 19 MAHINDRA      | 2          | 6          | 3            | 22         | 1            | 182          | 776           | 21           | 5            | 0            | 17           | 0            | 0            | 13           | 5          | 6            | 1.059          |
| 20 CHERY         | 0          | 0          | 1            | 2          | 7            | 2            | 823           | 29           | 4            | 0            | 42           | 0            | 2            | 40           | 0          | 3            | 955            |
| 21 OPEL          | 0          | 0          | 0            | 0          | 1            | 3            | 559           | 20           | 3            | 7            | 23           | 8            | 0            | 0            | 0          | 0            | 624            |
| 22 SKODA         | 0          | 0          | 0            | 0          | 0            | 14           | 455           | 41           | 0            | 0            | 1            | 0            | 1            | 22           | 0          | 0            | 534            |
| 23 SEAT          | 0          | 0          | 0            | 0          | 0            | 3            | 426           | 0            | 0            | 1            | 1            | 0            | 0            | 0            | 0          | 0            | 431            |
| 24 HONDA         | 4          | 0          | 3            | 0          | 7            | 26           | 279           | 14           | 3            | 5            | 2            | 0            | 1            | 14           | 0          | 0            | 358            |
| 25 SUBARU        | 3          | 2          | 0            | 0          | 1            | 3            | 317           | 1            | 4            | 0            | 1            | 0            | 2            | 3            | 0          | 2            | 339            |
| 26 AUDI          | 0          | 0          | 1            | 0          | 6            | 3            | 266           | 0            | 0            | 0            | 6            | 0            | 0            | 0            | 0          | 0            | 282            |
| 27 MINI          | 0          | 0          | 0            | 0          | 3            | 0            | 270           | 0            | 0            | 0            | 2            | 1            | 0            | 0            | 0          | 2            | 278            |
| 28 FORD          | 22         | 7          | 4            | 1          | 0            | 5            | 105           | 0            | 1            | 0            | 6            | 0            | 0            | 1            | 0          | 1            | 153            |
| 29 VOLVO         | 0          | 1          | 0            | 0          | 4            | 4            | 113           | 0            | 0            | 0            | 2            | 6            | 0            | 4            | 0          | 4            | 138            |
| 30 GAC           | 0          | 0          | 0            | 0          | 0            | 1            | 93            | 2            | 0            | 0            | 2            | 0            | 3            | 7            | 0          | 1            | 109            |
| 31 DFLM          | 0          | 0          | 0            | 0          | 0            | 1            | 93            | 3            | 0            | 0            | 2            | 4            | 0            | 4            | 0          | 0            | 107            |
| 32 LEXUS         | 0          | 0          | 0            | 0          | 0            | 0            | 102           | 0            | 1            | 0            | 0            | 0            | 0            | 0            | 0          | 0            | 103            |
| 33 PORSCHE       | 0          | 0          | 0            | 0          | 0            | 0            | 59            | 0            | 0            | 0            | 2            | 0            | 0            | 0            | 0          | 0            | 61             |
| 34 DFM           | 0          | 0          | 0            | 0          | 2            | 16           | 41            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0          | 0            | 59             |
| 35 MITSUBISHI    | 2          | 1          | 0            | 0          | 0            | 2            | 16            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0          | 0            | 21             |
| 36 JAGUAR        | 0          | 0          | 0            | 0          | 0            | 0            | 17            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0          | 1            | 18             |
| 37 ALFA ROMEO    | 0          | 0          | 0            | 0          | 0            | 0            | 13            | 1            | 0            | 0            | 0            | 0            | 0            | 1            | 0          | 0            | 15             |
| 38 GEELY         | 0          | 1          | 0            | 0          | 0            | 2            | 9             | 0            | 0            | 0            | 0            | 0            | 0            | 1            | 0          | 0            | 13             |
| 39 INFINITI      | 1          | 0          | 0            | 0          | 0            | 0            | 0             | 0            | 0            | 0            | 8            | 0            | 0            | 0            | 0          | 0            | 9              |
| 40 LAND ROVER    | 0          | 0          | 0            | 0          | 0            | 0            | 2             | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0          | 0            | 2              |
| OTRAS            | 15         | 3          | 1            | 2          | 2            | 19           | 14            | 5            | 1            | 3            | 6            | 1            | 0            | 2            | 0          | 1            | 75             |
| <b>TOTAL</b>     | <b>346</b> | <b>660</b> | <b>2.055</b> | <b>957</b> | <b>1.926</b> | <b>9.410</b> | <b>99.594</b> | <b>5.008</b> | <b>2.439</b> | <b>1.680</b> | <b>1.783</b> | <b>3.057</b> | <b>1.016</b> | <b>4.043</b> | <b>311</b> | <b>1.062</b> | <b>135.347</b> |

## CAMIONETAS / VENTA REGIONAL

| MARCA | XV           | I          | II         | III          | IV         | V            | RM           | VI            | VII          | XVI          | VIII         | IX           | XIV          | X          | XI           | XII        | TOTAL      |               |
|-------|--------------|------------|------------|--------------|------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|------------|------------|---------------|
| 1     | 1            | 0          | 8          | 2            | 6          | 40           | 178          | 8.189         | 148          | 58           | 7            | 325          | 49           | 14         | 258          | 40         | 69         | 9.391         |
| 2     | 2            | 21         | 58         | 226          | 56         | 327          | 57           | 7.232         | 159          | 82           | 112          | 198          | 118          | 27         | 265          | 21         | 16         | 8.975         |
| 3     | 3            | 5          | 19         | 64           | 58         | 195          | 484          | 6.041         | 272          | 181          | 243          | 531          | 175          | 184        | 357          | 117        | 42         | 8.968         |
| 4     | 4            | 18         | 65         | 198          | 120        | 149          | 832          | 3.912         | 455          | 218          | 179          | 4            | 302          | 50         | 172          | 80         | 139        | 6.893         |
| 5     | 5            | 1          | 46         | 5            | 2          | 44           | 41           | 5.587         | 145          | 3            | 2            | 157          | 126          | 137        | 47           | 3          | 34         | 6.380         |
| 6     | 6            | 16         | 19         | 238          | 5          | 35           | 589          | 3.958         | 16           | 20           | 16           | 307          | 20           | 54         | 161          | 31         | 101        | 5.586         |
| 7     | 7            | 35         | 62         | 4            | 2          | 9            | 130          | 3.937         | 120          | 77           | 14           | 25           | 16           | 79         | 255          | 67         | 57         | 4.889         |
| 8     | 8            | 4          | 19         | 1            | 1          | 11           | 206          | 3.930         | 229          | 86           | 2            | 36           | 3            | 2          | 146          | 21         | 13         | 4.710         |
| 9     | 9            | 1          | 1          | 0            | 10         | 49           | 287          | 3.695         | 73           | 9            | 39           | 69           | 25           | 4          | 58           | 0          | 0          | 4.320         |
| 10    | 10           | 1          | 12         | 5            | 4          | 79           | 28           | 3.370         | 162          | 37           | 3            | 16           | 7            | 5          | 120          | 0          | 15         | 3.864         |
| 11    | 11           | 25         | 57         | 130          | 104        | 65           | 422          | 1.971         | 173          | 157          | 130          | 4            | 121          | 21         | 113          | 168        | 75         | 3.736         |
| 12    | 12           | 15         | 17         | 48           | 38         | 77           | 212          | 1.900         | 155          | 210          | 160          | 8            | 278          | 27         | 145          | 108        | 137        | 3.535         |
| 13    | 13           | 15         | 31         | 14           | 9          | 16           | 92           | 2.831         | 75           | 62           | 52           | 87           | 58           | 27         | 74           | 2          | 10         | 3.455         |
| 14    | 14           | 13         | 25         | 137          | 91         | 124          | 405          | 1.504         | 156          | 212          | 209          | 2            | 179          | 17         | 111          | 59         | 86         | 3.330         |
| 15    | 15           | 0          | 8          | 1            | 2          | 14           | 292          | 1.342         | 111          | 62           | 3            | 12           | 0            | 68         | 96           | 0          | 30         | 2.041         |
| 16    | 16           | 0          | 6          | 1            | 23         | 9            | 198          | 760           | 31           | 18           | 5            | 32           | 1            | 0          | 23           | 8          | 3          | 1.118         |
| 17    | 17           | 18         | 8          | 4            | 1          | 9            | 13           | 912           | 45           | 18           | 19           | 11           | 3            | 5          | 37           | 2          | 9          | 1.114         |
| 18    | 18           | 0          | 0          | 1            | 0          | 4            | 10           | 778           | 25           | 0            | 34           | 45           | 7            | 31         | 30           | 0          | 0          | 965           |
| 19    | 19           | 1          | 3          | 9            | 6          | 14           | 89           | 542           | 26           | 9            | 7            | 0            | 29           | 2          | 16           | 5          | 10         | 768           |
| 20    | 20           | 0          | 1          | 1            | 1          | 3            | 1            | 597           | 23           | 1            | 12           | 12           | 16           | 4          | 10           | 0          | 5          | 687           |
| 21    | 21           | 0          | 0          | 16           | 0          | 16           | 5            | 241           | 21           | 7            | 9            | 16           | 14           | 3          | 73           | 0          | 6          | 427           |
| 22    | 22           | 0          | 0          | 0            | 0          | 5            | 8            | 208           | 6            | 2            | 2            | 0            | 2            | 0          | 4            | 1          | 1          | 239           |
| 23    | 23           | 0          | 1          | 0            | 0          | 0            | 0            | 31            | 0            | 1            | 4            | 0            | 0            | 1          | 2            | 0          | 0          | 40            |
| 24    | 24           | 2          | 2          | 1            | 0          | 0            | 2            | 1             | 0            | 0            | 0            | 3            | 0            | 0          | 0            | 0          | 1          | 12            |
| 25    | 25           | 0          | 0          | 0            | 0          | 0            | 0            | 6             | 0            | 0            | 0            | 0            | 0            | 1          | 0            | 0          | 0          | 7             |
|       | OTRAS        | 6          | 41         | 73           | 33         | 143          | 442          | 6.234         | 263          | 162          | 96           | 467          | 129          | 22         | 500          | 50         | 56         | 8.717         |
|       | <b>TOTAL</b> | <b>197</b> | <b>509</b> | <b>1.179</b> | <b>572</b> | <b>1.437</b> | <b>5.023</b> | <b>69.709</b> | <b>2.889</b> | <b>1.692</b> | <b>1.359</b> | <b>2.367</b> | <b>1.678</b> | <b>785</b> | <b>3.073</b> | <b>783</b> | <b>915</b> | <b>94.167</b> |

## COMERCIALES / VENTA REGIONAL

| MARCA | XV           | I         | II         | III        | IV        | V          | RM         | VI            | VII        | XVI        | VIII       | IX         | XIV        | X          | XI         | XII       | TOTAL      |               |
|-------|--------------|-----------|------------|------------|-----------|------------|------------|---------------|------------|------------|------------|------------|------------|------------|------------|-----------|------------|---------------|
| 1     | 1            | 2         | 0          | 2          | 0         | 22         | 25         | 5449          | 126        | 8          | 100        | 80         | 100        | 36         | 31         | 0         | 5          | 5.986         |
| 2     | 2            | 3         | 18         | 0          | 1         | 0          | 169        | 4688          | 108        | 15         | 7          | 29         | 12         | 55         | 188        | 27        | 30         | 5.350         |
| 3     | 3            | 0         | 1          | 8          | 3         | 48         | 131        | 2707          | 40         | 18         | 15         | 169        | 73         | 3          | 54         | 0         | 3          | 3.273         |
| 4     | 4            | 0         | 5          | 0          | 3         | 3          | 27         | 2693          | 38         | 14         | 42         | 98         | 54         | 1          | 45         | 2         | 7          | 3.032         |
| 5     | 5            | 1         | 8          | 39         | 5         | 68         | 110        | 1285          | 42         | 19         | 25         | 75         | 32         | 55         | 80         | 3         | 4          | 1.851         |
| 6     | 6            | 2         | 11         | 48         | 18        | 3          | 78         | 1056          | 6          | 12         | 21         | 34         | 18         | 3          | 52         | 6         | 14         | 1.382         |
| 7     | 7            | 12        | 70         | 40         | 18        | 32         | 139        | 857           | 22         | 14         | 12         | 52         | 21         | 11         | 29         | 3         | 6          | 1.338         |
| 8     | 8            | 0         | 0          | 0          | 0         | 9          | 1          | 908           | 16         | 2          | 15         | 20         | 15         | 0          | 16         | 0         | 0          | 1.002         |
| 9     | 9            | 0         | 66         | 1          | 0         | 4          | 41         | 631           | 4          | 3          | 2          | 0          | 9          | 2          | 4          | 3         | 12         | 782           |
| 10    | 10           | 0         | 0          | 23         | 15        | 7          | 83         | 276           | 21         | 32         | 11         | 0          | 20         | 0          | 15         | 6         | 19         | 528           |
| 11    | 11           | 0         | 0          | 1          | 0         | 4          | 3          | 411           | 15         | 2          | 7          | 39         | 18         | 7          | 4          | 0         | 1          | 512           |
| 12    | 12           | 0         | 1          | 15         | 1         | 6          | 79         | 278           | 2          | 7          | 5          | 49         | 4          | 1          | 11         | 0         | 0          | 459           |
| 13    | 13           | 0         | 5          | 24         | 16        | 16         | 44         | 196           | 20         | 27         | 13         | 28         | 5          | 1          | 16         | 7         | 20         | 438           |
| 14    | 14           | 0         | 0          | 0          | 0         | 2          | 4          | 288           | 9          | 0          | 11         | 32         | 5          | 8          | 4          | 0         | 0          | 363           |
| 15    | 15           | 0         | 1          | 0          | 0         | 1          | 2          | 307           | 10         | 1          | 8          | 3          | 15         | 0          | 8          | 0         | 2          | 358           |
| 16    | 16           | 0         | 0          | 5          | 0         | 2          | 7          | 62            | 1          | 3          | 0          | 1          | 1          | 0          | 1          | 1         | 0          | 84            |
| 17    | 17           | 0         | 0          | 0          | 0         | 0          | 4          | 44            | 8          | 0          | 0          | 2          | 0          | 0          | 0          | 0         | 0          | 58            |
| 18    | 18           | 0         | 0          | 0          | 0         | 1          | 0          | 35            | 3          | 0          | 0          | 3          | 0          | 0          | 1          | 0         | 0          | 43            |
| 19    | 19           | 0         | 2          | 0          | 0         | 0          | 0          | 34            | 0          | 0          | 0          | 1          | 0          | 0          | 1          | 1         | 2          | 41            |
| 20    | 20           | 0         | 0          | 1          | 0         | 0          | 0          | 6             | 0          | 0          | 0          | 1          | 3          | 0          | 0          | 0         | 0          | 11            |
|       | OTRAS        | 1         | 7          | 7          | 5         | 15         | 50         | 365           | 21         | 8          | 7          | 13         | 11         | 4          | 31         | 0         | 4          | 549           |
|       | <b>TOTAL</b> | <b>21</b> | <b>195</b> | <b>214</b> | <b>85</b> | <b>243</b> | <b>997</b> | <b>22.576</b> | <b>512</b> | <b>185</b> | <b>301</b> | <b>729</b> | <b>416</b> | <b>187</b> | <b>591</b> | <b>59</b> | <b>129</b> | <b>27.440</b> |

| MARCA | XV            | I          | II           | III          | IV         | V            | RM           | VI             | VII          | XVI          | VIII         | IX           | XIV          | X          | XI           | XII        | TOTAL        |                |
|-------|---------------|------------|--------------|--------------|------------|--------------|--------------|----------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|------------|--------------|----------------|
| 1     | CHERY         | 0          | 19           | 1            | 12         | 115          | 54           | 20.793         | 646          | 197          | 15           | 842          | 14           | 15         | 994          | 124        | 123          | 23.964         |
| 2     | CHEVROLET     | 251        | 221          | 4            | 3          | 1            | 632          | 13.425         | 353          | 180          | 68           | 140          | 72           | 211        | 633          | 125        | 180          | 16.499         |
| 3     | MG            | 2          | 8            | 3            | 9          | 29           | 663          | 12.067         | 517          | 73           | 16           | 153          | 8            | 11         | 605          | 152        | 117          | 14.433         |
| 4     | NISSAN        | 22         | 124          | 0            | 3          | 33           | 41           | 9.517          | 498          | 3            | 6            | 475          | 329          | 184        | 93           | 1          | 128          | 11.457         |
| 5     | TOYOTA        | 35         | 139          | 308          | 99         | 396          | 144          | 5.628          | 313          | 143          | 203          | 692          | 234          | 75         | 401          | 10         | 106          | 8.926          |
| 6     | PEUGEOT       | 2          | 3            | 5            | 0          | 13           | 98           | 5.992          | 443          | 26           | 242          | 344          | 227          | 89         | 68           | 1          | 70           | 7.623          |
| 7     | HYUNDAI       | 100        | 411          | 7            | 57         | 24           | 680          | 5.444          | 96           | 123          | 5            | 181          | 125          | 0          | 79           | 64         | 84           | 7.480          |
| 8     | KIA MOTORS    | 29         | 56           | 4            | 2          | 14           | 25           | 5.738          | 288          | 112          | 167          | 40           | 1            | 59         | 252          | 58         | 34           | 6.879          |
| 9     | FORD          | 77         | 14           | 475          | 6          | 15           | 341          | 4.748          | 1            | 0            | 10           | 358          | 12           | 33         | 95           | 3          | 71           | 6.259          |
| 10    | MAZDA         | 18         | 74           | 172          | 37         | 100          | 536          | 4.041          | 205          | 85           | 112          | 2            | 214          | 20         | 81           | 34         | 86           | 5.817          |
| 11    | CHANGAN       | 20         | 59           | 393          | 186        | 162          | 747          | 2.935          | 235          | 257          | 250          | 1            | 178          | 57         | 132          | 49         | 90           | 5.751          |
| 12    | VOLKSWAGEN    | 0          | 13           | 9            | 8          | 138          | 49           | 4.651          | 237          | 46           | 2            | 21           | 5            | 0          | 146          | 0          | 20           | 5.345          |
| 13    | SUBARU        | 1          | 1            | 2            | 0          | 5            | 68           | 4.176          | 115          | 72           | 1            | 21           | 2            | 54         | 136          | 1          | 49           | 4.704          |
| 14    | JEEP          | 101        | 27           | 1            | 2          | 3            | 15           | 3.142          | 87           | 24           | 3            | 69           | 6            | 0          | 117          | 13         | 32           | 3.642          |
| 15    | SUZUKI        | 1          | 26           | 90           | 45         | 70           | 336          | 2.355          | 140          | 83           | 87           | 5            | 145          | 15         | 98           | 21         | 22           | 3.539          |
| 16    | MITSUBISHI    | 4          | 4            | 1            | 7          | 13           | 88           | 2.915          | 86           | 25           | 1            | 168          | 23           | 5          | 73           | 23         | 37           | 3.473          |
| 17    | HAVAL         | 20         | 83           | 210          | 53         | 46           | 423          | 1.893          | 172          | 121          | 119          | 1            | 130          | 18         | 75           | 11         | 24           | 3.399          |
| 18    | HONDA         | 3          | 1            | 2            | 0          | 71           | 157          | 2.280          | 115          | 33           | 38           | 41           | 3            | 2          | 135          | 1          | 6            | 2.888          |
| 19    | RENAULT       | 13         | 24           | 79           | 29         | 59           | 250          | 1.208          | 81           | 44           | 44           | 0            | 95           | 21         | 59           | 16         | 36           | 2.058          |
| 20    | SSANGYONG     | 0          | 7            | 0            | 2          | 4            | 101          | 1.568          | 101          | 34           | 0            | 9            | 1            | 1          | 64           | 28         | 27           | 1.947          |
| 21    | DFSK          | 0          | 0            | 1            | 3          | 1            | 4            | 1.682          | 54           | 1            | 43           | 56           | 0            | 41         | 50           | 0          | 0            | 1.936          |
| 22    | BAIC          | 5          | 24           | 7            | 39         | 0            | 307          | 1.261          | 41           | 12           | 0            | 43           | 0            | 0          | 26           | 16         | 16           | 1.797          |
| 23    | BMW           | 3          | 6            | 2            | 1          | 92           | 1            | 1.570          | 1            | 0            | 0            | 30           | 62           | 0          | 4            | 0          | 5            | 1.777          |
| 24    | VOLVO         | 1          | 3            | 1            | 0          | 33           | 4            | 1.075          | 1            | 2            | 1            | 23           | 85           | 1          | 22           | 0          | 4            | 1.256          |
| 25    | CITROEN       | 0          | 2            | 4            | 9          | 24           | 94           | 807            | 23           | 15           | 11           | 46           | 41           | 2          | 38           | 1          | 7            | 1.124          |
| 26    | OPEL          | 0          | 0            | 0            | 1          | 2            | 5            | 917            | 30           | 4            | 24           | 24           | 19           | 0          | 3            | 0          | 0            | 1.029          |
| 27    | AUDI          | 2          | 4            | 0            | 1          | 40           | 25           | 802            | 3            | 2            | 0            | 10           | 3            | 0          | 0            | 0          | 0            | 892            |
| 28    | MERCEDES BENZ | 2          | 7            | 0            | 4          | 0            | 7            | 703            | 1            | 17           | 0            | 12           | 3            | 2          | 28           | 2          | 11           | 799            |
| 29    | DFM           | 0          | 0            | 1            | 0          | 0            | 101          | 412            | 7            | 0            | 8            | 9            | 3            | 0          | 6            | 0          | 1            | 548            |
| 30    | LAND ROVER    | 1          | 8            | 0            | 0          | 0            | 0            | 264            | 0            | 0            | 0            | 9            | 0            | 0          | 3            | 0          | 5            | 290            |
| 31    | BRILLIANCE    | 3          | 11           | 1            | 4          | 0            | 47           | 127            | 6            | 3            | 0            | 7            | 0            | 0          | 6            | 0          | 4            | 219            |
| 32    | MAHINDRA      | 0          | 1            | 0            | 0          | 2            | 22           | 134            | 6            | 1            | 0            | 4            | 0            | 0          | 1            | 0          | 1            | 172            |
| 33    | PORSCHE       | 1          | 0            | 0            | 0          | 0            | 0            | 152            | 0            | 0            | 0            | 4            | 0            | 0          | 0            | 0          | 2            | 159            |
| 34    | LEXUS         | 7          | 5            | 0            | 0          | 1            | 0            | 138            | 0            | 0            | 0            | 0            | 0            | 0          | 0            | 0          | 0            | 151            |
| 35    | JAC           | 0          | 0            | 4            | 1          | 1            | 7            | 76             | 7            | 4            | 1            | 0            | 1            | 0          | 3            | 0          | 2            | 107            |
| 36    | FIAT          | 0          | 0            | 0            | 0          | 0            | 0            | 93             | 0            | 2            | 2            | 3            | 3            | 0          | 4            | 0          | 0            | 107            |
| 37    | DODGE         | 3          | 1            | 1            | 1          | 1            | 0            | 75             | 2            | 3            | 0            | 2            | 0            | 0          | 3            | 1          | 0            | 93             |
| 38    | LIFAN         | 0          | 0            | 1            | 0          | 1            | 1            | 43             | 2            | 4            | 1            | 4            | 0            | 0          | 1            | 2          | 5            | 65             |
| 39    | GREAT WALL    | 0          | 1            | 3            | 3          | 4            | 3            | 23             | 0            | 1            | 0            | 0            | 6            | 0          | 0            | 4          | 1            | 49             |
| 40    | FAW           | 0          | 0            | 0            | 0          | 1            | 0            | 12             | 0            | 1            | 0            | 0            | 0            | 0          | 1            | 0          | 1            | 16             |
|       | OTRAS         | 5          | 9            | 27           | 4          | 82           | 126          | 5.319          | 205          | 41           | 14           | 265          | 80           | 56         | 333          | 6          | 30           | 6.602          |
|       | <b>TOTAL</b>  | <b>732</b> | <b>1.396</b> | <b>1.819</b> | <b>631</b> | <b>1.596</b> | <b>6.202</b> | <b>130.201</b> | <b>5.118</b> | <b>1.794</b> | <b>1.494</b> | <b>4.114</b> | <b>2.130</b> | <b>972</b> | <b>4.868</b> | <b>767</b> | <b>1.437</b> | <b>165.271</b> |

# PASAJEROS

El año 2021, las inscripciones de este segmento alcanzaron las 135.347 unidades, lo que corresponde a un aumento del 46,2% en relación con las 92.604 unidades inscritas en año 2020.

Desde el año pasado dejó de ser la categoría con mayor representación del mercado de livianos nuevos con el 32,1% del mercado, esta categoría ha mantenido una tendencia a la baja en su participación desde el año 2011, todo esto influenciado por el incremento de vehículos SUV, que ha ingresado al mercado nacional gracias a sus variedades y precios accesibles.

A nivel regional, se destaca a la Región de Magallanes como la región de mayor aumento en la venta de vehículos pasajeros nuevos, con un alza del 69,9%. En cuanto a la participación, la Región Metropolitana, concentra el 73,6% de las ventas de esta categoría.

Finalmente, en cuanto a las marcas, nuevamente es Suzuki la que ocupa el primer puesto en las inscripciones de vehículos pasajeros nuevos. La marca japonesa comercializó un total de 25.263 unidades, que, en contraste a las 15.048 unidades alcanzadas durante el 2020, significa una alza en las ventas de 67,9%, concentrando el 18,7% del mercado nacional.

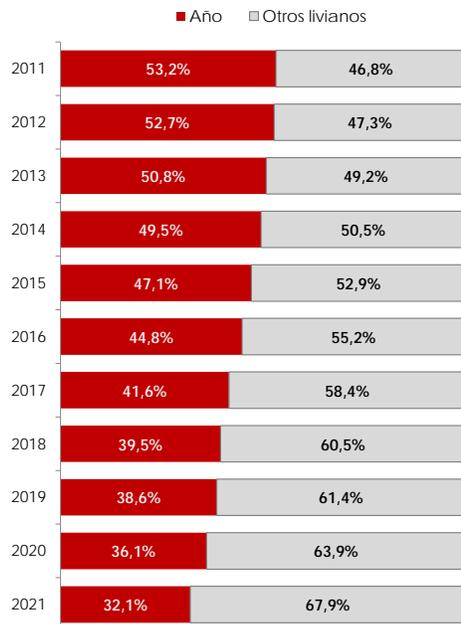
## VENTA PASAJEROS

| 2021    | 2020   | Variación Anual |
|---------|--------|-----------------|
| 135.347 | 92.604 | 46,2%           |

| AÑO         | VENTA ANUAL    | VARIACIÓN    |
|-------------|----------------|--------------|
| 2011        | 170.845        | 22,5%        |
| 2012        | 171.471        | 0,4%         |
| 2013        | 186.425        | 8,7%         |
| 2014        | 157.430        | -15,6%       |
| 2015        | 128.646        | -18,3%       |
| 2016        | 132.156        | 2,7%         |
| 2017        | 144.797        | 9,6%         |
| 2018        | 158.199        | 9,3%         |
| 2019        | 137.131        | -13,3%       |
| 2020        | 92.604         | -32,5%       |
| <b>2021</b> | <b>135.347</b> | <b>46,2%</b> |

## PARTICIPACIÓN PASAJEROS (%)

AÑO 2011 - 2021



| REGIÓN                | AÑO 2021       | %     | AÑO 2020      | %     | VAR. 20-21   |
|-----------------------|----------------|-------|---------------|-------|--------------|
| XV Arica y Parinacota | 346            | 0,3%  | 286           | 0,1%  | 21,0%        |
| I Tarapacá            | 660            | 0,5%  | 566           | 0,5%  | 16,6%        |
| II Antofagasta        | 2.055          | 1,5%  | 1.261         | 2,4%  | 63,0%        |
| III Atacama           | 957            | 0,7%  | 675           | 0,7%  | 41,8%        |
| IV Coquimbo           | 1.926          | 1,4%  | 2.193         | 2,5%  | -12,2%       |
| V Valparaíso          | 9.410          | 7,0%  | 7.146         | 11,8% | 31,7%        |
| RM Metropolitana      | 99.594         | 73,6% | 60.971        | 60,0% | 63,3%        |
| VI O'Higgins          | 5.008          | 3,7%  | 3.595         | 3,2%  | 39,3%        |
| VII Maule             | 2.439          | 1,8%  | 2.458         | 2,4%  | -0,8%        |
| XVI Ñuble             | 1.680          | 1,2%  | 1.253         | 2,4%  | 34,1%        |
| VIII Bío-Bío          | 1.783          | 1,3%  | 4.094         | 2,4%  | -56,4%       |
| IX Araucanía          | 3.057          | 2,3%  | 2.778         | 3,2%  | 10,0%        |
| XIV Los Ríos          | 1.016          | 0,8%  | 1.087         | 0,7%  | -6,5%        |
| X Los Lagos           | 4.043          | 3,0%  | 3.368         | 4,2%  | 20,0%        |
| XI Aysén              | 311            | 0,2%  | 248           | 0,2%  | 25,4%        |
| XII Magallanes        | 1.062          | 0,8%  | 625           | 0,7%  | 69,9%        |
| <b>NACIONAL</b>       | <b>135.347</b> |       | <b>92.604</b> |       | <b>46,2%</b> |

|    | MARCA         | VENTA ANUAL    |               | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |       | VARIACIÓN |
|----|---------------|----------------|---------------|-----------------|--------------------------|-------|-----------|
|    |               | 2021           | 2020          |                 | 2021                     | 2020  |           |
| 1  | SUZUKI        | 25.263         | 15.048        | 67,9%           | 18,7%                    | 16,3% | 14,8%     |
| 2  | HYUNDAI       | 16.313         | 8.186         | 99,3%           | 12,1%                    | 8,8%  | 36,3%     |
| 3  | KIA MOTORS    | 14.014         | 12.061        | 16,2%           | 10,4%                    | 13,0% | -20,5%    |
| 4  | CHEVROLET     | 12.801         | 14.542        | -12,0%          | 9,5%                     | 15,7% | -39,8%    |
| 5  | JAC           | 8.583          | 3.237         | 165,2%          | 6,3%                     | 3,5%  | 81,4%     |
| 6  | VOLKSWAGEN    | 7.716          | 4.656         | 65,7%           | 5,7%                     | 5,0%  | 13,4%     |
| 7  | NISSAN        | 7.458          | 5.004         | 49,0%           | 5,5%                     | 5,4%  | 2,0%      |
| 8  | MG            | 6.646          | 3.948         | 68,3%           | 4,9%                     | 4,3%  | 15,2%     |
| 9  | CHANGAN       | 6.372          | 1.270         | 401,7%          | 4,7%                     | 1,4%  | 243,2%    |
| 10 | TOYOTA        | 6.157          | 3.261         | 88,8%           | 4,5%                     | 3,5%  | 29,2%     |
| 11 | PEUGEOT       | 4.240          | 2.555         | 65,9%           | 3,1%                     | 2,8%  | 13,5%     |
| 12 | CITROEN       | 3.248          | 2.597         | 25,1%           | 2,4%                     | 2,8%  | -14,4%    |
| 13 | RENAULT       | 3.076          | 2.488         | 23,6%           | 2,3%                     | 2,7%  | -15,4%    |
| 14 | MAZDA         | 2.143          | 2.890         | -25,8%          | 1,6%                     | 3,1%  | -49,3%    |
| 15 | FIAT          | 1.604          | 1.491         | 7,6%            | 1,2%                     | 1,6%  | -26,4%    |
| 16 | GREAT WALL    | 1.384          | 2.101         | -34,1%          | 1,0%                     | 2,3%  | -54,9%    |
| 17 | MERCEDES BENZ | 1.257          | 1.146         | 9,7%            | 0,9%                     | 1,2%  | -25,0%    |
| 18 | BMW           | 1.180          | 978           | 20,7%           | 0,87%                    | 1,06% | -17,5%    |
| 19 | MAHINDRA      | 1.059          | 646           | 63,9%           | 0,78%                    | 0,70% | 12,1%     |
| 20 | CHERY         | 955            | 1.027         | -7,0%           | 0,71%                    | 1,11% | -36,4%    |
| 21 | OPEL          | 624            | 281           | 122,1%          | 0,46%                    | 0,30% | 51,9%     |
| 22 | SKODA         | 534            | 253           | 111,1%          | 0,39%                    | 0,27% | 44,4%     |
| 23 | SEAT          | 431            | 252           | 71,0%           | 0,32%                    | 0,27% | 17,0%     |
| 24 | HONDA         | 358            | 481           | -25,6%          | 0,26%                    | 0,52% | -49,1%    |
| 25 | SUBARU        | 339            | 431           | -21,3%          | 0,25%                    | 0,47% | -46,2%    |
| 26 | AUDI          | 282            | 391           | -27,9%          | 0,21%                    | 0,42% | -50,7%    |
| 27 | MINI          | 278            | 181           | 53,6%           | 0,21%                    | 0,20% | 5,1%      |
| 28 | FORD          | 153            | 212           | -27,8%          | 0,11%                    | 0,23% | -50,6%    |
| 29 | VOLVO         | 138            | 242           | -43,0%          | 0,10%                    | 0,26% | -61,0%    |
| 30 | GAC           | 109            | -             | -               | 0,08%                    | -     | -         |
| 31 | DFLM          | 107            | -             | -               | 0,08%                    | -     | -         |
| 32 | LEXUS         | 103            | 74            | 39,2%           | 0,08%                    | 0,08% | -4,8%     |
| 33 | PORSCHE       | 61             | 39            | 56,4%           | 0,05%                    | 0,04% | 7,0%      |
| 34 | DFM           | 59             | 80            | -26,3%          | 0,04%                    | 0,09% | -49,5%    |
| 35 | MITSUBISHI    | 21             | 95            | -77,9%          | 0,02%                    | 0,10% | -84,9%    |
| 36 | JAGUAR        | 18             | 35            | -48,6%          | 0,013%                   | 0,04% | -64,8%    |
| 37 | ALFA ROMEO    | 15             | 28            | -46,4%          | 0,011%                   | 0,03% | -63,4%    |
| 38 | GEELY         | 13             | 195           | -93,3%          | 0,010%                   | 0,21% | -95,4%    |
| 39 | INFINITI      | 9              | 22            | -59,1%          | 0,007%                   | 0,02% | -72,0%    |
| 40 | LAND ROVER    | 2              | -             | -               | 0,001%                   | -     | -         |
|    | OTRAS         | 224            | 166           | 34,9%           | 0,17%                    | 0,2%  | -7,7%     |
|    | <b>TOTAL</b>  | <b>135.347</b> | <b>92.590</b> | <b>46,2%</b>    |                          |       |           |

# CAMIONETAS

Durante el año 2021 se registraron un total de 93.986 camionetas cero kilómetros, lo cual representa una variación del 70,6% con respecto al 2020, en el que se inscribieron un total de 55.086 unidades.

Esta categoría representa un 22,3% de las ventas de livianos nuevos a nivel nacional, presentando un alza con respecto al 2020, en donde su participación alcanzó el 21,1% del mercado.

En cuanto a nivel regional, se destaca la región de Magallanes como la región que presentó el mayor crecimiento en las ventas de camionetas nuevas durante el 2020 con un 106,6%. En cuanto a la participación, en la región metropolitana se concentra el 74,1% de las ventas de camionetas a nivel país, la sigue la región de Valparaíso con un 5,3% y luego la región de Los Lagos con un 3,3%.

Por último, en cuanto a las inscripciones según marca, mantuvo el liderazgo de este segmento Mitsubishi, con 9.390 unidades vendidas correspondiente a una participación del mercado del 10,0%, lo que representa una disminución de 4,4% en comparación con el año 2020.

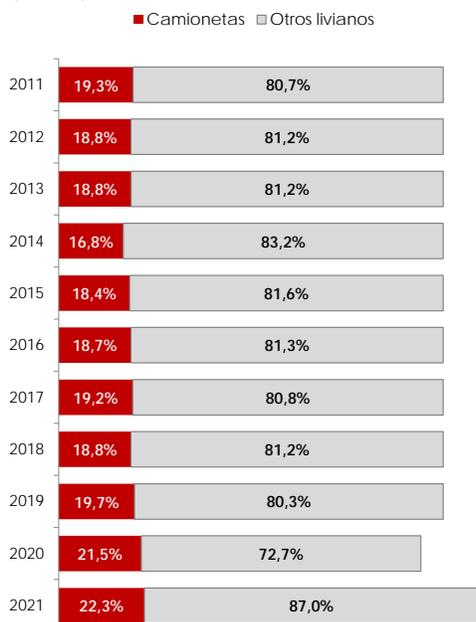
## VENTA CAMIONETAS

| 2021   | 2020   | Variación Anual |
|--------|--------|-----------------|
| 93.986 | 55.086 | 70,6%           |

| AÑO         | VENTA ANUAL    | VARIACIÓN    |
|-------------|----------------|--------------|
| 2011        | 321.130        | 19,3%        |
| 2012        | 325.137        | 18,8%        |
| 2013        | 367.038        | 18,8%        |
| 2014        | 317.869        | 16,8%        |
| 2015        | 272.860        | 18,4%        |
| 2016        | 294.952        | 18,7%        |
| 2017        | 348.287        | 19,2%        |
| 2018        | 400.300        | 18,8%        |
| 2019        | 355.442        | 19,7%        |
| 2020        | 256.651        | 21,5%        |
| <b>2021</b> | <b>422.251</b> | <b>22,3%</b> |

## PARTICIPACIÓN DE CAMIONETAS (%)

AÑO 2011 - 2021



| REGIÓN                | AÑO 2021      | %     | AÑO 2020      | %     | VAR. 20-21   |
|-----------------------|---------------|-------|---------------|-------|--------------|
| XV Arica y Parinacota | 194           | 0,2%  | 124           | 0,2%  | 56,5%        |
| I Tarapacá            | 504           | 0,5%  | 436           | 0,8%  | 15,6%        |
| II Antofagasta        | 1.171         | 1,2%  | 628           | 1,1%  | 86,5%        |
| III Atacama           | 569           | 0,6%  | 317           | 0,6%  | 79,5%        |
| IV Coquimbo           | 1.428         | 1,5%  | 1.242         | 2,3%  | 15,0%        |
| V Valparaíso          | 5.006         | 5,3%  | 2.844         | 5,2%  | 76,0%        |
| RM Metropolitana      | 69.629        | 74,1% | 38.700        | 70,3% | 79,9%        |
| VI O'Higgins          | 2.878         | 3,1%  | 1.715         | 3,1%  | 67,8%        |
| VII Maule             | 1.689         | 1,8%  | 1.097         | 2,0%  | 54,0%        |
| XVI Ñuble             | 1.350         | 1,4%  | 979           | 1,8%  | 37,9%        |
| VIII Bio-Bio          | 2.367         | 2,5%  | 2.526         | 4,6%  | -6,3%        |
| IX Araucanía          | 1.672         | 1,8%  | 1.356         | 2,5%  | 23,3%        |
| XIV Los Ríos          | 783           | 0,8%  | 452           | 0,8%  | 73,2%        |
| X Los Lagos           | 3.068         | 3,3%  | 1.842         | 3,3%  | 66,6%        |
| XI Aysén              | 767           | 0,8%  | 387           | 0,7%  | 98,2%        |
| XII Magallanes        | 911           | 1,0%  | 441           | 0,8%  | 106,6%       |
| <b>NACIONAL</b>       | <b>93.986</b> |       | <b>55.086</b> |       | <b>70,6%</b> |

|    | MARCA         | VENTA ANUAL   |               | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |       | VARIACIÓN |
|----|---------------|---------------|---------------|-----------------|--------------------------|-------|-----------|
|    |               | 2021          | 2020          |                 | 2021                     | 2020  |           |
| 1  | MITSUBISHI    | 9.390         | 7.918         | 18,6%           | 10,0%                    | 14,4% | -30,5%    |
| 2  | TOYOTA        | 8.975         | 6.051         | 48,3%           | 9,5%                     | 11,0% | -13,1%    |
| 3  | MAXUS         | 8.968         | 1.743         | 414,5%          | 9,5%                     | 3,2%  | 201,6%    |
| 4  | GREAT WALL    | 6.893         | 2.330         | 195,8%          | 7,3%                     | 4,2%  | 73,4%     |
| 5  | NISSAN        | 6.380         | 4.601         | 38,7%           | 6,8%                     | 8,4%  | -18,7%    |
| 6  | FORD          | 5.576         | 4.950         | 12,6%           | 5,9%                     | 9,0%  | -34,0%    |
| 7  | CHEVROLET     | 4.872         | 4.692         | 3,8%            | 5,2%                     | 8,5%  | -39,1%    |
| 8  | SSANGYONG     | 4.710         | 27            | 17344,4%        | 5,0%                     | 0,0%  | 10124,3%  |
| 9  | FOTON         | 4.320         | 1.189         | 263,3%          | 4,6%                     | 2,2%  | 113,0%    |
| 10 | VOLKSWAGEN    | 3.864         | 2.320         | 66,6%           | 4,1%                     | 4,2%  | -2,4%     |
| 11 | JAC           | 3.555         | 2.448         | 45,2%           | 3,8%                     | 4,4%  | -14,9%    |
| 12 | MAZDA         | 3.535         | 1.858         | 90,3%           | 3,8%                     | 3,4%  | 11,5%     |
| 13 | HYUNDAI       | 3.455         | 1.873         | 84,5%           | 3,7%                     | 3,4%  | 8,1%      |
| 14 | CHANGAN       | 3.330         | 1.319         | 152,5%          | 3,5%                     | 2,4%  | 48,0%     |
| 15 | JMC           | 2.041         | 561           | 263,8%          | 2,2%                     | 1,0%  | 113,2%    |
| 16 | MAHINDRA      | 1.118         | 705           | 58,6%           | 1,2%                     | 1,3%  | -7,1%     |
| 17 | KIA MOTORS    | 1.114         | 3.042         | -63,4%          | 1,2%                     | 5,5%  | -78,5%    |
| 18 | DFSK          | 965           | 432           | 123,4%          | 1,0%                     | 0,8%  | 30,9%     |
| 19 | RENAULT       | 768           | 1.065         | -27,9%          | 0,82%                    | 1,9%  | -57,7%    |
| 20 | PEUGEOT       | 687           | 300           | 129,0%          | 0,73%                    | 0,54% | 34,2%     |
| 21 | ZX AUTO       | 427           | 287           | 48,8%           | 0,45%                    | 0,52% | -12,8%    |
| 22 | HONDA         | 239           | 386           | -38,1%          | 0,25%                    | 0,70% | -63,7%    |
| 23 | MERCEDES BENZ | 40            | 87            | -54,0%          | 0,04%                    | 0,16% | -73,1%    |
| 24 | DODGE         | 12            | 296           | -95,9%          | 0,01%                    | 0,54% | -97,6%    |
| 25 | FAW           | 7             | 599           | -98,8%          | 0,01%                    | 1,09% | -99,3%    |
|    | OTRAS         | 8.745         | 4.007         | 118,2%          | 9,30%                    | 7,27% | 27,9%     |
|    | <b>TOTAL</b>  | <b>93.986</b> | <b>55.086</b> | <b>70,6%</b>    |                          |       |           |

## COMERCIALES

En el año 2021 los vehículos comerciales (Furgón y Minibús) también presentaron una alza en las ventas. Se inscribieron un total de 27.440 unidades nuevas, que corresponden a un aumento anual del 82,7% en las ventas de este segmento con respecto al 2020.

La categoría aumentó su participación nacional este 2021 con un 6,5% este año. Sin embargo, el valor se desempeña dentro de lo común para este segmento.

En cuanto a la venta por región, la venta de comerciales cero kilómetros presentaron diversos resultados este año. La región que mayor crecimiento en este segmento fue la región de Los Lagos con un 95% en comparación al 2020. La región metropolitana por su parte tuvo una participación del 82,3% a nivel nacional.

Finalmente, en cuanto a las marcas, se destaca nuevamente Peugeot como el líder indiscutido de este segmento, inscribiendo un total de 5.986 unidades, lo cual significa un aumento del 50,6% en las ventas. En cuanto a su participación, la marca francesa tiene el 21,8% este 2021 con una caída del 4,7% respecto al 2020 en su participación en el mercado nacional en la venta de vehículos comerciales cero kilómetros.

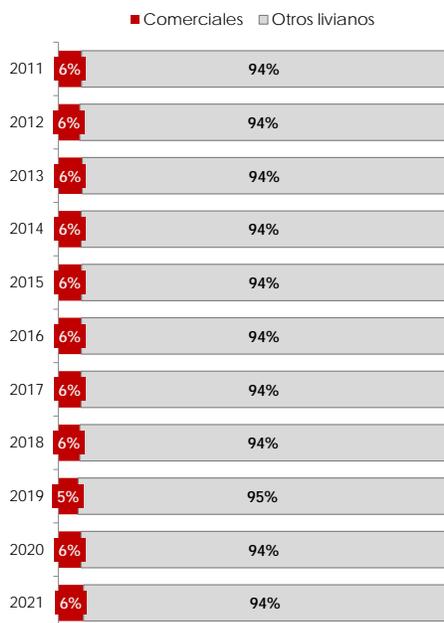
### VENTA COMERCIALES

| 2021   | 2020   | Variación Anual |
|--------|--------|-----------------|
| 27.440 | 15.017 | 82,7%           |

| AÑO         | VENTA ANUAL    | VARIACIÓN   |
|-------------|----------------|-------------|
| 2011        | 321.130        | 6,0%        |
| 2012        | 325.137        | 5,5%        |
| 2013        | 367.038        | 6,1%        |
| 2014        | 317.869        | 5,9%        |
| 2015        | 272.860        | 6,0%        |
| 2016        | 294.952        | 6,0%        |
| 2017        | 348.287        | 5,8%        |
| 2018        | 400.300        | 5,5%        |
| 2019        | 355.442        | 5,1%        |
| 2020        | 256.651        | 5,9%        |
| <b>2021</b> | <b>422.251</b> | <b>6,5%</b> |

### PARTICIPACIÓN DE COMERCIALES (%)

AÑO 2011 - 2021



| REGIÓN                | AÑO 2021      | %     | AÑO 2019      | %     | VAR. 19-20   |
|-----------------------|---------------|-------|---------------|-------|--------------|
| XV Arica y Parinacota | 21            | 0,1%  | 10            | 0,1%  | 110,0%       |
| I Tarapacá            | 195           | 0,7%  | 108           | 0,7%  | 80,6%        |
| II Antofagasta        | 214           | 0,8%  | 156           | 1,0%  | 37,2%        |
| III Atacama           | 85            | 0,3%  | 79            | 0,5%  | 7,6%         |
| IV Coquimbo           | 243           | 0,9%  | 195           | 1,3%  | 24,6%        |
| V Valparaíso          | 997           | 3,6%  | 625           | 4,2%  | 59,5%        |
| RM Metropolitana      | 22.576        | 82,3% | 11.930        | 79,4% | 89,2%        |
| VI O'Higgins          | 512           | 1,9%  | 300           | 2,0%  | 70,7%        |
| VII Maule             | 185           | 0,7%  | 186           | 1,2%  | -0,5%        |
| XVI Ñuble             | 301           | 1,1%  | 189           | 1,3%  | 59,3%        |
| VIII Bio-Bio          | 729           | 2,7%  | 482           | 3,2%  | 51,2%        |
| IX Araucanía          | 416           | 1,5%  | 228           | 1,5%  | 82,5%        |
| XIV Los Ríos          | 187           | 0,7%  | 108           | 0,7%  | 73,1%        |
| X Los Lagos           | 591           | 2,2%  | 303           | 2,0%  | 95,0%        |
| XI Aysén              | 59            | 0,2%  | 43            | 0,3%  | 37,2%        |
| XII Magallanes        | 129           | 0,5%  | 75            | 0,5%  | 72,0%        |
| <b>NACIONAL</b>       | <b>27.440</b> |       | <b>15.017</b> |       | <b>82,7%</b> |

|    | MARCA         | VENTA ANUAL   |               | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |       | VARIACIÓN |
|----|---------------|---------------|---------------|-----------------|--------------------------|-------|-----------|
|    |               | 2021          | 2020          |                 | 2021                     | 2020  |           |
| 1  | PEUGEOT       | 5.986         | 3.976         | 50,6%           | 21,8%                    | 26,5% | -17,6%    |
| 2  | CHEVROLET     | 5.350         | 1.797         | 197,7%          | 19,5%                    | 12,0% | 62,9%     |
| 3  | CITROEN       | 3.273         | 1.994         | 64,1%           | 11,9%                    | 13,3% | -10,2%    |
| 4  | RAM           | 3.032         | 1.618         | 87,4%           | 11,0%                    | 10,8% | 2,6%      |
| 5  | MAXUS         | 1.851         | 638           | 190,1%          | 6,7%                     | 4,2%  | 58,8%     |
| 6  | MERCEDES BENZ | 1.382         | 896           | 54,2%           | 5,0%                     | 6,0%  | -15,6%    |
| 7  | HYUNDAI       | 1.338         | 1.271         | 5,3%            | 4,9%                     | 8,5%  | -42,4%    |
| 8  | OPEL          | 1.002         | 285           | 251,6%          | 3,7%                     | 1,9%  | 92,4%     |
| 9  | RENAULT       | 782           | 569           | 37,4%           | 2,8%                     | 3,8%  | -24,8%    |
| 10 | CHANGAN       | 528           | 180           | 193,3%          | 1,9%                     | 1,2%  | 60,5%     |
| 11 | NISSAN        | 512           | 171           | 199,4%          | 1,9%                     | 1,1%  | 63,9%     |
| 12 | FORD          | 459           | 137           | 235,0%          | 1,7%                     | 0,9%  | 83,4%     |
| 13 | JAC           | 438           | 255           | 71,8%           | 1,6%                     | 1,7%  | -6,0%     |
| 14 | DFSK          | 363           | 167           | 117,4%          | 1,3%                     | 1,1%  | 19,0%     |
| 15 | FIAT          | 358           | 372           | -3,8%           | 1,3%                     | 2,5%  | -47,3%    |
| 16 | SUZUKI        | 84            | 77            | 9,1%            | 0,31%                    | 0,5%  | -40,3%    |
| 17 | FOTON         | 58            | 198           | -70,7%          | 0,21%                    | 1,3%  | -84,0%    |
| 18 | VOLKSWAGEN    | 43            | 139           | -69,1%          | 0,16%                    | 0,9%  | -83,1%    |
| 19 | TOYOTA        | 41            | 52            | -21,2%          | 0,15%                    | 0,3%  | -56,9%    |
| 20 | IVECO         | 11            | 48            | -77,1%          | 0,04%                    | 0,3%  | -87,5%    |
|    | OTRAS         | 549           | 177           | 210,2%          | 2,00%                    | 1,2%  | 69,7%     |
|    | <b>TOTAL</b>  | <b>27.440</b> | <b>15.017</b> | <b>82,7%</b>    |                          |       |           |

Durante el 2021 se inscribieron un total de 165.271 vehículos cero kilómetros, lo cual corresponde a un aumento anual de 75,9% en comparación al 2020.

Este año se continua la tendencia que comenzó en el 2015 un alza considerable en las ventas de esta categoría. Este año, la participación de este segmento alcanzó el 39,2% de la venta de vehículos nuevos en el país.

A nivel regional, destaca el crecimiento de la región de Arica y Parinacota con un incremento en comparación al 2020 de 88,7%, la Región Metropolitana, por su parte, concentra el 78,8% de las ventas de este segmento a nivel nacional, con 130.201 vehículos SUV cero kilómetros inscritos.

En cuanto a la venta según marca, aparece por primera una marca china, esta es Chery que desplazó a Nissan, registrando este 2021 un total de 23.962 unidades, en contraste a las 5.324 inscritas el 2020. Esta cifra significa un aumento del 350,1% en la venta, la cual concentra el 14,5% del mercado nacional de vehículos SUV nuevos este 2021.

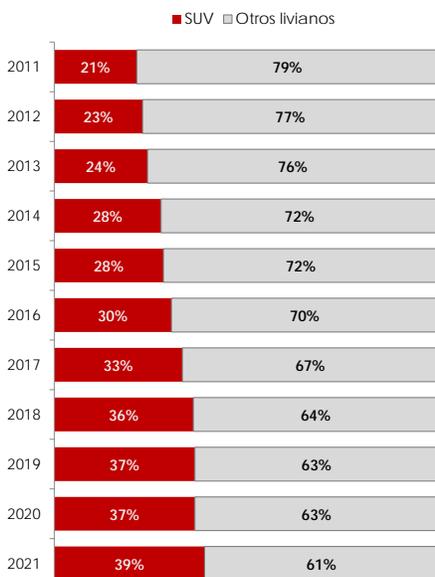
## VENTA SUV

| 2021    | 2020   | Variación Anual |
|---------|--------|-----------------|
| 165.271 | 93.944 | 75,9%           |

| AÑO         | VENTA ANUAL    | VARIACIÓN    |
|-------------|----------------|--------------|
| 2011        | 321.130        | 21,5%        |
| 2012        | 325.137        | 23,0%        |
| 2013        | 367.038        | 24,3%        |
| 2014        | 317.869        | 27,8%        |
| 2015        | 272.860        | 28,4%        |
| 2016        | 294.952        | 30,5%        |
| 2017        | 348.287        | 33,4%        |
| 2018        | 400.300        | 36,2%        |
| 2019        | 355.442        | 36,6%        |
| 2020        | 256.651        | 36,6%        |
| <b>2021</b> | <b>422.251</b> | <b>39,1%</b> |

## PARTICIPACIÓN DE SUV (%)

AÑO 2011 - 2021



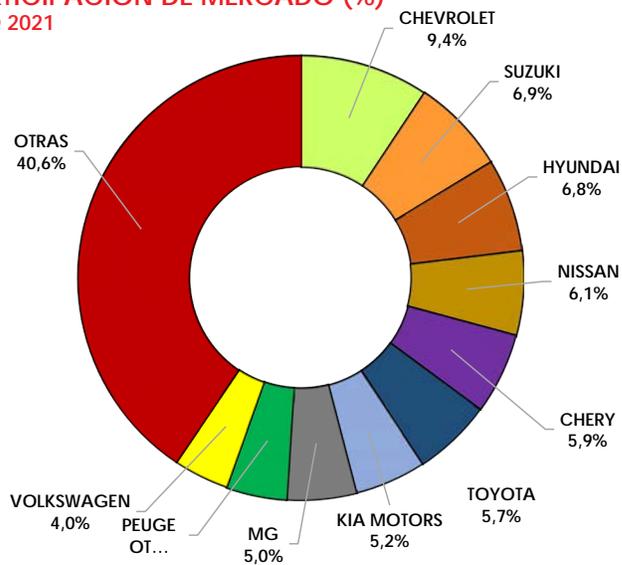
| REGIÓN                | AÑO 2021       | %     | AÑO 2020      | %     | VAR. 20-21   |
|-----------------------|----------------|-------|---------------|-------|--------------|
| XV Arica y Parinacota | 732            | 0,4%  | 388           | 0,4%  | 88,7%        |
| I Tarapacá            | 1.396          | 0,8%  | 991           | 1,1%  | 40,9%        |
| II Antofagasta        | 1.819          | 1,1%  | 1.415         | 1,5%  | 28,6%        |
| III Atacama           | 631            | 0,4%  | 647           | 0,7%  | -2,5%        |
| IV Coquimbo           | 1.596          | 1,0%  | 2.147         | 2,3%  | -25,7%       |
| V Valparaíso          | 6.202          | 3,8%  | 5.754         | 6,1%  | 7,8%         |
| RM Metropolitana      | 130.201        | 78,8% | 62.583        | 66,6% | 108,0%       |
| VI O'Higgins          | 5.118          | 3,1%  | 3.439         | 3,7%  | 48,8%        |
| VII Maule             | 1.794          | 1,1%  | 2.010         | 2,1%  | -10,7%       |
| XVI Ñuble             | 1.494          | 0,9%  | 1.376         | 1,5%  | 8,6%         |
| VIII Bio-Bio          | 4.114          | 2,5%  | 5.437         | 5,8%  | -24,3%       |
| IX Araucanía          | 2.130          | 1,3%  | 2.712         | 2,9%  | -21,5%       |
| XIV Los Ríos          | 972            | 0,6%  | 808           | 0,9%  | 20,3%        |
| X Los Lagos           | 4.868          | 2,9%  | 2.910         | 3,1%  | 67,3%        |
| XIV Aysén             | 767            | 0,5%  | 481           | 0,5%  | 59,5%        |
| XII Magallanes        | 1.437          | 0,9%  | 846           | 0,9%  | 69,9%        |
| <b>NACIONAL</b>       | <b>165.271</b> |       | <b>93.944</b> |       | <b>75,9%</b> |

|    | MARCA         | VENTA ANUAL    |               | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |      | VARIACIÓN |
|----|---------------|----------------|---------------|-----------------|--------------------------|------|-----------|
|    |               | 2021           | 2020          |                 | 2021                     | 2020 |           |
| 1  | CHERY         | 23.962         | 5.324         | 350,1%          | 14,5%                    | 5,7% | 155,8%    |
| 2  | CHEVROLET     | 16.499         | 4.624         | 256,8%          | 10,0%                    | 4,9% | 102,8%    |
| 3  | MG            | 14.433         | 4.810         | 200,1%          | 8,7%                     | 5,1% | 70,6%     |
| 4  | NISSAN        | 11.457         | 8.111         | 41,3%           | 6,9%                     | 8,6% | -19,7%    |
| 5  | TOYOTA        | 8.926          | 3.950         | 126,0%          | 5,4%                     | 4,2% | 28,4%     |
| 6  | PEUGEOT       | 7.623          | 3.399         | 124,3%          | 4,6%                     | 3,6% | 27,5%     |
| 7  | HYUNDAI       | 7.480          | 4.927         | 51,8%           | 4,5%                     | 5,2% | -13,7%    |
| 8  | KIA MOTORS    | 6.879          | 5.936         | 15,9%           | 4,2%                     | 6,3% | -34,1%    |
| 9  | FORD          | 6.259          | 4.945         | 26,6%           | 3,8%                     | 5,3% | -28,1%    |
| 10 | MAZDA         | 5.817          | 4.633         | 25,6%           | 3,5%                     | 4,9% | -28,6%    |
| 11 | CHANGAN       | 5.751          | 437           | 1216,0%         | 3,5%                     | 0,5% | 648,1%    |
| 12 | VOLKSWAGEN    | 5.345          | 2.475         | 116,0%          | 3,2%                     | 2,6% | 22,8%     |
| 13 | SUBARU        | 4.704          | 6.017         | -21,8%          | 2,8%                     | 6,4% | -55,6%    |
| 14 | JEEP          | 3.642          | 2.212         | 64,6%           | 2,2%                     | 2,4% | -6,4%     |
| 15 | SUZUKI        | 3.539          | 1.857         | 90,6%           | 2,1%                     | 2,0% | 8,3%      |
| 16 | MITSUBISHI    | 3.473          | 1.528         | 127,3%          | 2,1%                     | 1,6% | 29,2%     |
| 17 | HAVAL         | 3.399          | 918           | 270,3%          | 2,1%                     | 1,0% | 110,5%    |
| 18 | HONDA         | 2.888          | 1.856         | 55,6%           | 1,7%                     | 2,0% | -11,6%    |
| 19 | RENAULT       | 2.058          | 6.784         | -69,7%          | 1,2%                     | 7,2% | -82,8%    |
| 20 | SSANGYONG     | 1.947          | 462           | 321,4%          | 1,2%                     | 0,5% | 139,6%    |
| 21 | DFSK          | 1.936          | 640           | 202,5%          | 1,2%                     | 0,7% | 71,9%     |
| 22 | BAIC          | 1.797          | 422           | 325,8%          | 1,1%                     | 0,4% | 142,1%    |
| 23 | BMW           | 1.777          | 1.010         | 75,9%           | 1,1%                     | 1,1% | 0,0%      |
| 24 | VOLVO         | 1.256          | 648           | 93,8%           | 0,8%                     | 0,7% | 10,2%     |
| 25 | CITROEN       | 1.124          | 1.227         | -8,4%           | 0,7%                     | 1,3% | -47,9%    |
| 26 | OPEL          | 1.029          | 353           | 191,5%          | 0,6%                     | 0,4% | 65,7%     |
| 27 | AUDI          | 892            | 463           | 92,7%           | 0,5%                     | 0,5% | 9,5%      |
| 28 | MERCEDES BENZ | 799            | 1.386         | -42,4%          | 0,5%                     | 1,5% | -67,2%    |
| 29 | DFM           | 548            | 696           | -21,3%          | 0,3%                     | 0,7% | -55,2%    |
| 30 | LAND ROVER    | 290            | 307           | -5,5%           | 0,2%                     | 0,3% | -46,3%    |
| 31 | BRILLIANCE    | 219            | 4.222         | -94,8%          | 0,1%                     | 4,5% | -97,1%    |
| 32 | MAHINDRA      | 172            | 712           | -75,8%          | 0,1%                     | 0,8% | -86,3%    |
| 33 | PORSCHE       | 159            | 160           | -0,6%           | 0,1%                     | 0,2% | -43,5%    |
| 34 | LEXUS         | 151            | 1.167         | -87,1%          | 0,1%                     | 1,2% | -92,6%    |
| 35 | JAC           | 107            | 2.249         | -95,2%          | 0,1%                     | 2,4% | -97,3%    |
| 36 | FIAT          | 107            | 523           | -79,5%          | 0,1%                     | 0,6% | -88,4%    |
| 37 | DODGE         | 93             | 247           | -62,3%          | 0,1%                     | 0,3% | -78,6%    |
| 38 | LIFAN         | 65             | 71            | -8,5%           | 0,0%                     | 0,1% | -48,0%    |
| 39 | GREAT WALL    | 49             | 121           | -59,5%          | 0,0%                     | 0,1% | -77,0%    |
| 40 | FAW           | 16             | 241           | -93,4%          | 0,0%                     | 0,3% | -96,2%    |
|    | OTRAS         | 6.604          | 1.874         | 252,4%          | 4,0%                     | 2,0% | 100,3%    |
|    | <b>TOTAL</b>  | <b>165.271</b> | <b>93.944</b> | <b>75,9%</b>    |                          |      |           |

|    | MARCAS        | VENTA 2121 | PARTICIPACIÓN MERCADO | VARIACIÓN 2020-2021 |
|----|---------------|------------|-----------------------|---------------------|
| 1  | CHEVROLET     | 39.539     | 9,36%                 | 45,1%               |
| 2  | SUZUKI        | 29.195     | 6,91%                 | 55,9%               |
| 3  | HYUNDAI       | 28.666     | 6,79%                 | 59,6%               |
| 4  | NISSAN        | 25.813     | 6,11%                 | 49,8%               |
| 5  | CHERY         | 24.919     | 5,90%                 | 31,0%               |
| 6  | TOYOTA        | 24.100     | 5,71%                 | 70,0%               |
| 7  | KIA MOTORS    | 22.062     | 5,22%                 | 87,3%               |
| 8  | MG            | 21.079     | 4,99%                 | 265,6%              |
| 9  | PEUGEOT       | 18.536     | 4,39%                 | 76,7%               |
| 10 | VOLKSWAGEN    | 16.968     | 4,02%                 | 77,2%               |
| 11 | CHANGAN       | 15.984     | 3,79%                 | 48,9%               |
| 12 | MITSUBISHI    | 12.885     | 3,05%                 | 34,9%               |
| 13 | JAC           | 12.865     | 3,05%                 | 142,6%              |
| 14 | FORD          | 12.457     | 2,95%                 | 76,8%               |
| 15 | MAZDA         | 11.498     | 2,72%                 | 112,4%              |
| 16 | MAXUS         | 10.822     | 2,56%                 | 16,1%               |
| 17 | GREAT WALL    | 8.322      | 1,97%                 | 23,6%               |
| 18 | CITROEN       | 7.651      | 1,81%                 | 74,6%               |
| 19 | RENAULT       | 6.685      | 1,58%                 | 49,5%               |
| 20 | SSANGYONG     | 6.669      | 1,58%                 | 216,4%              |
| 21 | SUBARU        | 5.045      | 1,19%                 | 65,0%               |
| 22 | FOTON         | 4.386      | 1,04%                 | 19,1%               |
| 23 | JEEP          | 4.073      | 0,96%                 | 81,0%               |
| 24 | HONDA         | 3.486      | 0,83%                 | 291,2%              |
| 25 | MERCEDES BENZ | 3.478      | 0,82%                 | 57,7%               |
| 26 | HAVAL         | 3.402      | 0,81%                 | 35,1%               |
| 27 | DFSK          | 3.266      | 0,77%                 | 75,5%               |
| 28 | BMW           | 2.959      | 0,70%                 | 101,0%              |
| 29 | OPEL          | 2.655      | 0,63%                 | 91,3%               |
| 30 | MAHINDRA      | 2.417      | 0,57%                 | 121,9%              |
| 31 | JMC           | 2.191      | 0,52%                 | 100,6%              |
| 32 | FIAT          | 2.091      | 0,50%                 | 25,4%               |
| 33 | DFLM          | 2.019      | 0,48%                 | 188,0%              |
| 34 | BAIC          | 1.802      | 0,43%                 | 37,5%               |
| 35 | GAC           | 1.701      | 0,40%                 | 98,9%               |
| 36 | VOLVO         | 1.394      | 0,33%                 | 221,2%              |
| 37 | BRILLIANCE    | 1.142      | 0,27%                 | 676,9%              |
| 38 | AUDI          | 1.130      | 0,27%                 | 88,3%               |
| 39 | SKODA         | 832        | 0,20%                 | 93,5%               |
| 40 | KARRY         | 664        | 0,16%                 | 90,8%               |
| 41 | DFM           | 609        | 0,14%                 | -80,2%              |
| 42 | ZNA           | 461        | 0,11%                 | 19,4%               |
| 43 | ZX AUTO       | 427        | 0,10%                 | 114,6%              |
| 44 | MINI          | 346        | 0,08%                 | -14,6%              |
| 45 | LAND ROVER    | 292        | 0,07%                 | 17,7%               |

|    | MARCAS       | VENTA 2021     | PARTICIPACIÓN MERCADO | VARIACIÓN 2020-2021 |
|----|--------------|----------------|-----------------------|---------------------|
| 46 | DS           | 281            | 0,07%                 | 24,9%               |
| 47 | LEXUS        | 254            | 0,06%                 | 176,1%              |
| 48 | PORSCHE      | 220            | 0,05%                 | 66,7%               |
| 48 | UAZ          | 187            | 0,04%                 | -31,5%              |
| 50 | DODGE        | 122            | 0,03%                 | 18,4%               |
| 51 | LIFAN        | 68             | 0,02%                 | -53,1%              |
| 52 | JAGUAR       | 62             | 0,01%                 | -7,5%               |
| 53 | ALFA ROMEO   | 59             | 0,01%                 | -4,8%               |
| 54 | MASERATI     | 53             | 0,01%                 | 55,9%               |
| 55 | GEELY        | 26             | 0,01%                 | -58,1%              |
| 56 | INFINITI     | 26             | 0,01%                 | 225,0%              |
| 57 | FAW          | 25             | 0,01%                 | -46,8%              |
| 58 | FERRARI      | 14             | 0,00%                 | 180,0%              |
| 59 | IVECO        | 11             | 0,00%                 | 175,0%              |
| 60 | LADA         | 9              | 0,00%                 | -81,3%              |
|    | OTRAS        | 11.851         | 2,81%                 | 97,6%               |
|    | <b>TOTAL</b> | <b>422.251</b> |                       |                     |

**PARTICIPACIÓN DE MERCADO (%)**  
**AÑO 2021**



**CONCENTRACIÓN DE MERCADO**

|           |       |
|-----------|-------|
| 5 MARCAS  | 35,1% |
| 10 MARCAS | 59,4% |
| 15 MARCAS | 75,0% |
| 20 MARCAS | 84,5% |

# RANKING 15 MARCAS MÁS VENDIDAS

1   
CHEVROLET

2   
SUZUKI

3   
HYUNDAI

4   
NISSAN

5   
CHERY

6   
TOYOTA

7   
KIA

8   
MG

9   
PEUGEOT

10   
VOLKSWAGEN

11   
CHANGAN  
CHANGAN

12   
MITSUBISHI

13   
JAC

14   
FORD

15   
MAZDA



## EVOLUCIÓN 2014 - 2021 VENTA - VARIACIÓN

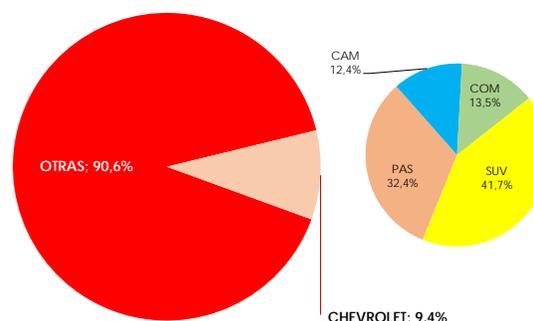


| CATEGORÍA    | 2021          | 2020          | Variación    | Diferencia    |
|--------------|---------------|---------------|--------------|---------------|
| PASAJEROS    | 12.801        | 14.542        | -12,0%       | -1.741        |
| CAMIONETAS   | 4.889         | 4.968         | -1,6%        | -79           |
| COMERCIALES  | 5.350         | 1.797         | 197,7%       | 3.553         |
| SUV          | 16.499        | 5.936         | 177,9%       | 10.563        |
| <b>TOTAL</b> | <b>39.539</b> | <b>27.243</b> | <b>45,1%</b> | <b>12.296</b> |

## VENTA MENSUAL - SEMESTRAL - AÑO 2021

|                   |               |                    |               |
|-------------------|---------------|--------------------|---------------|
| ENERO             | 3.206         | JULIO              | 3.454         |
| FEBRERO           | 2.947         | AGOSTO             | 4.082         |
| MARZO             | 3.514         | SEPTIEMBRE         | 3.012         |
| ABRIL             | 2.966         | OCTUBRE            | 3.459         |
| MAYO              | 3.481         | NOVIEMBRE          | 2.892         |
| JUNIO             | 3.716         | DICIEMBRE          | 2.810         |
| <b>I SEMESTRE</b> | <b>19.830</b> | <b>II SEMESTRE</b> | <b>19.709</b> |

## PARTICIPACIÓN DE MERCADO



## DISTRIBUCIÓN POR CATEGORÍA

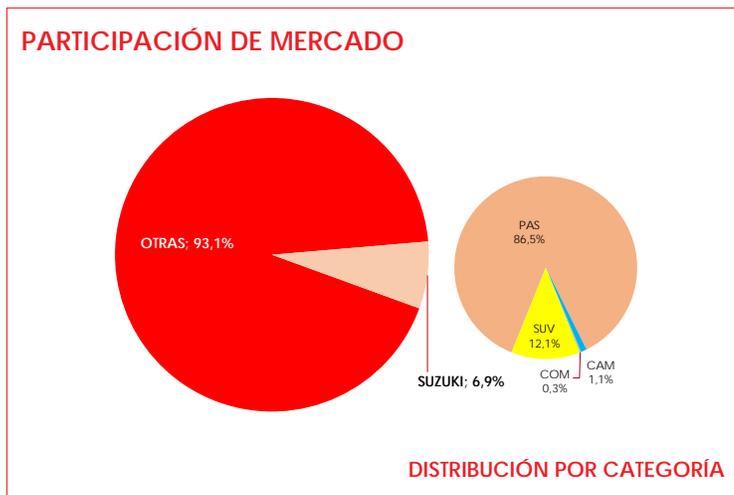
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 13,5%         | 1        |
| 2015 | 11,6%         | 1        |
| 2016 | 9,5%          | 3        |
| 2017 | 9,0%          | 2        |
| 2018 | 8,7%          | 1        |
| 2019 | 9,7%          | 1        |
| 2020 | 10,6%         | 1        |
| 2021 | 9,4%          | 1        |

| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 23           | 22           | 24           | 36           | 26           | 27           | 31           | 29           | 26           | 27           | 28           | 26           | 325           |
| I Tarapacá            | 22           | 16           | 30           | 28           | 28           | 39           | 35           | 32           | 20           | 25           | 22           | 29           | 326           |
| II Antofagasta        | 1            | 1            | 0            | 1            | 1            | 6            | 1            | 1            | 1            | 1            | 0            | 1            | 15            |
| III Atacama           | 1            | 0            | 1            | 1            | 4            | 0            | 1            | 0            | 0            | 1            | 0            | 0            | 9             |
| IV Coquimbo           | 6            | 5            |              | 1            | 1            | 2            | 3            | 2            | 0            | 0            | 1            | 0            | 21            |
| V Valparaíso          | 267          | 264          | 245          | 52           | 116          | 77           | 104          | 115          | 86           | 88           | 86           | 78           | 1.578         |
| RM Metropolitana      | 2.455        | 2.287        | 2.681        | 2.402        | 2.944        | 3.108        | 2.927        | 3.501        | 2.633        | 3.012        | 2.419        | 2.365        | 32.734        |
| VI O'Higgins          | 64           | 53           | 51           | 17           | 68           | 120          | 91           | 84           | 62           | 81           | 61           | 79           | 831           |
| VII Maule             | 127          | 75           | 91           | 42           | 45           | 55           | 27           | 6            | 8            | 5            | 0            | 3            | 484           |
| XVI Ñuble             | 9            | 9            | 35           | 39           | 2            | 1            | 0            | 0            | 0            | 1            | 0            | 3            | 99            |
| VIII Bio-Bio          | 6            | 36           | 80           | 68           | 7            | 10           | 8            | 3            | 1            | 1            | 3            | 3            | 226           |
| IX Araucanía          | 2            | 3            | 43           | 49           | 1            | 4            | 1            | 0            | 1            | 0            | 0            | 0            | 104           |
| XIV Los Ríos          | 32           | 9            | 56           | 17           | 57           | 61           | 31           | 60           | 21           | 44           | 38           | 42           | 468           |
| X Los Lagos           | 148          | 137          | 122          | 161          | 121          | 147          | 122          | 184          | 96           | 134          | 149          | 131          | 1.652         |
| XI Aysén              | 22           | 12           | 21           | 24           | 22           | 21           | 27           | 30           | 8            | 15           | 29           | 18           | 249           |
| XII Magallanes        | 21           | 18           | 34           | 28           | 38           | 38           | 45           | 35           | 49           | 24           | 56           | 32           | 418           |
| <b>NACIONAL</b>       | <b>3.206</b> | <b>2.947</b> | <b>3.514</b> | <b>2.966</b> | <b>3.481</b> | <b>3.716</b> | <b>3.454</b> | <b>4.082</b> | <b>3.012</b> | <b>3.459</b> | <b>2.892</b> | <b>2.810</b> | <b>39.539</b> |



| CATEGORÍA    | 2021          | 2020          | Variación    | Diferencia    |
|--------------|---------------|---------------|--------------|---------------|
| PASAJEROS    | 25.263        | 15.048        | 67,9%        | 10.215        |
| CAMIONETAS   | 309           | 205           | 50,7%        | 104           |
| COMERCIALES  | 84            | 77            | 9,1%         | 7             |
| SUV          | 3.539         | 3.399         | 4,1%         | 140           |
| <b>TOTAL</b> | <b>29.195</b> | <b>18.729</b> | <b>55,9%</b> | <b>10.466</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |               |                    |               |
|--------------------------------------|---------------|--------------------|---------------|
| ENERO                                | 2.505         | JULIO              | 2.374         |
| FEBRERO                              | 1.733         | AGOSTO             | 1.647         |
| MARZO                                | 1.919         | SEPTIEMBRE         | 2.761         |
| ABRIL                                | 793           | OCTUBRE            | 3.340         |
| MAYO                                 | 1.386         | NOVIEMBRE          | 4.874         |
| JUNIO                                | 2.094         | DICIEMBRE          | 3.769         |
| <b>I SEMESTRE</b>                    | <b>10.430</b> | <b>II SEMESTRE</b> | <b>18.765</b> |

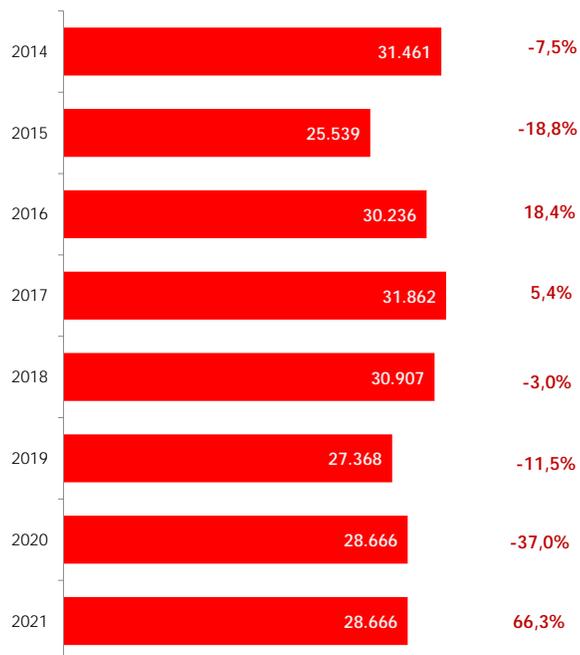


| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 6,8%          | 5        |
| 2015 | 8,6%          | 5        |
| 2016 | 9,0%          | 4        |
| 2017 | 9,3%          | 5        |
| 2018 | 8,1%          | 2        |
| 2019 | 7,6%          | 3        |
| 2020 | 7,3%          | 3        |
| 2021 | 6,9%          | 2        |

| REGIÓN                | ENE          | FEB          | MAR          | ABR        | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 1            | 2            | 0            | 1          | 0            | 0            | 0            | 0            | 0            | 2            | 2            | 10           | 18            |
| I Tarapacá            | 5            | 4            | 4            | 5          | 6            | 10           | 4            | 1            | 2            | 4            | 13           | 2            | 60            |
| II Antofagasta        | 68           | 45           | 58           | 23         | 26           | 81           | 70           | 35           | 52           | 70           | 93           | 81           | 702           |
| III Atacama           | 37           | 23           | 24           | 9          | 14           | 27           | 26           | 4            | 18           | 37           | 49           | 9            | 277           |
| IV Coquimbo           | 96           | 52           | 54           | 23         | 32           | 80           | 62           | 18           | 29           | 30           | 27           | 9            | 512           |
| V Valparaíso          | 286          | 169          | 209          | 58         | 94           | 238          | 220          | 127          | 245          | 342          | 639          | 345          | 2.972         |
| RM Metropolitana      | 1.527        | 1.094        | 1.160        | 512        | 987          | 1.288        | 1.605        | 1.202        | 1.935        | 2.326        | 3.244        | 2.704        | 19.584        |
| VI O'Higgins          | 120          | 82           | 98           | 22         | 47           | 80           | 77           | 54           | 115          | 121          | 216          | 80           | 1.112         |
| VII Maule             | 42           | 8            | 36           | 10         | 33           | 34           | 59           | 31           | 62           | 51           | 179          | 112          | 657           |
| XVI Ñuble             | 69           | 91           | 64           | 26         | 33           | 50           | 35           | 29           | 50           | 64           | 46           | 33           | 590           |
| VIII Bio-Bio          | 2            | 1            | 0            | 0          | 1            | 2            | 3            | 1            | 1            | 0            | 0            | 1            | 12            |
| IX Araucanía          | 131          | 88           | 93           | 42         | 43           | 94           | 119          | 58           | 129          | 131          | 194          | 219          | 1.341         |
| XIV Los Ríos          | 31           | 47           | 22           | 6          | 11           | 9            | 12           | 10           | 22           | 24           | 29           | 19           | 242           |
| X Los Lagos           | 56           | 8            | 63           | 36         | 50           | 62           | 59           | 31           | 73           | 96           | 116          | 114          | 764           |
| XI Aysén              | 11           | 5            | 12           | 2          | 1            | 10           | 8            | 12           | 7            | 4            | 11           | 5            | 88            |
| XII Magallanes        | 23           | 14           | 22           | 18         | 8            | 29           | 15           | 34           | 21           | 38           | 16           | 26           | 264           |
| <b>NACIONAL</b>       | <b>2.505</b> | <b>1.733</b> | <b>1.919</b> | <b>793</b> | <b>1.386</b> | <b>2.094</b> | <b>2.374</b> | <b>1.647</b> | <b>2.761</b> | <b>3.340</b> | <b>4.874</b> | <b>3.769</b> | <b>29.195</b> |



## EVOLUCIÓN 2014 - 2021 VENTA - VARIACIÓN

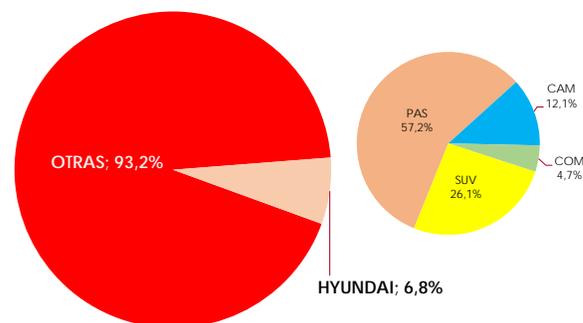


| CATEGORÍA    | 2021          | 2020          | Variación   | Diferencia   |
|--------------|---------------|---------------|-------------|--------------|
| PASAJEROS    | 16.393        | 14.576        | 12,5%       | 1.817        |
| CAMIONETAS   | 3.455         | 2.240         | 54,2%       | 1.215        |
| COMERCIALES  | 1.338         | 1.522         | -12,1%      | -184         |
| SUV          | 7.480         | 9.030         | -17,2%      | -1.550       |
| <b>TOTAL</b> | <b>28.666</b> | <b>27.368</b> | <b>4,7%</b> | <b>1.298</b> |

## VENTA MENSUAL - SEMESTRAL - AÑO 2021

|                   |               |                    |               |
|-------------------|---------------|--------------------|---------------|
| ENERO             | 1.179         | JULIO              | 2.759         |
| FEBRERO           | 2.309         | AGOSTO             | 2.669         |
| MARZO             | 3.199         | SEPTIEMBRE         | 2.947         |
| ABRIL             | 1.801         | OCTUBRE            | 2.875         |
| MAYO              | 2.219         | NOVIEMBRE          | 2.015         |
| JUNIO             | 1.957         | DICIEMBRE          | 2.737         |
| <b>I SEMESTRE</b> | <b>12.664</b> | <b>II SEMESTRE</b> | <b>16.002</b> |

## PARTICIPACIÓN DE MERCADO



## DISTRIBUCIÓN POR CATEGORÍA

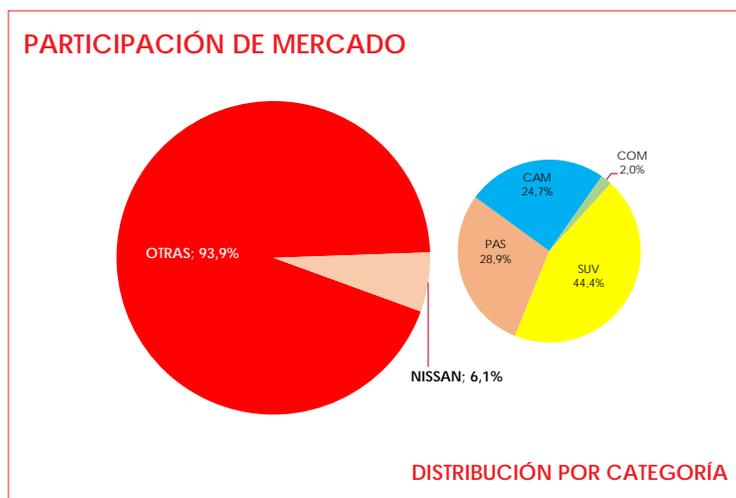
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 9,9%          | 2        |
| 2015 | 9,4%          | 2        |
| 2016 | 10,3%         | 1        |
| 2017 | 9,1%          | 1        |
| 2018 | 7,7%          | 4        |
| 2019 | 7,7%          | 2        |
| 2020 | 11,2%         | 5        |
| 2021 | 6,8%          | 3        |

| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 12           | 9            | 22           | 28           | 30           | 33           | 38           | 24           | 20           | 17           | 11           | 11           | 255           |
| I Tarapacá            | 39           | 47           | 96           | 66           | 53           | 93           | 87           | 113          | 63           | 96           | 40           | 38           | 831           |
| II Antofagasta        | 5            | 5            | 8            | 13           | 4            | 9            | 13           | 8            | 15           | 20           | 8            | 10           | 118           |
| III Atacama           | 13           | 15           | 29           | 13           | 11           | 13           | 17           | 17           | 21           | 14           | 18           | 16           | 197           |
| IV Coquimbo           | 8            | 13           | 7            | 19           | 20           | 9            | 23           | 10           | 6            | 13           | 10           | 10           | 148           |
| V Valparaíso          | 170          | 236          | 288          | 135          | 220          | 141          | 244          | 227          | 312          | 258          | 138          | 219          | 2.588         |
| RM Metropolitana      | 773          | 1.670        | 2.335        | 1.303        | 1.639        | 1.435        | 2.031        | 2.032        | 2.280        | 2.212        | 1.635        | 2.232        | 21.577        |
| VI O'Higgins          | 30           | 31           | 68           | 27           | 28           | 30           | 36           | 37           | 67           | 72           | 32           | 61           | 519           |
| VII Maule             | 25           | 45           | 62           | 26           | 47           | 31           | 42           | 32           | 28           | 22           | 18           | 21           | 399           |
| XVI Ñuble             | 6            | 7            | 9            | 7            | 10           | 8            | 10           | 11           | 7            | 8            | 6            | 6            | 95            |
| VIII Bio-Bio          | 38           | 122          | 117          | 59           | 77           | 63           | 95           | 58           | 14           | 22           | 17           | 6            | 688           |
| IX Araucanía          | 14           | 41           | 52           | 32           | 22           | 16           | 64           | 46           | 48           | 45           | 31           | 37           | 448           |
| XIV Los Ríos          | 2            | 1            | 8            | 6            | 6            | 6            | 4            | 6            | 3            | 6            | 6            | 5            | 59            |
| X Los Lagos           | 30           | 34           | 59           | 34           | 43           | 35           | 31           | 27           | 38           | 29           | 26           | 23           | 409           |
| XI Aysén              | 2            | 11           | 21           | 15           |              | 10           | 3            | 4            | 2            | 21           | 13           | 22           | 124           |
| XII Magallanes        | 12           | 22           | 18           | 18           | 9            | 25           | 21           | 17           | 23           | 20           | 6            | 20           | 211           |
| <b>NACIONAL</b>       | <b>1.179</b> | <b>2.309</b> | <b>3.199</b> | <b>1.801</b> | <b>2.219</b> | <b>1.957</b> | <b>2.759</b> | <b>2.669</b> | <b>2.947</b> | <b>2.875</b> | <b>2.015</b> | <b>2.737</b> | <b>28.666</b> |



| CATEGORÍA    | 2021          | 2020          | Variación    | Diferencia   |
|--------------|---------------|---------------|--------------|--------------|
| PASAJEROS    | 7.464         | 5.004         | 49,2%        | 2.460        |
| CAMIONETAS   | 6.380         | 4.674         | 36,5%        | 1.706        |
| COMERCIALES  | 512           | 171           | 199,4%       | 341          |
| SUV          | 11.457        | 8.111         | 41,3%        | 3.346        |
| <b>TOTAL</b> | <b>25.813</b> | <b>17.960</b> | <b>43,7%</b> | <b>7.853</b> |

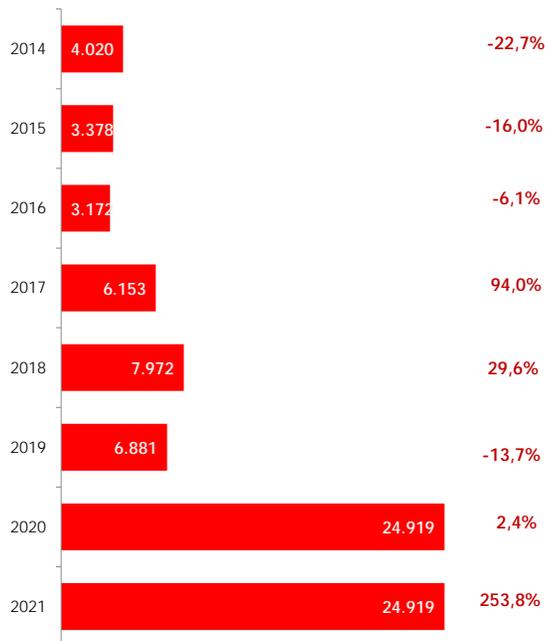
| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |             |       |
|--------------------------------------|-------|-------------|-------|
| ENERO                                | 1.789 | JULIO       | 2.443 |
| FEBRERO                              | 985   | AGOSTO      | 2.726 |
| MARZO                                | 2.871 | SEPTIEMBRE  | 2.914 |
| ABRIL                                | 2.014 | OCTUBRE     | 1.604 |
| MAYO                                 | 2.433 | NOVIEMBRE   | 1.616 |
| JUNIO                                | 2.488 | DICIEMBRE   | 1.930 |
| I SEMESTRE                           |       | II SEMESTRE |       |
| 12.580                               |       | 13.273      |       |



| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 5,9%          | 6        |
| 2015 | 7,6%          | 4        |
| 2016 | 7,6%          | 5        |
| 2017 | 7,9%          | 4        |
| 2018 | 7,3%          | 5        |
| 2019 | 7,1%          | 5        |
| 2020 | 10,1%         | 4        |
| 2021 | 6,1%          | 4        |

| REGIÓN                | ENE          | FEB        | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 3            | 4          | 3            | 5            | 3            | 4            | 9            | 5            | 3            | 4            | 2            | 3            | 48            |
| I Tarapacá            | 6            | 15         | 16           | 6            | 12           | 30           | 16           | 23           | 15           | 28           | 17           | 15           | 199           |
| II Antofagasta        | 2            | 1          | 1            | 4            | 0            | 6            | 1            | 10           | 5            | 9            | 1            | 2            | 42            |
| III Atacama           | 0            | 0          | 2            | 1            | 1            | 0            | 1            | 3            | 1            | 2            | 0            | 0            | 11            |
| IV Coquimbo           | 7            | 6          | 6            | 16           | 3            | 6            | 7            | 17           | 10           | 15           | 2            | 0            | 95            |
| V Valparaíso          | 3            | 1          | 21           | 4            | 22           | 13           | 16           | 18           | 12           | 4            | 7            | 2            | 123           |
| RM Metropolitana      | 1.483        | 744        | 2.426        | 1.633        | 2.038        | 2.060        | 1.938        | 2.363        | 2.558        | 1.408        | 1.455        | 1.760        | 21.866        |
| VI O'Higgins          | 66           | 55         | 111          | 98           | 96           | 120          | 86           | 107          | 129          | 43           | 9            | 1            | 921           |
| VII Maule             | 2            | 1          | 1            | 1            | 0            | 0            | 1            | 0            | 3            | 0            | 2            | 0            | 11            |
| XVI Ñuble             | 4            | 0          | 2            | 1            | 1            | 1            | 0            | 2            | 3            | 1            | 3            | 0            | 18            |
| VIII Bio-Bio          | 74           | 61         | 111          | 103          | 102          | 91           | 143          | 84           | 58           | 39           | 22           | 41           | 929           |
| IX Araucanía          | 35           | 23         | 61           | 50           | 60           | 76           | 93           | 44           | 81           | 27           | 36           | 75           | 661           |
| XIV Los Ríos          | 52           | 22         | 55           | 52           | 66           | 53           | 78           | 24           | 26           | 4            | 26           | 1            | 459           |
| X Los Lagos           | 27           | 26         | 49           | 31           | 20           | 19           | 11           | 13           | 4            | 1            | 2            | 7            | 210           |
| XI Aysén              | 0            | 1          | 0            | 0            | 2            | 0            | 0            | 0            | 0            | 1            | 0            | 0            | 4             |
| XII Magallanes        | 25           | 25         | 6            | 9            | 7            | 9            | 43           | 13           | 6            | 18           | 32           | 23           | 216           |
| <b>NACIONAL</b>       | <b>1.789</b> | <b>985</b> | <b>2.871</b> | <b>2.014</b> | <b>2.433</b> | <b>2.488</b> | <b>2.443</b> | <b>2.726</b> | <b>2.914</b> | <b>1.604</b> | <b>1.616</b> | <b>1.930</b> | <b>25.813</b> |

**EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN**

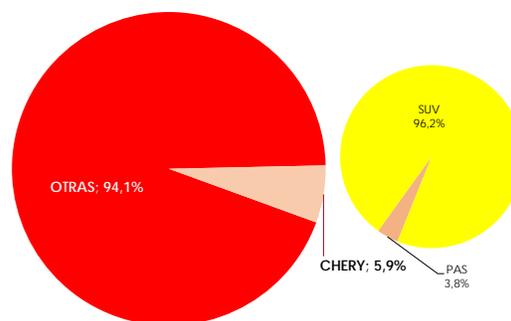


| CATEGORÍA    | 2021          | 2020         | Variación     | Diferencia    |
|--------------|---------------|--------------|---------------|---------------|
| PASAJEROS    | 955           | 1.027        | -7,0%         | -72           |
| CAMIONETAS   | 0             | 0            | -             | -             |
| COMERCIALES  | 0             | 0            | -             | -             |
| SUV          | 23.964        | 6.017        | 298,3%        | 17.947        |
| <b>TOTAL</b> | <b>24.919</b> | <b>7.044</b> | <b>253,8%</b> | <b>17.875</b> |

**VENTA MENSUAL - SEMESTRAL - AÑO 2021**

|                   |              |                    |               |
|-------------------|--------------|--------------------|---------------|
| ENERO             | 1.041        | JULIO              | 2.889         |
| FEBRERO           | 1.505        | AGOSTO             | 2.895         |
| MARZO             | 1.457        | SEPTIEMBRE         | 2.070         |
| ABRIL             | 1.672        | OCTUBRE            | 2.449         |
| MAYO              | 1.959        | NOVIEMBRE          | 2.751         |
| JUNIO             | 1.653        | DICIEMBRE          | 2.578         |
| <b>I SEMESTRE</b> | <b>9.287</b> | <b>II SEMESTRE</b> | <b>15.632</b> |

**PARTICIPACIÓN DE MERCADO**



**DISTRIBUCIÓN POR CATEGORÍA**

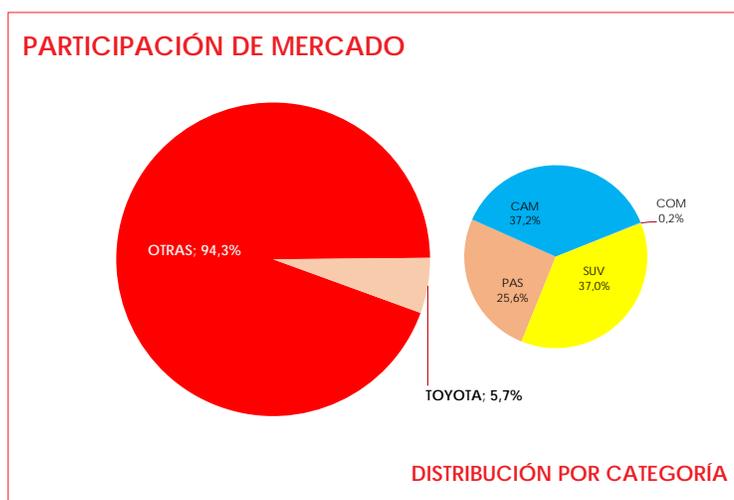
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 1,3%          | 21       |
| 2015 | 1,2%          | 20       |
| 2016 | 1,1%          | 21       |
| 2017 | 1,8%          | 17       |
| 2018 | 2,0%          | 14       |
| 2019 | 1,9%          | 17       |
| 2020 | 9,7%          | 13       |
| 2021 | 5,9%          | 5        |

| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             |
| I Tarapacá            | 0            | 0            | 0            | 0            | 1            | 0            | 3            | 4            | 5            | 5            | 1            | 0            | 19            |
| II Antofagasta        | 0            | 0            | 0            | 0            | 1            | 1            | 0            | 0            | 0            | 0            | 0            | 0            | 2             |
| III Atacama           | 0            | 1            | 1            | 2            | 1            | 1            | 1            | 0            | 0            | 3            | 3            | 1            | 14            |
| IV Coquimbo           | 7            | 10           | 2            | 8            | 7            | 15           | 18           | 16           | 8            | 9            | 15           | 7            | 122           |
| V Valparaíso          | 8            | 24           | 1            | 1            | 1            | 0            | 5            | 0            | 5            | 1            | 8            | 2            | 56            |
| RM Metropolitana      | 812          | 1.253        | 1.228        | 1.446        | 1.668        | 1.324        | 2.406        | 2.562        | 1.837        | 2.227        | 2.492        | 2.360        | 21.615        |
| VI O'Higgins          | 50           | 63           | 50           | 39           | 51           | 65           | 70           | 62           | 47           | 63           | 53           | 62           | 675           |
| VII Maule             | 0            | 0            | 0            | 0            | 0            | 3            | 28           | 44           | 19           | 40           | 36           | 31           | 201           |
| XVI Ñuble             | 6            | 0            | 0            | 1            | 0            | 2            | 2            | 1            | 0            | 1            | 1            | 1            | 15            |
| VIII Bio-Bio          | 81           | 76           | 91           | 75           | 104          | 140          | 224          | 75           | 5            | 1            | 1            | 11           | 884           |
| IX Araucanía          | 8            | 1            | 0            | 0            | 1            | 0            | 1            | 2            | 1            | 0            | 0            | 0            | 14            |
| XIV Los Ríos          | 3            | 0            | 0            | 0            | 0            | 4            | 2            | 3            | 4            | 0            | 0            | 1            | 17            |
| X Los Lagos           | 33           | 62           | 50           | 87           | 122          | 72           | 122          | 108          | 128          | 81           | 98           | 72           | 1.035         |
| XI Aysén              | 13           | 0            | 20           | 10           | 2            | 15           | 2            | 17           | 10           | 1            | 11           | 23           | 124           |
| XII Magallanes        | 20           | 15           | 14           | 3            |              | 11           | 5            | 1            | 1            | 17           | 32           | 7            | 126           |
| <b>NACIONAL</b>       | <b>1.041</b> | <b>1.505</b> | <b>1.457</b> | <b>1.672</b> | <b>1.959</b> | <b>1.653</b> | <b>2.889</b> | <b>2.895</b> | <b>2.070</b> | <b>2.449</b> | <b>2.751</b> | <b>2.578</b> | <b>24.919</b> |



| CATEGORÍA    | 2020          | 2021          | Variación    | Diferencia   |
|--------------|---------------|---------------|--------------|--------------|
| PASAJEROS    | 6.158         | 3.261         | 88,8%        | 2.897        |
| CAMIONETAS   | 8.975         | 6.051         | 48,3%        | 2.924        |
| COMERCIALES  | 41            | 52            | -21,2%       | -11          |
| SUV          | 8.926         | 4.810         | 85,6%        | 4.116        |
| <b>TOTAL</b> | <b>24.100</b> | <b>14.174</b> | <b>70,0%</b> | <b>9.926</b> |

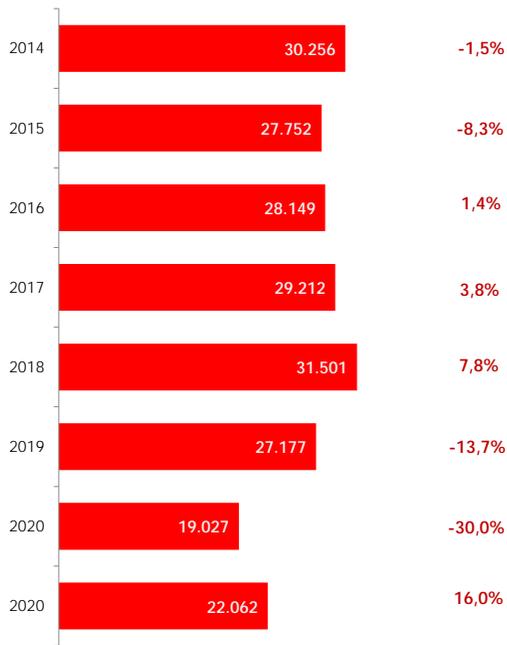
| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |             |       |
|--------------------------------------|-------|-------------|-------|
| ENERO                                | 1.102 | JULIO       | 2.776 |
| FEBRERO                              | 937   | AGOSTO      | 2.128 |
| MARZO                                | 1.647 | SEPTIEMBRE  | 2.353 |
| ABRIL                                | 1.451 | OCTUBRE     | 2.414 |
| MAYO                                 | 2.390 | NOVIEMBRE   | 2.078 |
| JUNIO                                | 2.046 | DICIEMBRE   | 2.778 |
| I SEMESTRE                           |       | II SEMESTRE |       |
| 9.573                                |       | 14.527      |       |



| AÑO   | PARTICIPACIÓN | POSICIÓN |
|-------|---------------|----------|
| 2014  | 7,0%          | 4        |
| 2015  | 6,7%          | 6        |
| 2016  | 6,9%          | 6        |
| 2017  | 7,5%          | 6        |
| 2018° | 7,2%          | 6        |
| 2019  | 6,2%          | 6        |
| 2020  | 9,4%          | 6        |
| 2021  | 5,7%          | 6        |

| REGIÓN                | ENE          | FEB        | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 7            | 5          | 6            | 6            | 10           | 7            | 5            | 8            | 8            | 10           | 8            | 2            | 82            |
| I Tarapacá            | 14           | 16         | 14           | 7            | 25           | 29           | 31           | 19           | 27           | 15           | 24           | 26           | 247           |
| II Antofagasta        | 46           | 19         | 50           | 31           | 71           | 82           | 85           | 61           | 88           | 77           | 63           | 61           | 734           |
| III Atacama           | 9            | 14         | 13           | 17           | 16           | 19           | 36           | 9            | 28           | 27           | 26           | 23           | 237           |
| IV Coquimbo           | 50           | 39         | 77           | 65           | 96           | 94           | 98           | 65           | 100          | 94           | 109          | 159          | 1.046         |
| V Valparaíso          | 52           | 38         | 43           | 11           | 24           | 26           | 27           | 28           | 25           | 28           | 31           | 71           | 404           |
| RM Metropolitana      | 647          | 570        | 1.133        | 995          | 1.724        | 1.351        | 1.992        | 1.549        | 1.642        | 1.700        | 1.402        | 1.981        | 16.686        |
| VI O'Higgins          | 33           | 38         | 31           | 44           | 73           | 70           | 80           | 61           | 86           | 71           | 62           | 63           | 712           |
| VII Maule             | 35           | 33         | 35           | 16           | 21           | 18           | 23           | 11           | 44           | 39           | 26           | 35           | 336           |
| XVI Ñuble             | 37           | 23         | 23           | 32           | 37           | 30           | 43           | 50           | 23           | 38           | 43           | 36           | 415           |
| VIII Bio-Bio          | 83           | 72         | 87           | 100          | 122          | 165          | 160          | 139          | 46           | 101          | 62           | 118          | 1.255         |
| IX Araucanía          | 15           | 24         | 30           | 28           | 43           | 39           | 40           | 19           | 80           | 72           | 69           | 63           | 522           |
| XIV Los Ríos          | 9            | 14         | 9            | 6            | 16           | 20           | 16           | 11           | 17           | 12           | 15           | 24           | 169           |
| X Los Lagos           | 44           | 23         | 80           | 82           | 95           | 82           | 96           | 80           | 109          | 114          | 119          | 98           | 1.022         |
| XI Aysén              | 3            | 2          | 5            |              | 5            | 2            | 1            | 2            | 9            | 3            | 5            | 1            | 38            |
| XII Magallanes        | 18           | 7          | 11           | 11           | 12           | 12           | 43           | 16           | 21           | 13           | 14           | 17           | 195           |
| <b>NACIONAL</b>       | <b>1.102</b> | <b>937</b> | <b>1.647</b> | <b>1.451</b> | <b>2.390</b> | <b>2.046</b> | <b>2.776</b> | <b>2.128</b> | <b>2.353</b> | <b>2.414</b> | <b>2.078</b> | <b>2.778</b> | <b>24.100</b> |

### EVOLUCIÓN 2014 - 2021 VENTA - VARIACIÓN

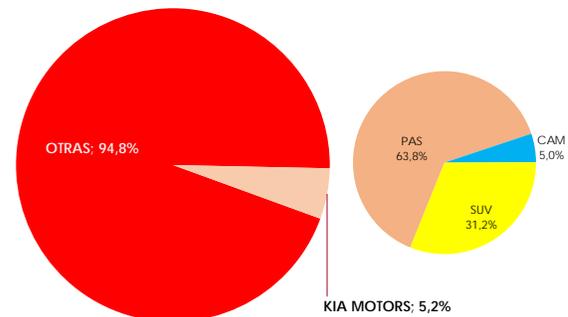


| CATEGORÍA    | 2021          | 2020          | Variación    | Diferencia   |
|--------------|---------------|---------------|--------------|--------------|
| PASAJEROS    | 14.069        | 12.061        | 16,6%        | 2.008        |
| CAMIONETAS   | 1.114         | 2.332         | -52,2%       | -1.218       |
| COMERCIALES  | 0             | 1             | -100,0%      | -1           |
| SUV          | 6.879         | 4.633         | 48,5%        | 2.246        |
| <b>TOTAL</b> | <b>22.062</b> | <b>19.027</b> | <b>16,0%</b> | <b>3.035</b> |

### VENTA MENSUAL - SEMESTRAL - AÑO 2021

|                   |               |                    |               |
|-------------------|---------------|--------------------|---------------|
| ENERO             | 1.386         | JULIO              | 2.324         |
| FEBRERO           | 1.753         | AGOSTO             | 1.996         |
| MARZO             | 2.043         | SEPTIEMBRE         | 2.210         |
| ABRIL             | 1.335         | OCTUBRE            | 1.961         |
| MAYO              | 1.914         | NOVIEMBRE          | 1.905         |
| JUNIO             | 1.858         | DICIEMBRE          | 1.377         |
| <b>I SEMESTRE</b> | <b>10.289</b> | <b>II SEMESTRE</b> | <b>11.773</b> |

### PARTICIPACIÓN DE MERCADO



### DISTRIBUCIÓN POR CATEGORÍA

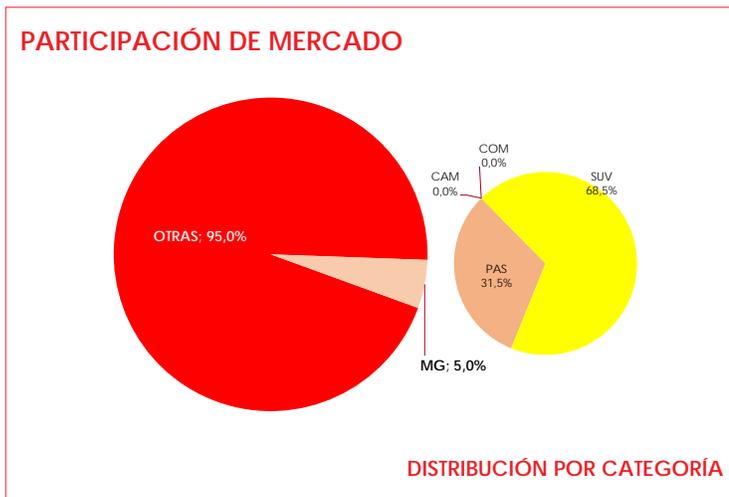
| AÑO         | PARTICIPACIÓN | POSICIÓN |
|-------------|---------------|----------|
| 2014        | 9,5%          | 3        |
| 2015        | 10,2%         | 3        |
| 2016        | 9,5%          | 2        |
| 2017        | 8,4%          | 3        |
| 2018        | 7,9%          | 3        |
| 2019        | 7,6%          | 3        |
| 2020        | 7,4%          | 2        |
| <b>2021</b> | <b>5,2%</b>   | <b>7</b> |

| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 2            | 2            | 6            | 2            | 6            | 11           | 11           | 25           | 1            | 0            | 3            | 2            | 71            |
| I Tarapacá            | 9            | 4            | 12           | 4            | 12           | 16           | 15           | 16           | 2            | 8            | 4            | 4            | 106           |
| II Antofagasta        | 1            | 2            | 3            | 2            | 2            | 4            | 1            | 2            | 1            | 2            | 1            | 0            | 21            |
| III Atacama           | 0            | 1            | 0            | 0            | 1            | 0            | 0            | 0            | 0            | 1            | 0            | 1            | 4             |
| IV Coquimbo           | 9            | 4            | 3            | 3            | 5            | 9            | 7            | 7            | 5            | 8            | 8            | 3            | 71            |
| V Valparaíso          | 17           | 17           | 7            | 2            | 5            | 7            | 16           | 2            | 13           | 11           | 2            | 2            | 101           |
| RM Metropolitana      | 1.037        | 1.523        | 1.716        | 1.117        | 1.584        | 1.514        | 1.948        | 1.652        | 1.890        | 1.671        | 1.621        | 1.163        | 18.436        |
| VI O'Higgins          | 61           | 80           | 85           | 63           | 91           | 89           | 104          | 81           | 92           | 79           | 81           | 48           | 954           |
| VII Maule             | 28           | 16           | 33           | 32           | 26           | 33           | 41           | 34           | 33           | 33           | 32           | 19           | 360           |
| XVI Ñuble             | 30           | 5            | 48           | 25           | 41           | 69           | 55           | 42           | 46           | 44           | 37           | 39           | 481           |
| VIII Bio-Bio          | 108          | 23           | 4            | 4            | 5            | 5            | 11           | 8            | 10           | 6            | 9            | 5            | 198           |
| IX Araucanía          | 14           | 5            | 1            | 0            | 0            | 1            | 0            | 2            | 2            | 2            | 5            | 3            | 35            |
| XIV Los Ríos          | 14           | 42           | 18           | 3            | 13           | 14           | 21           | 27           | 27           | 19           | 24           | 21           | 243           |
| X Los Lagos           | 48           | 26           | 83           | 66           | 110          | 74           | 78           | 76           | 75           | 67           | 65           | 54           | 822           |
| XI Aysén              | 4            | 2            | 16           | 6            | 11           | 2            | 10           | 14           | 9            | 4            | 6            | 11           | 95            |
| XII Magallanes        | 4            | 1            | 8            | 6            | 2            | 10           | 6            | 8            | 4            | 6            | 7            | 2            | 64            |
| <b>NACIONAL</b>       | <b>1.386</b> | <b>1.753</b> | <b>2.043</b> | <b>1.335</b> | <b>1.914</b> | <b>1.858</b> | <b>2.324</b> | <b>1.996</b> | <b>2.210</b> | <b>1.961</b> | <b>1.905</b> | <b>1.377</b> | <b>22.062</b> |



| CATEGORÍA    | 2021          | 2020          | Variación    | Diferencia    |
|--------------|---------------|---------------|--------------|---------------|
| PASAJEROS    | 6.646         | 3.948         | 68,3%        | 2.698         |
| CAMIONETAS   | 0             | 0             | -            | 0             |
| COMERCIALES  | 0             | 0             | #¡DIV/0!     | 0             |
| SUV          | 14.433        | 6.784         | 112,8%       | 7.649         |
| <b>TOTAL</b> | <b>21.079</b> | <b>10.732</b> | <b>96,4%</b> | <b>10.347</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |             |       |
|--------------------------------------|-------|-------------|-------|
| ENERO                                | 1.095 | JULIO       | 1.348 |
| FEBRERO                              | 1.643 | AGOSTO      | 2.214 |
| MARZO                                | 2.266 | SEPTIEMBRE  | 3.359 |
| ABRIL                                | 1.573 | OCTUBRE     | 926   |
| MAYO                                 | 1.746 | NOVIEMBRE   | 631   |
| JUNIO                                | 1.929 | DICIEMBRE   | 2.349 |
| I SEMESTRE                           |       | II SEMESTRE |       |
| 10.252                               |       | 10.827      |       |

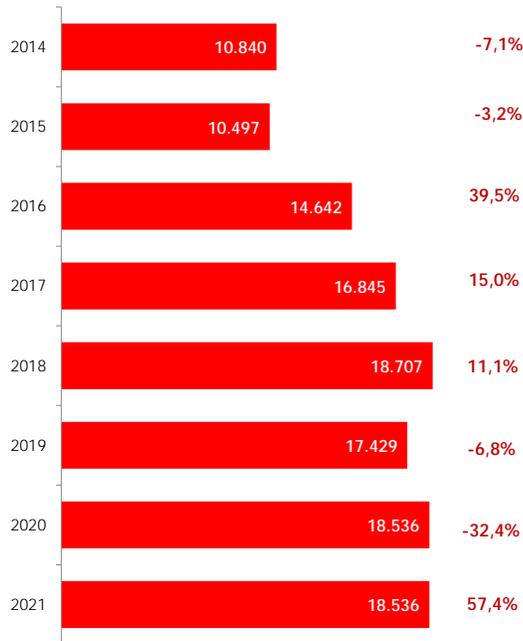


| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 0,5%          | 31       |
| 2015 | 0,5%          | 29       |
| 2016 | 0,6%          | 27       |
| 2017 | 0,9%          | 25       |
| 2018 | 1,3%          | 22       |
| 2019 | 2,7%          | 15       |
| 2020 | 8,2%          | 8        |
| 2021 | 5,0%          | 8        |

| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT        | NOV        | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|------------|--------------|---------------|
| XV Arica y Parinacota | 1            | 0            | 0            | 0            | 0            | 1            | 0            | 0            | 0            | 0          | 0          | 0            | 2             |
| I Tarapacá            | 1            | 0            | 1            | 2            | 2            | 1            | 1            | 0            | 1            | 2          | 0          | 0            | 11            |
| II Antofagasta        | 0            | 0            | 1            | 1            | 0            | 1            | 0            | 1            | 0            | 1          | 0          | 0            | 5             |
| III Atacama           | 0            | 1            | 1            | 3            | 1            | 1            | 0            | 2            | 1            | 1          | 2          | 4            | 17            |
| IV Coquimbo           | 7            | 2            | 7            | 5            | 4            | 7            | 4            | 4            | 7            | 3          | 0          | 0            | 50            |
| V Valparaíso          | 65           | 122          | 176          | 82           | 104          | 68           | 51           | 131          | 116          | 37         | 17         | 83           | 1.052         |
| RM Metropolitana      | 694          | 1.352        | 1.870        | 1.299        | 1.454        | 1.646        | 1.149        | 1.870        | 2.889        | 816        | 538        | 2.066        | 17.643        |
| VI O'Higgins          | 84           | 49           | 96           | 54           | 76           | 92           | 31           | 59           | 102          | 17         | 15         | 63           | 738           |
| VII Maule             | 0            | 0            | 1            | 0            | 0            | 5            | 10           | 33           | 24           | 11         | 4          | 17           | 105           |
| XVI Ñuble             | 17           | 0            | 1            | 0            | 0            | 0            | 0            | 0            | 5            | 0          | 0          | 0            | 23            |
| VIII Bio-Bio          | 131          | 37           | 3            | 6            | 4            | 4            | 4            | 3            | 3            | 3          | 4          | 5            | 207           |
| IX Araucanía          | 0            | 5            | 1            | 0            | 0            | 1            | 1            | 1            | 1            | 0          | 0          | 0            | 10            |
| XIV Los Ríos          | 5            | 0            | 0            | 1            | 0            | 0            | 5            | 6            | 0            | 2          | 0          | 0            | 19            |
| X Los Lagos           | 50           | 59           | 89           | 72           | 81           | 93           | 54           | 75           | 163          | 31         | 32         | 97           | 896           |
| XI Aysén              | 17           | 13           | 2            | 16           | 16           | 5            | 38           | 19           | 7            | 2          | 19         | 2            | 156           |
| XII Magallanes        | 23           | 3            | 17           | 32           | 4            | 4            | 0            | 10           | 40           | 0          | 0          | 12           | 145           |
| <b>NACIONAL</b>       | <b>1.095</b> | <b>1.643</b> | <b>2.266</b> | <b>1.573</b> | <b>1.746</b> | <b>1.929</b> | <b>1.348</b> | <b>2.214</b> | <b>3.359</b> | <b>926</b> | <b>631</b> | <b>2.349</b> | <b>21.079</b> |



**EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN**

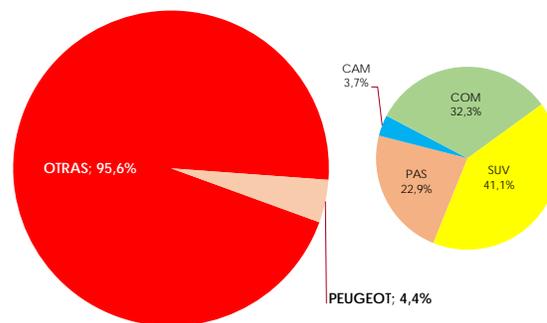


| CATEGORÍA    | 2021          | 2020          | Variación   | Diferencia   |
|--------------|---------------|---------------|-------------|--------------|
| PASAJEROS    | 4.240         | 4.747         | -10,7%      | -507         |
| CAMIONETAS   | 687           | 475           | 44,6%       | 212          |
| COMERCIALES  | 5.986         | 5.738         | 4,3%        | 248          |
| SUV          | 7.623         | 6.469         | 17,8%       | 1.154        |
| <b>TOTAL</b> | <b>18.536</b> | <b>17.429</b> | <b>6,4%</b> | <b>1.107</b> |

**VENTA MENSUAL - SEMESTRAL - AÑO 2021**

|                   |               |                    |              |
|-------------------|---------------|--------------------|--------------|
| ENERO             | 1.685         | JULIO              | 1.475        |
| FEBRERO           | 1.334         | AGOSTO             | 1.296        |
| MARZO             | 1.518         | SEPTIEMBRE         | 952          |
| ABRIL             | 2.331         | OCTUBRE            | 1.007        |
| MAYO              | 1.924         | NOVIEMBRE          | 1.705        |
| JUNIO             | 1.833         | DICIEMBRE          | 1.476        |
| <b>I SEMESTRE</b> | <b>10.625</b> | <b>II SEMESTRE</b> | <b>7.911</b> |

**PARTICIPACIÓN DE MERCADO**



**DISTRIBUCIÓN POR CATEGORÍA**

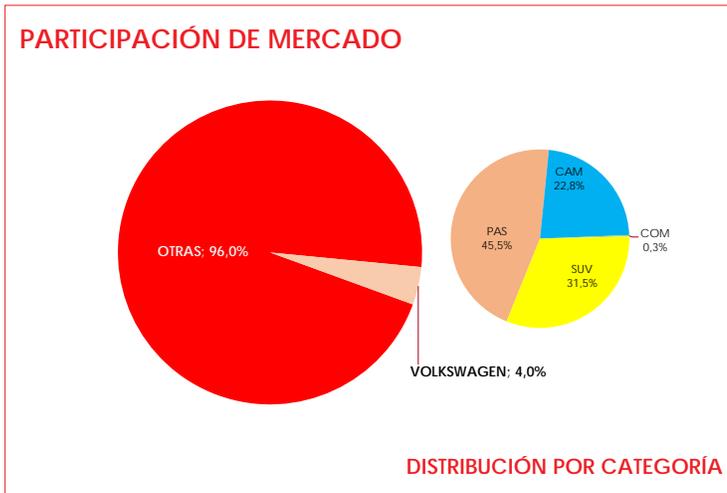
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 3,4%          | 10       |
| 2015 | 3,8%          | 10       |
| 2016 | 5,0%          | 7        |
| 2017 | 4,8%          | 7        |
| 2018 | 4,7%          | 8        |
| 2019 | 4,9%          | 7        |
| 2020 | 7,2%          | 7        |
| 2021 | 4,4%          | 9        |

| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP        | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 1            | 1            | 0            | 0            | 2            | 2            | 0            | 0            | 2          | 0            | 1            | 0            | 9             |
| I Tarapacá            | 0            | 0            | 3            | 0            | 0            | 0            | 0            | 2            | 0          | 2            | 1            | 0            | 8             |
| II Antofagasta        | 1            | 1            | 2            | 2            | 1            | 3            | 1            | 1            | 0          | 1            | 2            | 1            | 16            |
| III Atacama           | 0            | 1            | 0            | 0            | 0            | 0            | 0            | 0            | 0          | 0            | 0            | 1            | 2             |
| IV Coquimbo           | 1            | 4            | 1            | 8            | 11           | 7            | 10           | 2            | 3          | 7            | 3            | 3            | 60            |
| V Valparaiso          | 21           | 26           | 19           | 22           | 21           | 13           | 9            | 15           | 12         | 8            | 15           | 14           | 195           |
| RM Metropolitana      | 1.355        | 1.050        | 1.234        | 1.960        | 1.537        | 1.495        | 1.250        | 1.113        | 767        | 870          | 1.472        | 1.268        | 15.371        |
| VI O'Higgins          | 74           | 69           | 93           | 95           | 76           | 85           | 46           | 49           | 55         | 45           | 63           | 61           | 811           |
| VII Maule             | 1            | 1            | 2            | 1            | 8            | 4            | 4            | 2            |            | 2            | 23           | 32           | 80            |
| XVI Ñuble             | 41           | 57           | 31           | 58           | 67           | 32           | 31           | 39           | 38         | 14           | 26           | 12           | 446           |
| VIII Bio-Bio          | 97           | 38           | 57           | 104          | 94           | 84           | 54           | 18           | 10         | 12           | 7            | 17           | 592           |
| IX Araucanía          | 32           | 40           | 40           | 38           | 48           | 60           | 38           | 20           | 28         | 24           | 62           | 39           | 469           |
| XIV Los Ríos          | 29           | 12           | 21           | 26           | 20           | 18           | 17           | 8            | 8          | 4            | 8            | 7            | 178           |
| X Los Lagos           | 26           | 18           | 14           | 16           | 17           | 16           | 6            | 16           | 16         | 10           | 21           | 12           | 188           |
| XI Aysén              | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 1            | 0          | 0            | 0            | 0            | 1             |
| XII Magallanes        | 6            | 16           | 1            | 1            | 22           | 14           | 9            | 10           | 13         | 8            | 1            | 9            | 110           |
| <b>NACIONAL</b>       | <b>1.685</b> | <b>1.334</b> | <b>1.518</b> | <b>2.331</b> | <b>1.924</b> | <b>1.833</b> | <b>1.475</b> | <b>1.296</b> | <b>952</b> | <b>1.007</b> | <b>1.705</b> | <b>1.476</b> | <b>18.536</b> |



| CATEGORÍA    | 2021          | 2020         | Variación    | Diferencia   |
|--------------|---------------|--------------|--------------|--------------|
| PASAJEROS    | 7.716         | 4.656        | 65,7%        | 3.060        |
| CAMIONETAS   | 3.864         | 2.317        | 66,8%        | 1.547        |
| COMERCIALES  | 43            | 139          | -69,1%       | -96          |
| SUV          | 5.345         | 2.212        | 141,6%       | 3.133        |
| <b>TOTAL</b> | <b>16.968</b> | <b>9.324</b> | <b>82,0%</b> | <b>7.644</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |             |       |
|--------------------------------------|-------|-------------|-------|
| ENERO                                | 891   | JULIO       | 1.532 |
| FEBRERO                              | 843   | AGOSTO      | 1.690 |
| MARZO                                | 2.066 | SEPTIEMBRE  | 1.515 |
| ABRIL                                | 1.422 | OCTUBRE     | 1.494 |
| MAYO                                 | 1.063 | NOVIEMBRE   | 1.547 |
| JUNIO                                | 1.426 | DICIEMBRE   | 1.479 |
| I SEMESTRE                           |       | II SEMESTRE |       |
| 7.711                                |       | 9.257       |       |



| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 1,7%          | 15       |
| 2015 | 2,0%          | 14       |
| 2016 | 2,4%          | 12       |
| 2017 | 3,3%          | 12       |
| 2018 | 3,9%          | 10       |
| 2019 | 3,7%          | 11       |
| 2020 | 6,6%          | 12       |
| 2021 | 4,0%          | 10       |

| REGIÓN               | ENE        | FEB        | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|----------------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Paríacota | 0          | 0          | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 1            | 0            | 1             |
| I Tarapacá           | 2          | 1          | 3            | 5            | 3            | 0            | 1            | 5            | 7            | 2            | 8            | 1            | 38            |
| II Antofagasta       | 0          | 0          | 0            | 0            | 1            | 0            | 0            | 5            | 7            | 4            | 7            | 0            | 24            |
| III Atacama          | 3          | 3          | 2            | 1            | 3            | 3            | 0            | 0            | 4            | 4            | 2            | 0            | 25            |
| IV Coquimbo          | 18         | 22         | 52           | 36           | 40           | 28           | 24           | 27           | 66           | 42           | 67           | 19           | 441           |
| V Valparaíso         | 27         | 30         | 98           |              | 2            | 5            |              | 2            | 4            | 3            | 1            | 0            | 172           |
| RM Metropolitana     | 726        | 670        | 1.687        | 1.284        | 897          | 1.255        | 1.356        | 1.508        | 1.265        | 1.337        | 1.340        | 1.382        | 14.707        |
| VI O'Higgins         | 49         | 55         | 91           | 41           | 73           | 58           | 89           | 47           | 107          | 52           | 64           | 25           | 751           |
| VII Maule            | 8          | 11         | 39           | 0            | 8            | 17           | 18           | 11           | 2            | 1            | 4            | 13           | 132           |
| XVI Ñuble            | 2          | 0          | 0            | 0            | 0            |              | 1            | 0            | 1            | 2            | 0            | 0            | 6             |
| VIII Bio-Bio         | 18         | 17         | 12           | 0            | 4            | 4            | 4            | 6            | 2            | 2            | 3            | 2            | 74            |
| IX Araucanía         | 5          | 2          | 2            | 2            | 3            | 0            | 0            | 1            | 1            | 2            | 1            | 0            | 19            |
| XIV Los Ríos         |            | 1          | 1            | 1            | 1            | 1            | 1            | 0            | 1            | 0            | 0            | 0            | 7             |
| X Los Lagos          | 23         | 26         | 77           | 43           | 25           | 38           | 35           | 77           | 45           | 39           | 45           | 35           | 508           |
| XI Aysén             | 0          | 0          | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 1            | 1             |
| XII Magallanes       | 10         | 5          | 2            | 9            | 3            | 17           | 3            | 1            | 3            | 4            | 4            | 1            | 62            |
| <b>NACIONAL</b>      | <b>891</b> | <b>843</b> | <b>2.066</b> | <b>1.422</b> | <b>1.063</b> | <b>1.426</b> | <b>1.532</b> | <b>1.690</b> | <b>1.515</b> | <b>1.494</b> | <b>1.547</b> | <b>1.479</b> | <b>16.968</b> |

## EVOLUCIÓN 2014 - 2021 VENTA - VARIACIÓN

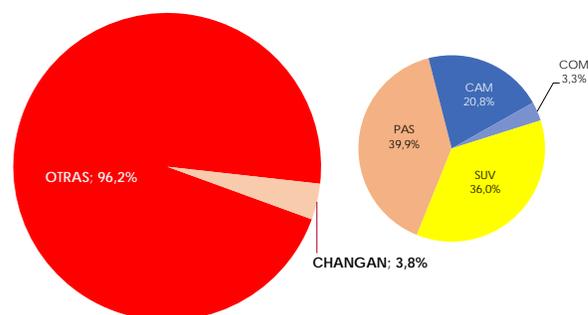


| CATEGORÍA    | 2021          | 2020         | Variación     | Diferencia   |
|--------------|---------------|--------------|---------------|--------------|
| PASAJEROS    | 6.375         | 1.270        | 402,0%        | 5.105        |
| CAMIONETAS   | 3.330         | 1.061        | 213,9%        | 2.269        |
| COMERCIALES  | 528           | 180          | 193,3%        | 348          |
| SUV          | 5.751         | 4.222        | 36,2%         | 1.529        |
| <b>TOTAL</b> | <b>15.984</b> | <b>6.733</b> | <b>137,4%</b> | <b>9.251</b> |

## VENTA MENSUAL - SEMESTRAL - AÑO 2021

|                   |              |                    |               |
|-------------------|--------------|--------------------|---------------|
| ENERO             | 668          | JULIO              | 1.438         |
| FEBRERO           | 606          | AGOSTO             | 2.330         |
| MARZO             | 352          | SEPTIEMBRE         | 1.997         |
| ABRIL             | 752          | OCTUBRE            | 1.917         |
| MAYO              | 1.051        | NOVIEMBRE          | 2.270         |
| JUNIO             | 743          | DICIEMBRE          | 1.860         |
| <b>I SEMESTRE</b> | <b>4.172</b> | <b>II SEMESTRE</b> | <b>11.812</b> |

## PARTICIPACIÓN DE MERCADO



## DISTRIBUCIÓN POR CATEGORÍA

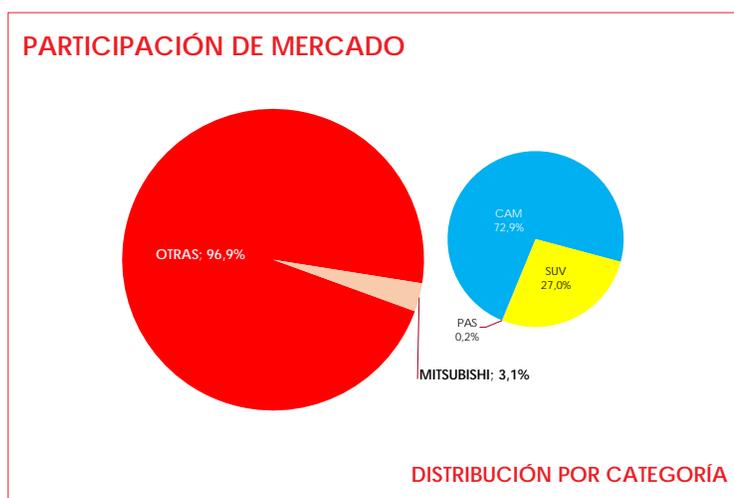
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 0,8%          | 26       |
| 2015 | 0,9%          | 25       |
| 2016 | 1,0%          | 23       |
| 2017 | 1,1%          | 21       |
| 2018 | 1,9%          | 17       |
| 2019 | 2,4%          | 13       |
| 2020 | 6,2%          | 14       |
| 2021 | 3,8%          | 11       |

| REGIÓN                | ENE        | FEB        | MAR        | ABR        | MAY          | JUN        | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|------------|------------|------------|------------|--------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 1          | 2          | 0          | 6          | 11           | 4          | 1            | 6            | 7            | 3            | 8            | 12           | 61            |
| I Tarapacá            | 7          | 3          | 6          | 10         | 14           | 13         | 0            | 14           | 17           | 9            | 21           | 25           | 139           |
| II Antofagasta        | 47         | 62         | 31         | 41         | 73           | 55         | 69           | 163          | 130          | 90           | 131          | 84           | 976           |
| III Atacama           | 30         | 29         | 14         | 24         | 38           | 22         | 31           | 58           | 55           | 75           | 58           | 43           | 477           |
| IV Coquimbo           | 42         | 37         | 9          | 53         | 37           | 55         | 28           | 81           | 52           | 39           | 2            | 2            | 437           |
| V Valparaíso          | 72         | 76         | 33         | 87         | 153          | 67         | 156          | 336          | 251          | 277          | 406          | 277          | 2.191         |
| RM Metropolitana      | 307        | 278        | 183        | 342        | 497          | 389        | 781          | 1.024        | 982          | 952          | 1.122        | 925          | 7.782         |
| VI O'Higgins          | 50         | 33         | 12         | 43         | 56           | 14         | 77           | 109          | 75           | 59           | 83           | 49           | 660           |
| VII Maule             | 14         | 1          | 7          | 31         | 36           | 20         | 67           | 106          | 99           | 114          | 182          | 162          | 839           |
| XVI Ñuble             | 41         | 33         | 11         | 46         | 42           | 22         | 67           | 160          | 140          | 111          | 39           | 53           | 765           |
| VIII Bio-Bio          | 0          | 0          | 1          | 0          | 0            | 0          | 0            | 0            | 0            | 1            | 1            | 1            | 4             |
| IX Araucanía          | 23         | 19         | 9          | 32         | 39           | 19         | 40           | 118          | 70           | 89           | 115          | 60           | 633           |
| XIV Los Ríos          | 8          | 14         | 4          |            | 6            | 4          | 20           | 15           | 13           | 15           | 11           | 17           | 127           |
| X Los Lagos           | 9          | 4          | 13         | 29         | 31           | 17         | 34           | 48           | 72           | 57           | 57           | 80           | 451           |
| XI Aysén              | 7          | 7          | 11         | 5          | 8            | 18         | 19           | 22           | 28           | 7            | 7            | 22           | 161           |
| XII Magallanes        | 10         | 8          | 8          | 3          | 10           | 24         | 48           | 70           | 6            | 19           | 27           | 48           | 281           |
| <b>NACIONAL</b>       | <b>668</b> | <b>606</b> | <b>352</b> | <b>752</b> | <b>1.051</b> | <b>743</b> | <b>1.438</b> | <b>2.330</b> | <b>1.997</b> | <b>1.917</b> | <b>2.270</b> | <b>1.860</b> | <b>15.984</b> |



| CATEGORÍA    | 2021          | 2020          | Variación    | Diferencia   |
|--------------|---------------|---------------|--------------|--------------|
| PASAJEROS    | 21            | 95            | -77,9%       | -74          |
| CAMIONETAS   | 9.391         | 7.918         | 18,6%        | 1.473        |
| COMERCIALES  | 0             | 0             | -            | -            |
| SUV          | 3.473         | 2.475         | 40,3%        | 998          |
| <b>TOTAL</b> | <b>12.885</b> | <b>10.488</b> | <b>22,9%</b> | <b>2.397</b> |

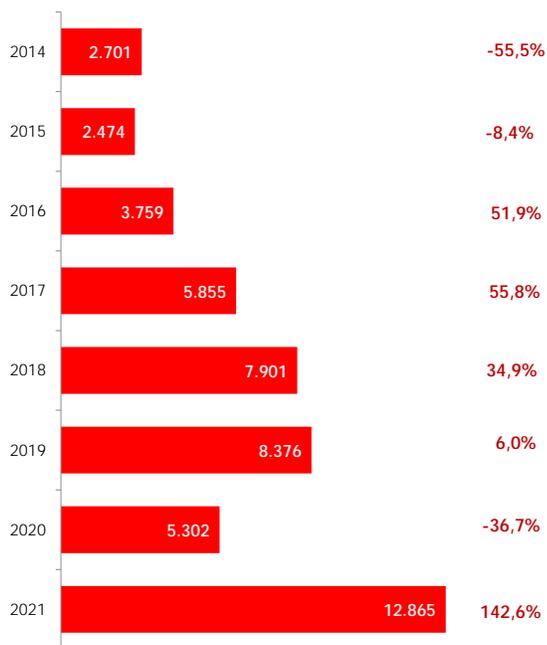
| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |             |       |
|--------------------------------------|-------|-------------|-------|
| ENERO                                | 569   | JULIO       | 1.477 |
| FEBRERO                              | 420   | AGOSTO      | 1.125 |
| MARZO                                | 223   | SEPTIEMBRE  | 1.936 |
| ABRIL                                | 563   | OCTUBRE     | 1.870 |
| MAYO                                 | 1.353 | NOVIEMBRE   | 725   |
| JUNIO                                | 1.318 | DICIEMBRE   | 1.306 |
| I SEMESTRE                           | 4.446 | II SEMESTRE | 8.439 |



| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 4,3%          | 7        |
| 2015 | 5,0%          | 8        |
| 2016 | 3,8%          | 10       |
| 2017 | 3,8%          | 10       |
| 2018 | 3,8%          | 11       |
| 2019 | 4,6%          | 9        |
| 2020 | 5,0%          | 9        |
| 2021 | 3,1%          | 12       |

| REGIÓN                | ENE        | FEB        | MAR        | ABR        | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV        | DIC          | TOTAL         |
|-----------------------|------------|------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|---------------|
| XV Arica y Parinacota | 1          | 0          | 0          | 1          | 0            | 1            | 1            | 1            | 1            | 0            | 0          | 1            | 7             |
| I Tarapacá            | 1          | 1          | 0          | 0          | 2            | 1            | 6            | 1            | 0            | 1            | 0          | 0            | 13            |
| II Antofagasta        | 0          | 1          | 0          | 0          | 0            | 1            |              | 1            | 0            | 0            | 0          | 0            | 3             |
| III Atacama           | 1          | 1          | 0          | 1          | 1            | 3            | 2            | 0            | 1            | 3            | 0          | 0            | 13            |
| IV Coquimbo           | 4          | 4          | 1          | 3          | 8            | 5            | 16           | 1            | 5            | 4            | 2          | 0            | 53            |
| V Valparaíso          | 12         | 10         | 7          | 15         | 29           | 37           | 19           | 24           | 43           | 32           | 14         | 26           | 268           |
| RM Metropolitana      | 404        | 333        | 181        | 506        | 1.186        | 1.145        | 1.303        | 971          | 1.729        | 1.642        | 592        | 1.127        | 11.119        |
| VI O'Higgins          | 7          | 7          | 7          | 6          | 40           | 37           | 20           | 18           | 27           | 32           | 10         | 23           | 234           |
| VII Maule             | 0          | 1          | 1          | 1          | 2            | 3            | 14           | 14           | 8            | 19           | 8          | 12           | 83            |
| XVI Ñuble             | 5          |            | 0          | 0          | 1            | 1            | 1            | 0            | 0            | 0            | 0          | 0            | 8             |
| VIII Bio-Bio          | 90         | 38         | 13         | 24         | 42           | 36           | 40           | 44           | 56           | 55           | 17         | 38           | 493           |
| IX Araucanía          | 6          | 2          | 1          | 1          | 4            | 6            | 2            | 2            | 9            | 8            | 15         | 16           | 72            |
| XIV Los Ríos          | 5          |            | 0          | 0          | 0            | 3            | 2            | 3            | 1            | 3            | 2          | 0            | 19            |
| X Los Lagos           | 15         | 12         | 7          | 4          | 36           | 20           | 44           | 21           | 39           | 52           | 34         | 47           | 331           |
| XI Aysén              | 0          | 1          | 1          | 0          | 1            | 17           | 5            | 4            | 3            | 10           | 16         | 5            | 63            |
| XII Magallanes        | 18         | 9          | 4          | 1          | 1            | 2            | 2            | 20           | 14           | 9            | 15         | 11           | 106           |
| <b>NACIONAL</b>       | <b>569</b> | <b>420</b> | <b>223</b> | <b>563</b> | <b>1.353</b> | <b>1.318</b> | <b>1.477</b> | <b>1.125</b> | <b>1.936</b> | <b>1.870</b> | <b>725</b> | <b>1.306</b> | <b>12.885</b> |

### EVOLUCIÓN 2014 - 2021 VENTA - VARIACIÓN

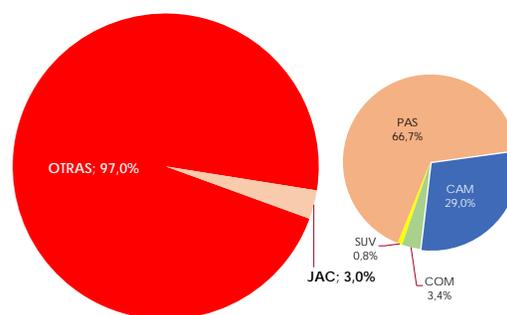


| CATEGORÍA    | 2021          | 2020         | Variación     | Diferencia   |
|--------------|---------------|--------------|---------------|--------------|
| PASAJEROS    | 8.584         | 2.237        | 283,7%        | 6.347        |
| CAMIONETAS   | 3.736         | 1.550        | 141,0%        | 2.186        |
| COMERCIALES  | 438           | 266          | 64,7%         | 172          |
| SUV          | 107           | 1.249        | -91,4%        | -1.142       |
| <b>TOTAL</b> | <b>12.865</b> | <b>5.302</b> | <b>142,6%</b> | <b>7.563</b> |

### VENTA MENSUAL - SEMESTRAL - AÑO 2021

|                   |              |                    |              |
|-------------------|--------------|--------------------|--------------|
| ENERO             | 604          | JULIO              | 1.010        |
| FEBRERO           | 475          | AGOSTO             | 835          |
| MARZO             | 868          | SEPTIEMBRE         | 1.814        |
| ABRIL             | 618          | OCTUBRE            | 1.737        |
| MAYO              | 1.001        | NOVIEMBRE          | 1.012        |
| JUNIO             | 913          | DICIEMBRE          | 1.978        |
| <b>I SEMESTRE</b> | <b>4.479</b> | <b>II SEMESTRE</b> | <b>8.386</b> |

### PARTICIPACIÓN DE MERCADO



### DISTRIBUCIÓN POR CATEGORÍA

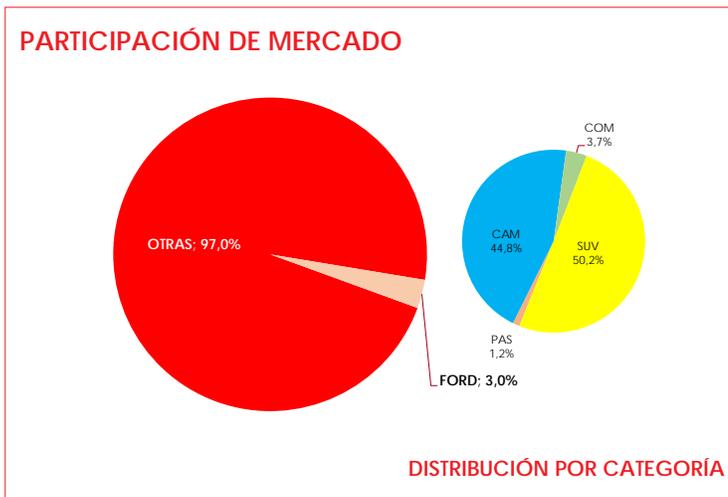
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 0,8%          | 24       |
| 2015 | 0,9%          | 23       |
| 2016 | 1,3%          | 18       |
| 2017 | 1,7%          | 18       |
| 2018 | 2,0%          | 15       |
| 2019 | 2,4%          | 14       |
| 2020 | 2,1%          | 17       |
| 2021 | 3,0%          | 13       |

| REGIÓN                | ENE        | FEB        | MAR        | ABR        | MAY          | JUN        | JUL          | AGO        | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|------------|------------|------------|------------|--------------|------------|--------------|------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 4          | 11         | 1          | 11         | 2            | 7          | 4            | 1          | 6            | 10           | 7            | 11           | 75            |
| I Tarapacá            | 11         | 8          | 14         | 12         | 7            | 13         | 4            | 8          | 11           | 19           | 12           | 15           | 134           |
| II Antofagasta        | 24         | 24         | 32         | 22         | 56           | 36         | 36           | 51         | 64           | 46           | 66           | 62           | 519           |
| III Atacama           | 12         | 13         | 17         | 17         | 23           | 34         | 31           | 14         | 40           | 52           | 30           | 26           | 309           |
| IV Coquimbo           | 38         | 20         | 41         | 35         | 48           | 51         | 20           | 15         | 26           | 27           | 3            | 5            | 329           |
| V Valparaíso          | 59         | 54         | 104        | 58         | 122          | 99         | 125          | 135        | 232          | 283          | 169          | 346          | 1.786         |
| RM Metropolitana      | 290        | 235        | 455        | 314        | 433          | 473        | 542          | 412        | 916          | 902          | 494          | 971          | 6.437         |
| VI O'Higgins          | 53         | 25         | 57         | 22         | 97           | 51         | 78           | 40         | 184          | 107          | 43           | 157          | 914           |
| VII Maule             | 5          | 7          | 25         | 30         | 44           | 29         | 49           | 42         | 85           | 73           | 62           | 140          | 591           |
| XVI Ñuble             | 35         | 22         | 20         | 19         | 31           | 15         | 13           | 33         | 50           | 46           | 20           | 17           | 321           |
| VIII Bio-Bio          |            |            | 5          | 2          | 5            | 1          | 4            |            | 3            | 4            | 7            | 7            | 38            |
| IX Araucanía          | 18         | 12         | 30         | 28         | 43           | 26         | 39           | 32         | 93           | 57           | 43           | 98           | 519           |
| XIV Los Ríos          | 5          | 15         | 5          | 1          | 6            | 2          | 8            | 3          | 13           | 11           | 6            | 16           | 91            |
| X Los Lagos           | 20         | 8          | 27         | 30         | 37           | 29         | 21           | 14         | 72           | 55           | 34           | 59           | 406           |
| XI Aysén              | 20         | 8          | 14         | 13         | 29           | 26         | 17           | 12         | 10           | 36           | 4            | 28           | 217           |
| XII Magallanes        | 10         | 13         | 21         | 4          | 18           | 21         | 19           | 23         | 9            | 9            | 12           | 20           | 179           |
| <b>NACIONAL</b>       | <b>604</b> | <b>475</b> | <b>868</b> | <b>618</b> | <b>1.001</b> | <b>913</b> | <b>1.010</b> | <b>835</b> | <b>1.814</b> | <b>1.737</b> | <b>1.012</b> | <b>1.978</b> | <b>12.865</b> |



| CATEGORÍA    | 2021          | 2020         | Variación    | Diferencia   |
|--------------|---------------|--------------|--------------|--------------|
| PASAJEROS    | 153           | 212          | -27,8%       | -59          |
| CAMIONETAS   | 5.586         | 4.601        | 21,4%        | 985          |
| COMERCIALES  | 459           | 137          | 235,0%       | 322          |
| SUV          | 6.259         | 4.624        | 35,4%        | 1.635        |
| <b>TOTAL</b> | <b>12.457</b> | <b>9.574</b> | <b>30,1%</b> | <b>2.883</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |     |             |       |
|--------------------------------------|-----|-------------|-------|
| ENERO                                | 749 | JULIO       | 1.070 |
| FEBRERO                              | 673 | AGOSTO      | 672   |
| MARZO                                | 575 | SEPTIEMBRE  | 1.807 |
| ABRIL                                | 961 | OCTUBRE     | 992   |
| MAYO                                 | 984 | NOVIEMBRE   | 1.582 |
| JUNIO                                | 887 | DICIEMBRE   | 1.505 |
| I SEMESTRE                           |     | II SEMESTRE |       |
| 4.829                                |     | 7.628       |       |

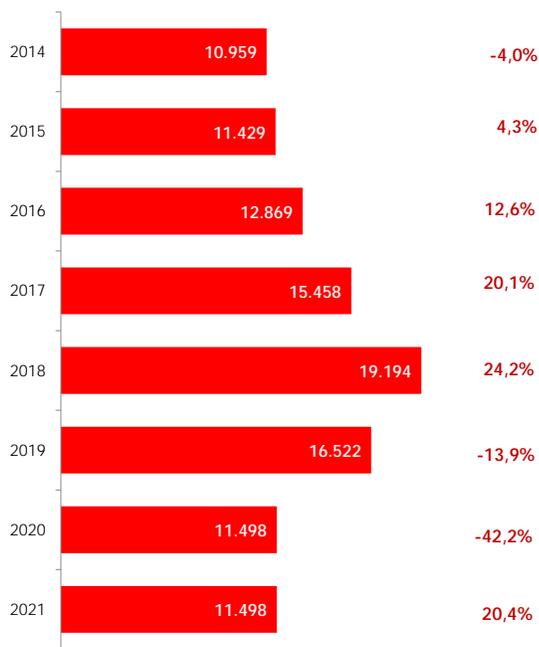


| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 4,1%          | 9        |
| 2015 | 4,1%          | 9        |
| 2016 | 4,8%          | 8        |
| 2017 | 4,8%          | 8        |
| 2018 | 4,3%          | 9        |
| 2019 | 4,0%          | 10       |
| 2020 | 4,9%          | 10       |
| 2021 | 3,0%          | 14       |

| REGIÓN                | ENE        | FEB        | MAR        | ABR        | MAY        | JUN        | JUL          | AGO        | SEP          | OCT        | NOV          | DIC          | TOTAL         |
|-----------------------|------------|------------|------------|------------|------------|------------|--------------|------------|--------------|------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 10         | 5          | 8          | 11         | 6          | 11         | 12           | 16         | 10           | 11         | 11           | 11           | 122           |
| I Tarapacá            | 1          | 1          | 3          | 3          | 4          | 5          | 10           | 2          | 3            | 5          | 3            | 2            | 42            |
| II Antofagasta        | 48         | 38         | 29         | 68         | 60         | 50         | 58           | 57         | 61           | 60         | 95           | 108          | 732           |
| III Atacama           | 0          | 1          | 2          | 0          | 1          | 2          | 0            | 1          | 1            | 1          | 2            | 2            | 13            |
| IV Coquimbo           | 9          | 2          | 3          | 3          | 5          | 5          | 9            | 3          | 7            | 3          | 5            | 2            | 56            |
| V Valparaíso          | 69         | 57         | 33         | 71         | 91         | 96         | 80           | 54         | 151          | 62         | 142          | 108          | 1.014         |
| RM Metropolitana      | 503        | 513        | 433        | 697        | 687        | 609        | 781          | 445        | 1400         | 743        | 1151         | 1117         | 9.079         |
| VI O'Higgins          | 0          | 0          | 0          | 4          | 3          | 1          | 5            | 2          | 0            | 2          | 0            | 2            | 19            |
| VII Maule             | 0          | 1          | 3          | 2          | 2          | 3          | 5            | 0          | 5            | 2          | 1            | 4            | 28            |
| XVI Ñuble             | 10         | 0          | 2          | 4          | 3          | 2          | 1            | 2          | 4            | 2          | 1            |              | 31            |
| VIII Bio-Bio          | 37         | 17         | 31         | 57         | 51         | 64         | 57           | 47         | 94           | 53         | 124          | 88           | 720           |
| IX Araucanía          | 10         | 4          | 0          | 4          | 4          | 2          | 0            | 2          | 4            | 0          | 1            | 5            | 36            |
| XIV Los Ríos          | 4          | 1          | 1          | 6          | 13         | 5          | 8            | 10         | 17           | 7          | 7            | 9            | 88            |
| X Los Lagos           | 24         | 10         | 14         | 29         | 27         | 20         | 26           | 12         | 36           | 19         | 24           | 27           | 268           |
| XI Aysén              | 2          | 3          | 2          | 1          | 7          | 4          | 2            | 3          | 3            | 1          | 3            | 4            | 35            |
| XII Magallanes        | 22         | 20         | 11         | 1          | 20         | 8          | 16           | 16         | 11           | 21         | 12           | 16           | 174           |
| <b>NACIONAL</b>       | <b>749</b> | <b>673</b> | <b>575</b> | <b>961</b> | <b>984</b> | <b>887</b> | <b>1.070</b> | <b>672</b> | <b>1.807</b> | <b>992</b> | <b>1.582</b> | <b>1.505</b> | <b>12.457</b> |



**EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN**

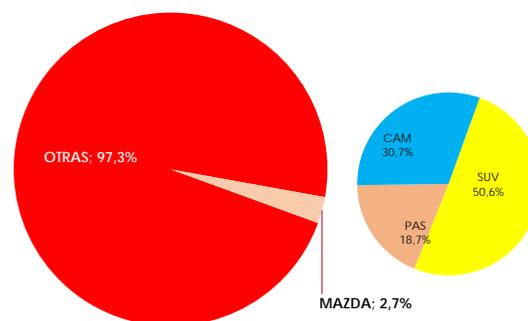


| CATEGORÍA    | 2021          | 2020         | Variación    | Diferencia   |
|--------------|---------------|--------------|--------------|--------------|
| PASAJEROS    | 2.146         | 2.890        | -25,7%       | -744         |
| CAMIONETAS   | 3.535         | 1.736        | 103,6%       | 1.799        |
| COMERCIALES  | 0             | 0            | -            | -            |
| SUV          | 5.817         | 4.927        | 18,1%        | 890          |
| <b>TOTAL</b> | <b>11.498</b> | <b>9.553</b> | <b>20,4%</b> | <b>1.945</b> |

**VENTA MENSUAL - SEMESTRAL - AÑO 2021**

|                   |              |                    |              |
|-------------------|--------------|--------------------|--------------|
| ENERO             | 822          | JULIO              | 1.063        |
| FEBRERO           | 548          | AGOSTO             | 539          |
| MARZO             | 1.411        | SEPTIEMBRE         | 753          |
| ABRIL             | 806          | OCTUBRE            | 869          |
| MAYO              | 1.308        | NOVIEMBRE          | 1.362        |
| JUNIO             | 1.110        | DICIEMBRE          | 907          |
| <b>I SEMESTRE</b> | <b>6.005</b> | <b>II SEMESTRE</b> | <b>5.493</b> |

**PARTICIPACIÓN DE MERCADO**



**DISTRIBUCIÓN POR CATEGORÍA**

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 3,4%          | 8        |
| 2015 | 4,2%          | 7        |
| 2016 | 4,4%          | 9        |
| 2017 | 4,4%          | 9        |
| 2018 | 4,8%          | 7        |
| 2019 | 4,6%          | 8        |
| 2020 | 4,5%          | 11       |
| 2021 | 2,7%          | 15       |

| REGIÓN                | ENE        | FEB        | MAR          | ABR        | MAY          | JUN          | JUL          | AGO        | SEP        | OCT        | NOV          | DIC        | TOTAL         |
|-----------------------|------------|------------|--------------|------------|--------------|--------------|--------------|------------|------------|------------|--------------|------------|---------------|
| XV Arica y Parinacota | 1          | 1          | 4            | 4          | 3            | 3            | 3            | 6          | 1          | 1          | 4            | 10         | 41            |
| I Tarapacá            | 9          | 7          | 3            | 12         | 10           | 10           | 12           | 7          | 6          | 12         | 10           | 12         | 110           |
| II Antofagasta        | 16         | 20         | 45           | 16         | 36           | 41           | 24           | 13         | 9          | 13         | 15           | 19         | 267           |
| III Atacama           | 8          | 6          | 6            | 8          | 8            | 10           | 8            | 5          | 5          | 6          | 8            | 6          | 84            |
| IV Coquimbo           | 25         | 15         | 25           | 35         | 30           | 33           | 21           | 21         | 4          | 8          | 3            | 2          | 222           |
| V Valparaíso          | 68         | 33         | 128          | 69         | 125          | 96           | 69           | 49         | 44         | 80         | 111          | 101        | 973           |
| RM Metropolitana      | 552        | 351        | 965          | 513        | 886          | 711          | 679          | 324        | 546        | 540        | 936          | 535        | 7.538         |
| VI O'Higgins          | 38         | 24         | 52           | 25         | 51           | 37           | 43           | 17         | 29         | 33         | 65           | 22         | 436           |
| VII Maule             | 9          | 3          | 22           | 16         | 32           | 25           | 49           | 21         | 9          | 36         | 47           | 57         | 326           |
| XVI Ñuble             | 29         | 22         | 34           | 36         | 31           | 20           | 34           | 14         | 19         | 27         | 14           | 15         | 295           |
| VIII Bio-Bio          | 0          | 1          | 0            | 0          | 0            | 1            | 4            |            | 2          | 4          | 0            | 0          | 12            |
| IX Araucanía          | 33         | 29         | 65           | 35         | 43           | 48           | 54           | 28         | 36         | 46         | 65           | 58         | 540           |
| XIV Los Ríos          | 6          | 11         | 4            |            | 2            | 8            | 6            | 2          | 4          | 1          | 2            | 2          | 48            |
| X Los Lagos           | 12         | 5          | 29           | 22         | 25           | 18           | 31           | 16         | 8          | 16         | 30           | 28         | 240           |
| XI Aysén              | 9          | 7          | 23           | 2          | 11           | 26           | 5            | 7          | 7          | 16         | 16           | 13         | 142           |
| XII Magallanes        | 7          | 13         | 6            | 13         | 15           | 23           | 21           | 9          | 24         | 30         | 36           | 27         | 224           |
| <b>NACIONAL</b>       | <b>822</b> | <b>548</b> | <b>1.411</b> | <b>806</b> | <b>1.308</b> | <b>1.110</b> | <b>1.063</b> | <b>539</b> | <b>753</b> | <b>869</b> | <b>1.362</b> | <b>907</b> | <b>11.498</b> |

| MARCA        | ENERO         | FEBRERO       | MARZO         | ABRIL         | MAYO          | JUNIO         | JULIO         | AGOSTO        | SEPTIEMBRE    | OCTUBRE       | NOVIEMBRE     | DICIEMBRE     | TOTAL         |                |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| 1            | CHEVROLET     | 3.206         | 2.947         | 3.514         | 2.966         | 3.481         | 3.716         | 3.454         | 4.082         | 3.012         | 3.459         | 2.892         | 2.810         | 39.539         |
| 2            | SUZUKI        | 2.505         | 1.733         | 1.919         | 793           | 1.386         | 2.094         | 2.374         | 1.647         | 2.761         | 3.340         | 4.874         | 3.769         | 29.195         |
| 3            | HYUNDAI       | 1.179         | 2.309         | 3.199         | 1.801         | 2.219         | 1.957         | 2.759         | 2.669         | 2.947         | 2.875         | 2.015         | 2.737         | 28.666         |
| 4            | NISSAN        | 1.789         | 985           | 2.871         | 2.014         | 2.433         | 2.488         | 2.443         | 2.726         | 2.914         | 1.604         | 1.616         | 1.930         | 25.813         |
| 5            | CHERY         | 1.041         | 1.505         | 1.457         | 1.672         | 1.959         | 1.653         | 2.889         | 2.895         | 2.070         | 2.449         | 2.751         | 2.578         | 24.919         |
| 6            | TOYOTA        | 1.102         | 937           | 1.647         | 1.451         | 2.390         | 2.046         | 2.776         | 2.128         | 2.353         | 2.414         | 2.078         | 2.778         | 24.100         |
| 7            | KIA MOTORS    | 1.386         | 1.753         | 2.043         | 1.335         | 1.914         | 1.858         | 2.324         | 1.996         | 2.210         | 1.961         | 1.905         | 1.377         | 22.062         |
| 8            | MG            | 1.095         | 1.643         | 2.266         | 1.573         | 1.746         | 1.929         | 1.348         | 2.214         | 3.359         | 926           | 631           | 2.349         | 21.079         |
| 9            | PEUGEOT       | 1.685         | 1.334         | 1.518         | 2.331         | 1.924         | 1.833         | 1.475         | 1.296         | 952           | 1.007         | 1.705         | 1.476         | 18.536         |
| 10           | VOLKSWAGEN    | 891           | 843           | 2.066         | 1.422         | 1.063         | 1.426         | 1.532         | 1.690         | 1.515         | 1.494         | 1.547         | 1.479         | 16.968         |
| 11           | CHANGAN       | 668           | 606           | 352           | 752           | 1.051         | 743           | 1.438         | 2.330         | 1.997         | 1.917         | 2.270         | 1.860         | 15.984         |
| 12           | MITSUBISHI    | 569           | 420           | 223           | 563           | 1.353         | 1.318         | 1.477         | 1.125         | 1.936         | 1.870         | 725           | 1.306         | 12.885         |
| 13           | JAC           | 604           | 475           | 868           | 618           | 1.001         | 913           | 1.010         | 835           | 1.814         | 1.737         | 1.012         | 1.978         | 12.865         |
| 14           | FORD          | 749           | 673           | 575           | 961           | 984           | 887           | 1.070         | 672           | 1.807         | 992           | 1.582         | 1.505         | 12.457         |
| 15           | MAZDA         | 822           | 548           | 1.411         | 806           | 1.308         | 1.110         | 1.063         | 539           | 753           | 869           | 1.362         | 907           | 11.498         |
| 16           | MAXUS         | 381           | 800           | 1.157         | 628           | 855           | 1.212         | 727           | 746           | 1.316         | 781           | 1.082         | 1.137         | 10.822         |
| 17           | GREAT WALL    | 746           | 480           | 483           | 509           | 525           | 738           | 689           | 780           | 828           | 977           | 807           | 760           | 8.322          |
| 18           | CITROEN       | 522           | 350           | 689           | 790           | 990           | 972           | 982           | 852           | 479           | 131           | 254           | 640           | 7.651          |
| 19           | RENAULT       | 230           | 224           | 261           | 430           | 602           | 896           | 817           | 571           | 863           | 647           | 425           | 719           | 6.685          |
| 20           | SSANGYONG     | 471           | 541           | 636           | 389           | 205           | 499           | 520           | 502           | 828           | 790           | 871           | 417           | 6.669          |
| 21           | SUBARU        | 525           | 525           | 435           | 295           | 518           | 493           | 437           | 384           | 409           | 365           | 344           | 315           | 5.045          |
| 22           | FOTON         | 299           | 294           | 173           | 253           | 304           | 425           | 144           | 369           | 268           | 420           | 873           | 564           | 4.386          |
| 23           | JEEP          | 261           | 189           | 158           | 325           | 316           | 256           | 350           | 151           | 357           | 707           | 476           | 225           | 3.771          |
| 24           | HONDA         | 151           | 160           | 124           | 234           | 422           | 224           | 228           | 568           | 276           | 405           | 262           | 432           | 3.486          |
| 25           | MERCEDES BENZ | 247           | 246           | 315           | 277           | 305           | 303           | 222           | 194           | 423           | 369           | 302           | 275           | 3.478          |
| 26           | HAVAL         | 159           | 89            | 165           | 204           | 132           | 161           | 68            | 296           | 411           | 728           | 532           | 457           | 3.402          |
| 27           | DFSK          | 158           | 101           | 184           | 146           | 179           | 278           | 266           | 325           | 303           | 453           | 438           | 435           | 3.266          |
| 28           | BMW           | 255           | 139           | 333           | 309           | 309           | 233           | 220           | 182           | 315           | 210           | 212           | 242           | 2.959          |
| 29           | OPEL          | 165           | 47            | 164           | 393           | 329           | 313           | 358           | 262           | 151           | 120           | 267           | 86            | 2.655          |
| 30           | MAHINDRA      | 75            | 144           | 184           | 125           | 251           | 151           | 243           | 164           | 157           | 265           | 524           | 134           | 2.417          |
| 31           | JMC           | 11            | 39            | 152           | 77            | 128           | 214           | 59            | 448           | 279           | 239           | 250           | 295           | 2.191          |
| 32           | FIAT          | 129           | 247           | 158           | 99            | 172           | 307           | 311           | 215           | 138           | 193           | 62            | 60            | 2.091          |
| 33           | DFLM          | 87            | 67            | 46            | 105           | 76            | 112           | 227           | 209           | 300           | 35            | 249           | 506           | 2.019          |
| 34           | BAIC          | 81            | 68            | 203           | 27            | 81            | 113           | 347           | 272           | 192           | 54            | 115           | 249           | 1.802          |
| 35           | GAC           | 43            | 34            | 141           | 95            | 154           | 135           | 140           | 110           | 275           | 303           | 156           | 121           | 1.707          |
| 36           | VOLVO         | 94            | 65            | 83            | 87            | 35            | 174           | 178           | 134           | 189           | 120           | 111           | 124           | 1.394          |
| 37           | BRILLIANCE    | 123           | 32            | 13            | 10            | 5             | 24            | 32            | 184           | 107           | 151           | 183           | 278           | 1.142          |
| 38           | AUDI          | 79            | 120           | 156           | 52            | 126           | 114           | 104           | 72            | 86            | 140           | 81            | 46            | 1.176          |
| 39           | SKODA         | 40            | 59            | 50            | 53            | 121           | 112           | 90            | 92            | 81            | 60            | 28            | 46            | 832            |
| 40           | KARRY         | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 95            | 209           | 193           | 167           | 664            |
|              | OTROS         | 763           | 1.268         | 964           | 903           | 1.192         | 1.467         | 1.637         | 1.410         | 1.532         | 1.407         | 1.429         | 1.681         | 15.653         |
| <b>TOTAL</b> |               | <b>25.386</b> | <b>25.039</b> | <b>33.356</b> | <b>27.873</b> | <b>34.544</b> | <b>35.897</b> | <b>38.828</b> | <b>38.336</b> | <b>43.058</b> | <b>39.193</b> | <b>39.491</b> | <b>41.250</b> | <b>422.251</b> |

## MARCAS / VENTA TRIMESTRAL Y SEMESTRAL

|    | MARCA         | TRIMESTRE     |               |                |                | ANUAL          | SEMESTRE       |                |                |
|----|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|
|    |               | I             | II            | III            | IV             |                | I              | II             | ANUAL          |
| 1  | CHEVROLET     | 9.667         | 10.163        | 10.548         | 9.161          | 39.539         | 19.830         | 19.709         | 39.539         |
| 2  | SUZUKI        | 6.157         | 4.273         | 6.782          | 11.983         | 29.195         | 10.430         | 18.765         | 29.195         |
| 3  | HYUNDAI       | 6.687         | 5.977         | 8.375          | 7.627          | 28.666         | 12.664         | 16.002         | 28.666         |
| 4  | NISSAN        | 5.645         | 6.935         | 8.083          | 5.150          | 25.813         | 12.580         | 13.233         | 25.813         |
| 5  | CHERY         | 4.003         | 5.284         | 7.854          | 7.778          | 24.919         | 9.287          | 15.632         | 24.919         |
| 6  | TOYOTA        | 3.686         | 5.887         | 7.257          | 7.270          | 24.100         | 9.573          | 14.527         | 24.100         |
| 7  | KIA MOTORS    | 5.182         | 5.107         | 6.530          | 5.243          | 22.062         | 10.289         | 11.773         | 22.062         |
| 8  | MG            | 5.004         | 5.248         | 6.921          | 3.906          | 21.079         | 10.252         | 10.827         | 21.079         |
| 9  | PEUGEOT       | 4.537         | 6.088         | 3.723          | 4.188          | 18.536         | 10.625         | 7.911          | 18.536         |
| 10 | VOLKSWAGEN    | 3.800         | 3.911         | 4.737          | 4.520          | 16.968         | 7.711          | 9.257          | 16.968         |
| 11 | CHANGAN       | 1.626         | 2.546         | 5.765          | 6.047          | 15.984         | 4.172          | 11.812         | 15.984         |
| 12 | MITSUBISHI    | 1.212         | 3.234         | 4.538          | 3.901          | 12.885         | 4.446          | 8.439          | 12.885         |
| 13 | JAC           | 1.947         | 2.532         | 3.659          | 4.727          | 12.865         | 4.479          | 8.386          | 12.865         |
| 14 | FORD          | 1.997         | 2.832         | 3.549          | 4.079          | 12.457         | 4.829          | 7.628          | 12.457         |
| 15 | MAZDA         | 2.781         | 3.224         | 2.355          | 3.138          | 11.498         | 6.005          | 5.493          | 11.498         |
| 16 | MAXUS         | 2.338         | 2.695         | 2.789          | 3.000          | 10.822         | 5.033          | 5.789          | 10.822         |
| 17 | GREAT WALL    | 1.709         | 1.772         | 2.297          | 2.544          | 8.322          | 3.481          | 4.841          | 8.322          |
| 18 | CITROEN       | 1.561         | 2.752         | 2.313          | 1.025          | 7.651          | 4.313          | 3.338          | 7.651          |
| 19 | RENAULT       | 715           | 1.928         | 2.251          | 1.791          | 6.685          | 2.643          | 4.042          | 6.685          |
| 20 | SSANGYONG     | 1.648         | 1.093         | 1.850          | 2.078          | 6.669          | 2.741          | 3.928          | 6.669          |
| 21 | SUBARU        | 1.485         | 1.306         | 1.230          | 1.024          | 5.045          | 2.791          | 2.254          | 5.045          |
| 22 | FOTON         | 766           | 982           | 781            | 1.857          | 4.386          | 1.748          | 2.638          | 4.386          |
| 23 | JEEP          | 608           | 897           | 858            | 1.408          | 3.771          | 1.505          | 2.266          | 3.771          |
| 24 | HONDA         | 435           | 880           | 1.072          | 1.099          | 3.486          | 1.315          | 2.171          | 3.486          |
| 25 | MERCEDES BENZ | 808           | 885           | 839            | 946            | 3.478          | 1.693          | 1.785          | 3.478          |
| 26 | HAVAL         | 413           | 497           | 775            | 1.717          | 3.402          | 910            | 2.492          | 3.402          |
| 27 | DFSK          | 443           | 603           | 894            | 1.326          | 3.266          | 1.046          | 2.220          | 3.266          |
| 28 | BMW           | 727           | 851           | 717            | 664            | 2.959          | 1.578          | 1.381          | 2.959          |
| 29 | OPEL          | 376           | 1.035         | 771            | 473            | 2.655          | 1.411          | 1.244          | 2.655          |
| 30 | MAHINDRA      | 403           | 527           | 564            | 923            | 2.417          | 930            | 1.487          | 2.417          |
| 31 | JMC           | 202           | 419           | 786            | 784            | 2.191          | 621            | 1.570          | 2.191          |
| 32 | FIAT          | 534           | 578           | 664            | 315            | 2.091          | 1.112          | 979            | 2.091          |
| 33 | DFLM          | 200           | 293           | 736            | 790            | 2.019          | 493            | 1.526          | 2.019          |
| 34 | BAIC          | 352           | 221           | 811            | 418            | 1.802          | 573            | 1.229          | 1.802          |
| 35 | GAC           | 218           | 384           | 525            | 580            | 1.707          | 602            | 1.105          | 1.707          |
| 36 | VOLVO         | 242           | 296           | 501            | 355            | 1.394          | 538            | 856            | 1.394          |
| 37 | BRILLIANCE    | 168           | 39            | 323            | 612            | 1.142          | 207            | 935            | 1.142          |
| 38 | AUDI          | 355           | 292           | 262            | 267            | 1.176          | 647            | 529            | 1.176          |
| 39 | SKODA         | 149           | 286           | 263            | 134            | 832            | 435            | 397            | 832            |
| 40 | KARRY         | 0             | 0             | 95             | 569            | 664            | 0              | 664            | 664            |
|    | OTROS         | 2.995         | 3.562         | 4.579          | 4.517          | 15.653         | 6.557          | 9.096          | 15.653         |
|    | <b>TOTAL</b>  | <b>83.781</b> | <b>98.314</b> | <b>120.222</b> | <b>119.934</b> | <b>422.251</b> | <b>182.095</b> | <b>240.156</b> | <b>422.251</b> |

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# CAMIONES NUEVOS



# CAMIONES NUEEVOS

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|                           |    |
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| RESULTADO 2021            | 69 |
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# MARCAS PRESENTES 2021



BEIBEN



CHEVROLET



DAF



DODGE



FAW



FORD



FOTON



FREIGHTLINER



HINO



HYUNDAI



INTERNATIONAL



IVECO



JAC



JMC



KENWORTH



MACK



MAN



MERCEDES BENZ



MITSUBISHI



RENAULT



SCANIA



SINOTRUCK



VOLKSWAGEN



VOLVO



跃进集团  
YUEJIN

17.296  
UNIDADES

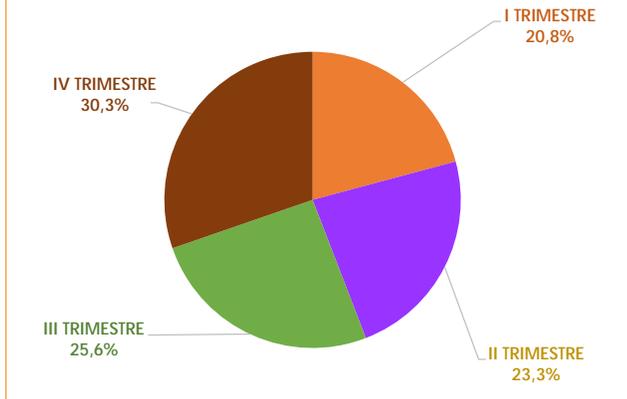
70,2%



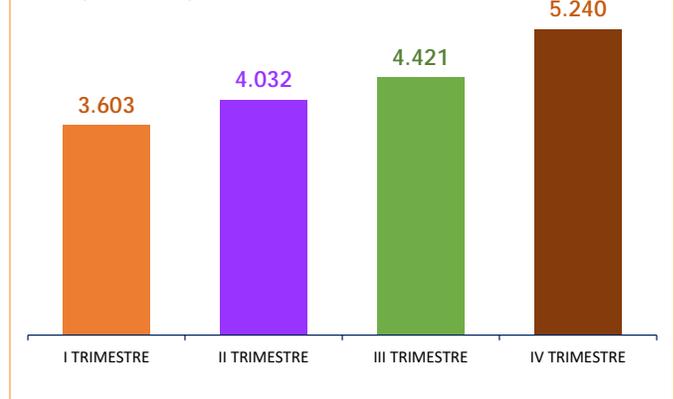
| CAMIONES NUEVOS | 2021   | 2020   | VARIACIÓN ACUMULADA |
|-----------------|--------|--------|---------------------|
| TOTAL CAMIONES  | 17.296 | 10.163 | 70,2%               |
| CAMIÓN          | 12.116 | 6.940  | 74,6%               |
| TRACTOCAMIÓN    | 5.180  | 3.223  | 60,7%               |

| MES                   | TOTAL         | CAMIONES      |              |
|-----------------------|---------------|---------------|--------------|
|                       |               | CAMIÓN        | TRACTOCAMIÓN |
| ENERO                 | 1.208         | 781           | 427          |
| FEBRERO               | 1.052         | 680           | 372          |
| MARZO                 | 1.343         | 931           | 412          |
| ABRIL                 | 1.346         | 912           | 434          |
| MAYO                  | 1.325         | 889           | 436          |
| JUNIO                 | 1.361         | 950           | 411          |
| JULIO                 | 1.503         | 1.074         | 429          |
| AGOSTO                | 1.363         | 1.065         | 298          |
| SEPTIEMBRE            | 1.555         | 1.156         | 399          |
| OCTUBRE               | 1.717         | 1.253         | 464          |
| NOVIEMBRE             | 1.757         | 1.210         | 547          |
| DICIEMBRE             | 1.766         | 1.215         | 551          |
| <b>VENTA ANUAL</b>    | <b>17.296</b> | <b>12.116</b> | <b>5.180</b> |
| <b>VENTA PROMEDIO</b> | <b>1.441</b>  | <b>1.010</b>  | <b>432</b>   |
| <b>VAR. ANUAL</b>     | <b>70,2%</b>  | <b>74,6%</b>  | <b>60,7%</b> |

DISTRIBUCIÓN TRIMESTRAL (%)  
2021



VENTA TRIMESTRAL  
2021 (UNIDADES)



VENTA MENSUAL CAMIONES NUEVOS

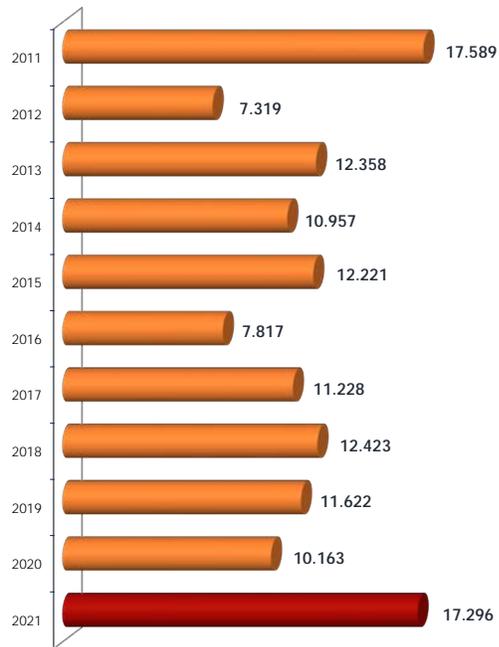
| AÑO                  | ENERO        | FEBRERO       | MARZO         | ABRIL         | MAYO          | JUNIO         | JULIO         | AGOSTO       | SEPTIEMBRE   | OCTUBRE      | NOVIEMBRE    | DICIEMBRE    | VENTA TOTAL   |
|----------------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|
| 2020                 | 1.105        | 849           | 981           | 887           | 1.081         | 1.054         | 1.023         | 831          | 692          | 1.120        | 1.002        | 997          | 11.622        |
| 2021                 | 1.072        | 627           | 647           | 496           | 600           | 618           | 767           | 769          | 1.006        | 1.300        | 1.139        | 1.122        | 10.163        |
| <b>VARIACIÓN MES</b> | <b>-3,0%</b> | <b>-26,1%</b> | <b>-34,0%</b> | <b>-44,1%</b> | <b>-44,5%</b> | <b>-41,4%</b> | <b>-25,0%</b> | <b>-7,5%</b> | <b>45,4%</b> | <b>16,1%</b> | <b>13,7%</b> | <b>12,5%</b> | <b>-12,6%</b> |

VENTA ACUMULADA CAMIONES NUEVOS

| AÑO                        | ENERO        | FEBRERO       | MARZO         | ABRIL         | MAYO         | JUNIO         | JULIO         | AGOSTO        | SEPTIEMBRE    | OCTUBRE       | NOVIEMBRE     | DICIEMBRE     |
|----------------------------|--------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 2020                       | 1.105        | 1.954         | 2.935         | 3.822         | 3.798        | 5.957         | 6.980         | 7.811         | 8.503         | 9.623         | 10.625        | 11.622        |
| 2021                       | 1.072        | 1.699         | 2.346         | 2.842         | 3.442        | 4.060         | 4.827         | 5.596         | 6.602         | 7.902         | 9.041         | 10.163        |
| <b>VARIACIÓN ACUMULADA</b> | <b>-3,0%</b> | <b>-13,1%</b> | <b>-20,1%</b> | <b>-25,6%</b> | <b>-9,4%</b> | <b>-31,8%</b> | <b>-30,8%</b> | <b>-28,4%</b> | <b>-22,4%</b> | <b>-17,9%</b> | <b>-14,9%</b> | <b>-12,6%</b> |

## VENTA CAMIONES NUEVOS

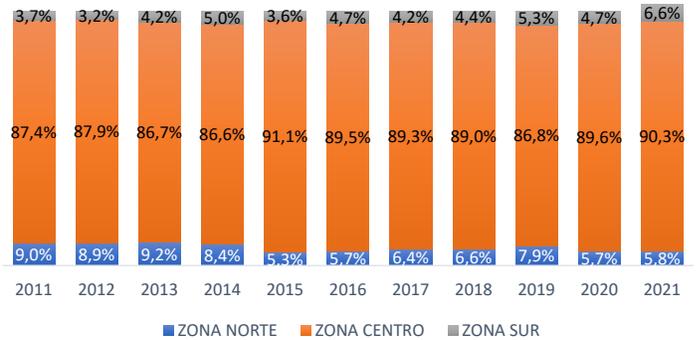
2011 - 2021  
(UNIDADES)



| AÑO  | ZONA NORTE | ZONA CENTRO | ZONA SUR |
|------|------------|-------------|----------|
| 2011 | 27,9%      | 63,0%       | 42,0%    |
| 2012 | -58,4%     | -58,1%      | -64,1%   |
| 2013 | 72,8%      | 66,6%       | 120,6%   |
| 2014 | -18,5%     | -11,4%      | 6,0%     |
| 2015 | -30,0%     | 17,3%       | -18,5%   |
| 2016 | -30,7%     | -37,1%      | -16,9%   |
| 2017 | 61,6%      | 43,2%       | 29,3%    |
| 2018 | 13,1%      | 10,3%       | 14,9%    |
| 2019 | 11,8%      | -8,7%       | 12,0%    |
| 2020 | -36,7%     | -9,8%       | -22,5%   |
| 2021 | 72,6%      | 71,5%       | 41,4%    |

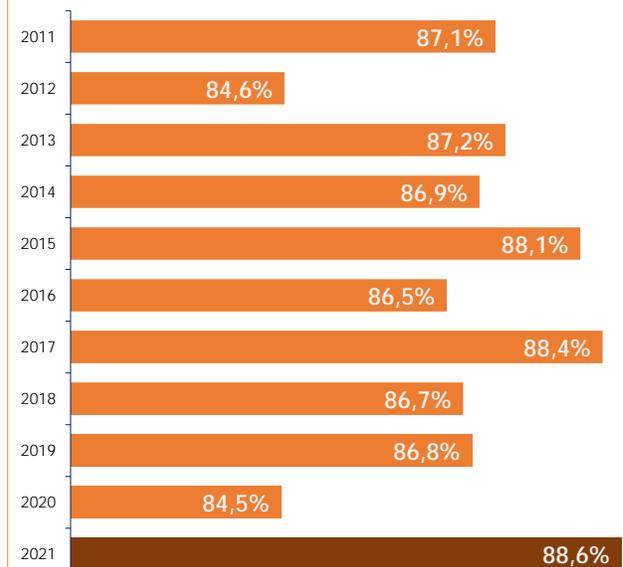
| AÑO  | VENTA RM | VARIACIÓN ANUAL |
|------|----------|-----------------|
| 2011 | 13.379   | 70,9%           |
| 2012 | 5.438    | -59,4%          |
| 2013 | 9.341    | 71,8%           |
| 2014 | 8.245    | -11,7%          |
| 2015 | 9.806    | 18,9%           |
| 2016 | 6.055    | -38,3%          |
| 2017 | 8.860    | 46,3%           |
| 2018 | 9.585    | 8,2%            |
| 2019 | 8.760    | -8,6%           |
| 2020 | 7.697    | -12,1%          |
| 2021 | 13.839   | 79,8%           |

## DISTRIBUCIÓN (%) ZONAS GEOGRÁFICAS



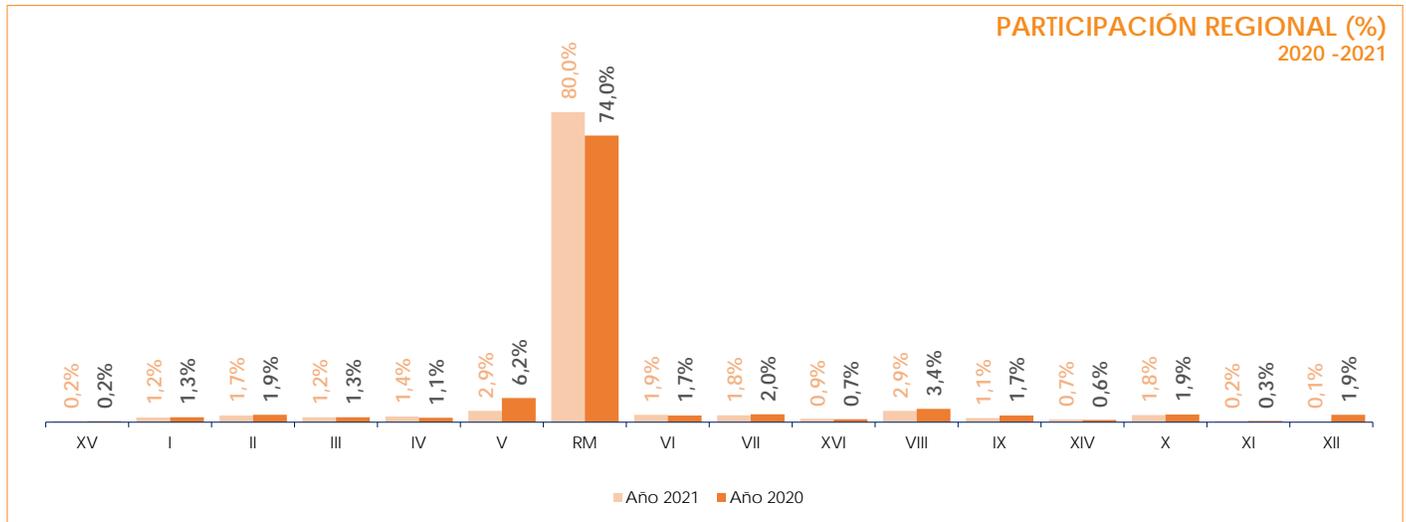
| AÑO  | ZONA NORTE | ZONA CENTRO | ZONA SUR | NACIONAL | VARIACIÓN ANUAL |
|------|------------|-------------|----------|----------|-----------------|
| 2011 | 1.576      | 15.364      | 649      | 17.589   | 58,2%           |
| 2012 | 655        | 6.431       | 233      | 7.319    | -58,4%          |
| 2013 | 1.132      | 10.712      | 514      | 12.358   | 68,8%           |
| 2014 | 923        | 9.489       | 545      | 10.957   | -11,3%          |
| 2015 | 646        | 11.131      | 444      | 12.221   | 11,5%           |
| 2016 | 448        | 7.000       | 369      | 7.817    | -36,0%          |
| 2017 | 724        | 10.027      | 477      | 11.228   | 43,6%           |
| 2018 | 819        | 11.056      | 548      | 12.423   | 10,6%           |
| 2019 | 916        | 10.092      | 614      | 11.622   | -6,4%           |
| 2020 | 580        | 9.107       | 476      | 10.163   | -12,6%          |
| 2021 | 1.001      | 15.622      | 673      | 17.296   | 70,2%           |

## PARTICIPACIÓN RM (%)



| CATEGORÍA            | XV          | I           | II          | III         | IV          | V           | RM            | VI          | VII         | XVI         | VIII        | IX          | XIV         | X           | XI          | XII         | TOTAL         |
|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|
| CAMIÓN               | 27          | 109         | 176         | 130         | 218         | 454         | 9363          | 292         | 198         | 122         | 426         | 168         | 105         | 277         | 35          | 16          | 12.116        |
| TRACTOCAMIÓN         | 14          | 99          | 114         | 84          | 30          | 51          | 4.476         | 29          | 109         | 28          | 74          | 14          | 9           | 35          | 6           | 8           | 5.180         |
| <b>TOTAL</b>         | <b>41</b>   | <b>208</b>  | <b>290</b>  | <b>214</b>  | <b>248</b>  | <b>505</b>  | <b>13.839</b> | <b>321</b>  | <b>307</b>  | <b>38</b>   | <b>500</b>  | <b>182</b>  | <b>114</b>  | <b>312</b>  | <b>41</b>   | <b>24</b>   | <b>17.296</b> |
| <b>PARTICIPACIÓN</b> | <b>0,2%</b> | <b>1,2%</b> | <b>1,7%</b> | <b>1,2%</b> | <b>1,4%</b> | <b>2,9%</b> | <b>80,0%</b>  | <b>1,9%</b> | <b>1,8%</b> | <b>0,2%</b> | <b>2,9%</b> | <b>1,1%</b> | <b>0,7%</b> | <b>1,8%</b> | <b>0,2%</b> | <b>0,1%</b> |               |

**PARTICIPACIÓN REGIONAL (%)**  
2020 -2021



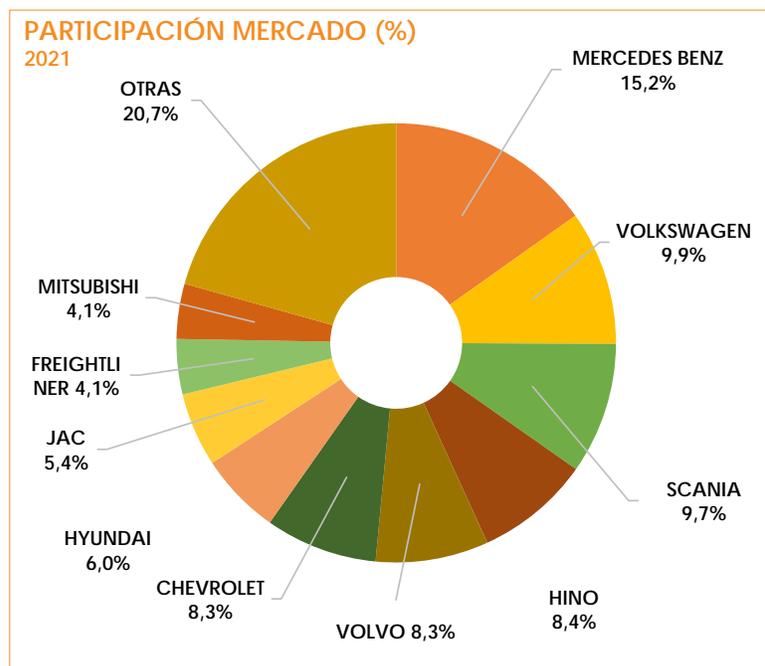
| REGIÓN                | CAMIÓN        | VARIACIÓN ANUAL | TRACTOCAMIÓN |              | VARIACIÓN ANUAL | VENTA TOTAL  |               | VARIACIÓN ANUAL |              |
|-----------------------|---------------|-----------------|--------------|--------------|-----------------|--------------|---------------|-----------------|--------------|
|                       |               |                 | AÑO 2021     | AÑO 2020     |                 | AÑO 2021     | AÑO 2020      |                 |              |
| XV Arica y Parinacota | 27            | 14              | 92,9%        | 14           | 8               | 75,0%        | 41            | 22              | 86,4%        |
| I Tarapacá            | 109           | 64              | 70,3%        | 99           | 65              | 52,3%        | 208           | 129             | 61,2%        |
| II Antofagasta        | 176           | 85              | 107,1%       | 114          | 105             | 8,6%         | 290           | 190             | 52,6%        |
| III Atacama           | 130           | 53              | 145,3%       | 84           | 75              | 12,0%        | 214           | 128             | 67,2%        |
| IV Coquimbo           | 218           | 93              | 134,4%       | 30           | 18              | 66,7%        | 248           | 111             | 123,4%       |
| V Valparaíso          | 454           | 568             | -20,1%       | 51           | 65              | -21,5%       | 505           | 633             | -20,2%       |
| RM Metropolitana      | 9363          | 5013            | 86,8%        | 4476         | 2.504           | 78,8%        | 13.839        | 7.517           | 84,1%        |
| VI O'Higgins          | 292           | 146             | 100,0%       | 29           | 23              | 26,1%        | 321           | 169             | 89,9%        |
| VII Maule             | 198           | 163             | 21,5%        | 109          | 38              | 186,8%       | 307           | 201             | 52,7%        |
| XVI Ñuble             | 122           | 55              | 121,8%       | 28           | 19              | 47,4%        | 150           | 74              | 102,7%       |
| VIII Bio-Bio          | 426           | 272             | 56,6%        | 74           | 74              | 0,0%         | 500           | 346             | 44,5%        |
| IX Araucanía          | 168           | 163             | 3,1%         | 14           | 10              | 40,0%        | 182           | 173             | 5,2%         |
| XIV Los Ríos          | 105           | 52              | 101,9%       | 9            | 5               | 80,0%        | 114           | 57              | 100,0%       |
| X Los Lagos           | 277           | 155             | 78,7%        | 35           | 41              | -14,6%       | 312           | 196             | 59,2%        |
| XI Aysén              | 35            | 25              | 40,0%        | 6            | 1               | 500,0%       | 41            | 26              | 57,7%        |
| XII Magallanes        | 16            | 19              | -15,8%       | 8            | 172             | -95,3%       | 24            | 191             | -87,4%       |
| <b>NACIONAL</b>       | <b>12.116</b> | <b>6.940</b>    | <b>74,6%</b> | <b>5.180</b> | <b>3.223</b>    | <b>60,7%</b> | <b>17.296</b> | <b>10.163</b>   | <b>70,2%</b> |

# VENTA REGIONAL

| MARCA | Arica y Parinacota | Tarapacá  | Antofagasta | Atacama    | Coquimbo   | Valparaíso | Metropolitana | O'Higgins     | Maule      | Ñuble      | Bio-Bío    | Araucanía  | Los Ríos   | Los Lagos  | Aysén      | Magallanes | TOTAL     |               |
|-------|--------------------|-----------|-------------|------------|------------|------------|---------------|---------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|---------------|
|       | XV                 | I         | II          | III        | IV         | V          | RM            | VI            | VII        | XVI        | VIII       | IX         | XIV        | X          | XI         | XII        |           |               |
| 1     | MERCEDES BENZ      | 19        | 25          | 13         | 11         | 5          | 49            | 2.271         | 7          | 46         | 34         | 22         | 13         | 10         | 78         | 10         | 11        | 2.624         |
| 2     | VOLKSWAGEN         | 0         | 8           | 7          | 4          | 28         | 14            | 1.445         | 73         | 8          | 0          | 58         | 24         | 2          | 41         | 0          | 1         | 1.713         |
| 3     | SCANIA             | 2         | 2           | 50         | 1          | 7          | 20            | 1.560         | 5          | 8          | 3          | 6          | 2          | 1          | 6          | 0          | 0         | 1.673         |
| 4     | HINO               | 0         | 18          | 33         | 7          | 32         | 27            | 1.020         | 47         | 25         | 14         | 152        | 31         | 10         | 41         | 3          | 0         | 1.460         |
| 5     | VOLVO              | 10        | 69          | 18         | 6          | 13         | 14            | 1.232         | 4          | 8          | 10         | 43         | 6          | 0          | 1          | 3          | 0         | 1.437         |
| 6     | CHEVROLET          | 0         | 11          | 0          | 0          | 0          | 138           | 1.193         | 6          | 16         | 4          | 2          | 2          | 14         | 42         | 0          | 0         | 1.428         |
| 7     | HYUNDAI            | 3         | 19          | 30         | 10         | 14         | 16            | 763           | 31         | 14         | 41         | 40         | 25         | 11         | 26         | 0          | 1         | 1.044         |
| 8     | JAC                | 3         | 7           | 32         | 65         | 68         | 49            | 487           | 21         | 42         | 11         | 80         | 26         | 6          | 31         | 7          | 5         | 940           |
| 9     | FREIGHTLINER       | 0         | 6           | 31         | 67         | 5          | 15            | 539           | 0          | 19         | 3          | 8          | 2          | 3          | 4          | 1          | 0         | 703           |
| 10    | MITSUBISHI         | 2         | 4           | 4          | 0          | 6          | 4             | 596           | 9          | 18         | 11         | 3          | 13         | 7          | 14         | 8          | 2         | 701           |
| 11    | FOTON              | 0         | 2           | 10         | 10         | 22         | 59            | 427           | 44         | 9          | 4          | 24         | 20         | 30         | 16         | 0          | 1         | 678           |
| 12    | MAN                | 0         | 1           | 12         | 0          | 2          | 1             | 312           | 27         | 8          | 1          | 5          | 3          | 0          | 3          | 1          | 0         | 376           |
| 13    | RENAULT            | 1         | 15          | 5          | 3          | 1          | 2             | 327           | 0          | 1          | 0          | 4          | 0          | 1          | 1          | 3          | 0         | 364           |
| 14    | MACK               | 0         | 0           | 9          | 3          | 0          | 0             | 306           | 0          | 6          | 4          | 1          | 1          | 0          | 0          | 0          | 0         | 330           |
| 15    | JMC                | 0         | 6           | 2          | 3          | 14         | 59            | 124           | 20         | 4          | 3          | 19         | 6          | 16         | 5          | 1          | 1         | 283           |
| 16    | FAW                | 0         | 0           | 3          | 5          | 14         | 8             | 222           | 2          | 9          | 1          | 7          | 2          | 0          | 0          | 0          | 0         | 273           |
| 17    | INTERNATIONAL      | 0         | 3           | 1          | 1          | 10         | 8             | 222           | 0          | 14         | 0          | 6          | 0          | 0          | 0          | 0          | 0         | 265           |
| 18    | DAF                | 0         | 2           | 7          | 2          | 0          | 3             | 224           | 0          | 1          | 0          | 0          | 1          | 0          | 0          | 0          | 2         | 242           |
| 19    | SINOTRUK           | 0         | 2           | 3          | 2          | 1          | 1             | 211           | 1          | 0          | 0          | 3          | 0          | 0          | 2          | 0          | 0         | 226           |
| 20    | DFM                | 0         | 0           | 6          | 1          | 2          | 2             | 158           | 5          | 10         | 0          | 11         | 4          | 0          | 0          | 0          | 0         | 199           |
| 21    | IVECO              | 0         | 3           | 3          | 3          | 0          | 8             | 80            | 0          | 34         | 0          | 0          | 0          | 0          | 0          | 1          | 0         | 132           |
| 22    | SHACMAN            | 0         | 1           | 0          | 1          | 0          | 1             | 34            | 17         | 1          | 0          | 0          | 0          | 3          | 0          | 0          | 0         | 58            |
| 23    | KENWORTH           | 0         | 1           | 6          | 5          | 0          | 0             | 18            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0         | 30            |
| 24    | FORD               | 0         | 0           | 0          | 1          | 2          | 3             | 19            | 0          | 1          | 1          | 0          | 0          | 0          | 0          | 0          | 0         | 27            |
| 25    | YUEJIN             | 1         | 0           | 1          | 2          | 2          | 0             | 4             | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0         | 10            |
|       | OTRAS              | 0         | 3           | 4          | 1          | 0          | 4             | 45            | 2          | 5          | 5          | 6          | 1          | 0          | 1          | 3          | 0         | 80            |
|       | <b>TOTAL</b>       | <b>41</b> | <b>208</b>  | <b>290</b> | <b>214</b> | <b>248</b> | <b>505</b>    | <b>13.839</b> | <b>321</b> | <b>307</b> | <b>150</b> | <b>500</b> | <b>182</b> | <b>114</b> | <b>312</b> | <b>41</b>  | <b>24</b> | <b>17.296</b> |

|    | MARCAS        | VENTA 2021 | PARTICIPACIÓN DE MERCADO |
|----|---------------|------------|--------------------------|
| 1  | MERCEDES BENZ | 2.624      | 15,2%                    |
| 2  | VOLKSWAGEN    | 1.713      | 9,9%                     |
| 3  | SCANIA        | 1.673      | 9,7%                     |
| 4  | HINO          | 1.460      | 8,4%                     |
| 5  | VOLVO         | 1.437      | 8,3%                     |
| 6  | CHEVROLET     | 1.428      | 8,3%                     |
| 7  | HYUNDAI       | 1.044      | 6,0%                     |
| 8  | JAC           | 940        | 5,4%                     |
| 9  | FREIGHTLINER  | 703        | 4,1%                     |
| 10 | MITSUBISHI    | 701        | 4,1%                     |
| 11 | FOTON         | 678        | 3,9%                     |
| 12 | MAN           | 376        | 2,2%                     |
| 13 | RENAULT       | 364        | 2,1%                     |
| 14 | MACK          | 330        | 1,9%                     |

|    | MARCAS        | VENTA 2021    | PARTICIPACIÓN DE MERCADO |
|----|---------------|---------------|--------------------------|
| 15 | JMC           | 283           | 1,6%                     |
| 16 | FAW           | 273           | 1,6%                     |
| 17 | INTERNATIONAL | 265           | 1,53%                    |
| 18 | DAF           | 242           | 1,40%                    |
| 19 | SINOTRUK      | 226           | 1,31%                    |
| 20 | DFM           | 199           | 1,15%                    |
| 21 | IVECO         | 132           | 0,76%                    |
| 22 | SHACMAN       | 58            | 0,34%                    |
| 23 | KENWORTH      | 30            | 0,17%                    |
| 24 | FORD          | 27            | 0,16%                    |
| 25 | YUEJIN        | 10            | 0,06%                    |
|    | OTRAS         | 80            | 0,46%                    |
|    | <b>TOTAL</b>  | <b>17.296</b> |                          |



| CONCENTRACIÓN DE MERCADO                              | 5 MARCAS | 10 MARCAS | 15 MARCAS | 20 MARCAS |
|-------------------------------------------------------|----------|-----------|-----------|-----------|
| MERCEDES BENZ - VOLKSWAGEN - SCANIA - HINO - VOLVO    | 51,5%    |           |           |           |
| CHEVROLET - HYUNDAI - JAC - FREIGHTLINER - MITSUBISHI |          | 79,3%     |           |           |
| FOTON - MAN - RENAULT - MACK - JMC                    |          |           | 91,1%     |           |
| FAW - INTERNATIONAL - DAF - SINOTRUCK - DFM           |          |           |           | 98,1%     |

# MARCAS / VENTA MENSUAL

| MARCA           | MES          |              |              |              |              |              |              |              |              |              |              |              | TOTAL         |
|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|                 | ENERO        | FEBRERO      | MARZO        | ABRIL        | MAYO         | JUNIO        | JULIO        | AGOSTO       | SEPTIEMBRE   | OCTUBRE      | NOVIEMBRE    | DICIEMBRE    |               |
| MERCEDES BENZ   | 145          | 154          | 228          | 235          | 224          | 226          | 224          | 209          | 246          | 258          | 272          | 203          | 2.624         |
| VOLKSWAGEN      | 104          | 123          | 115          | 121          | 130          | 176          | 156          | 113          | 130          | 142          | 187          | 216          | 1.713         |
| SCANIA          | 176          | 49           | 119          | 125          | 115          | 117          | 102          | 88           | 125          | 187          | 243          | 227          | 1.673         |
| HINO            | 115          | 98           | 91           | 114          | 103          | 85           | 131          | 135          | 133          | 157          | 167          | 131          | 1.460         |
| VOLVO           | 62           | 89           | 108          | 89           | 138          | 148          | 121          | 124          | 85           | 176          | 134          | 163          | 1.437         |
| CHEVROLET       | 62           | 50           | 155          | 155          | 167          | 143          | 113          | 97           | 203          | 139          | 99           | 45           | 1.428         |
| HYUNDAI         | 72           | 18           | 93           | 91           | 50           | 81           | 89           | 111          | 100          | 123          | 69           | 112          | 1.009         |
| JAC             | 90           | 79           | 59           | 70           | 48           | 66           | 79           | 90           | 102          | 81           | 79           | 97           | 940           |
| FREIGHTLINER    | 93           | 111          | 53           | 57           | 40           | 27           | 35           | 42           | 48           | 71           | 49           | 77           | 703           |
| MITSUBISHI FUSO | 39           | 12           | 56           | 48           | 49           | 55           | 76           | 39           | 53           | 56           | 93           | 125          | 701           |
| FOTON           | 38           | 28           | 59           | 42           | 49           | 18           | 63           | 65           | 90           | 92           | 73           | 61           | 678           |
| MAN             | 37           | 27           | 29           | 26           | 27           | 23           | 26           | 13           | 18           | 20           | 81           | 49           | 376           |
| RENAULT         | 18           | 34           | 41           | 16           | 26           | 29           | 44           | 33           | 35           | 23           | 27           | 38           | 364           |
| MACK            | 29           | 46           | 28           | 48           | 18           | 18           | 27           | 22           | 24           | 15           | 15           | 40           | 330           |
| JMC             | 10           | 9            | 21           | 11           | 19           | 25           | 24           | 43           | 34           | 25           | 28           | 34           | 283           |
| FAW             | 22           | 8            | 24           | 15           | 14           | 11           | 22           | 35           | 25           | 43           | 32           | 22           | 273           |
| INTERNATIONAL   | 37           | 22           | 9            | 12           | 24           | 20           | 32           | 17           | 23           | 10           | 26           | 33           | 265           |
| DAF             | 17           | 11           | 12           | 17           | 18           | 29           | 69           | 15           | 16           | 21           | 8            | 9            | 242           |
| SINOTRUK        | 5            | 6            | 16           | 21           | 17           | 24           | 9            | 11           | 29           | 31           | 28           | 29           | 226           |
| DONGFENG        | 2            | -            | 1            | 6            | 25           | 20           | 25           | 27           | 21           | 17           | 23           | 32           | 199           |
| IVECO           | 10           | 18           | 12           | 6            | 7            | 4            | 27           | 14           | 2            | 18           | 10           | 4            | 132           |
| SHACMAN         | 5            | 6            | 8            | 3            | 7            | 4            | 5            | 8            | 2            | 1            | 5            | 4            | 58            |
| KENWORTH        | 3            | 9            | -            | 1            | -            | 3            | -            | -            | 3            | 6            | 2            | 3            | 30            |
| FORD            | 6            | 6            | 1            | 3            | 2            | 1            | 1            | 4            | 1            | -            | -            | 2            | 27            |
| BEIBEN          | -            | -            | -            | 1            | -            | 1            | 1            | 1            | 2            | 3            | 1            | 5            | 15            |
| OTRAS           | 11           | 39           | 5            | 13           | 8            | 7            | 2            | 7            | 5            | 2            | 6            | 5            | 110           |
| <b>TOTAL</b>    | <b>1.208</b> | <b>1.052</b> | <b>1.343</b> | <b>1.346</b> | <b>1.325</b> | <b>1.361</b> | <b>1.503</b> | <b>1.363</b> | <b>1.555</b> | <b>1.717</b> | <b>1.757</b> | <b>1.766</b> | <b>17.296</b> |

| MARCA        | TRIMESTRE       |              |              |              | ANUAL        |               |
|--------------|-----------------|--------------|--------------|--------------|--------------|---------------|
|              | I               | II           | III          | IV           |              |               |
| 1            | MERCEDES BENZ   | 527          | 685          | 679          | 733          | 2.624         |
| 2            | VOLKSWAGEN      | 342          | 427          | 399          | 545          | 1.713         |
| 3            | SCANIA          | 344          | 357          | 315          | 657          | 1.673         |
| 4            | HINO            | 304          | 302          | 399          | 455          | 1.460         |
| 5            | VOLVO           | 259          | 375          | 330          | 473          | 1.437         |
| 6            | CHEVROLET       | 267          | 465          | 413          | 283          | 1.428         |
| 7            | HYUNDAI         | 183          | 222          | 300          | 304          | 1.009         |
| 8            | JAC             | 228          | 184          | 271          | 257          | 940           |
| 9            | FREIGHTLINER    | 257          | 124          | 125          | 197          | 703           |
| 10           | MITSUBISHI FUSO | 107          | 152          | 168          | 274          | 701           |
| 11           | FOTON           | 125          | 109          | 218          | 226          | 678           |
| 12           | MAN             | 93           | 76           | 57           | 150          | 376           |
| 13           | RENAULT         | 93           | 71           | 112          | 88           | 364           |
| 14           | MACK            | 103          | 84           | 73           | 70           | 330           |
| 15           | JMC             | 40           | 55           | 101          | 87           | 283           |
| 16           | FAW             | 54           | 40           | 82           | 97           | 273           |
| 17           | INTERNATIONAL   | 68           | 56           | 72           | 69           | 265           |
| 18           | DAF             | 40           | 64           | 100          | 38           | 242           |
| 19           | SINOTRUK        | 27           | 62           | 49           | 88           | 226           |
| 20           | DONGFENG        | 3            | 51           | 73           | 72           | 199           |
| 21           | IVECO           | 40           | 17           | 43           | 32           | 132           |
| 22           | SHACMAN         | 19           | 14           | 15           | 10           | 58            |
| 23           | KENWORTH        | 12           | 4            | 3            | 11           | 30            |
| 24           | FORD            | 13           | 6            | 6            | 2            | 27            |
| 25           | BEIBEN          | 0            | 2            | 4            | 9            | 15            |
|              | OTRAS           | 55           | 28           | 14           | 13           | 110           |
| <b>TOTAL</b> |                 | <b>3.603</b> | <b>4.032</b> | <b>4.421</b> | <b>5.240</b> | <b>17.296</b> |

|  |              | SEMESTRE     |              | ANUAL         |
|--|--------------|--------------|--------------|---------------|
|  |              | I            | II           |               |
|  |              | 1.212        | 1.412        | 2.624         |
|  |              | 769          | 944          | 1.713         |
|  |              | 701          | 972          | 1.673         |
|  |              | 606          | 854          | 1.460         |
|  |              | 634          | 803          | 1.437         |
|  |              | 732          | 696          | 1.428         |
|  |              | 405          | 604          | 1.009         |
|  |              | 412          | 528          | 940           |
|  |              | 381          | 322          | 703           |
|  |              | 259          | 442          | 701           |
|  |              | 234          | 444          | 678           |
|  |              | 169          | 207          | 376           |
|  |              | 164          | 200          | 364           |
|  |              | 187          | 143          | 330           |
|  |              | 95           | 188          | 283           |
|  |              | 94           | 179          | 273           |
|  |              | 124          | 141          | 265           |
|  |              | 104          | 138          | 242           |
|  |              | 89           | 137          | 226           |
|  |              | 54           | 145          | 199           |
|  |              | 57           | 75           | 132           |
|  |              | 33           | 25           | 58            |
|  |              | 16           | 14           | 30            |
|  |              | 19           | 8            | 27            |
|  |              | 2            | 13           | 15            |
|  |              | 83           | 27           | 110           |
|  | <b>TOTAL</b> | <b>7.635</b> | <b>9.661</b> | <b>17.296</b> |

|    | MARCA           | VENTA ANUAL   |               | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |       | VARIACIÓN |
|----|-----------------|---------------|---------------|-----------------|--------------------------|-------|-----------|
|    |                 | 2021          | 2020          |                 | 2021                     | 2020  |           |
| 1  | MERCEDES BENZ   | 2.624         | 1.436         | 82,7%           | 15,2%                    | 14,1% | 7,4%      |
| 2  | VOLKSWAGEN      | 1.713         | 828           | 106,9%          | 9,9%                     | 8,1%  | 21,6%     |
| 3  | SCANIA          | 1.673         | 928           | 80,3%           | 9,7%                     | 9,1%  | 5,9%      |
| 4  | HINO            | 1.460         | 681           | 114,4%          | 8,4%                     | 6,7%  | 26,0%     |
| 5  | VOLVO           | 1.437         | 1.088         | 32,1%           | 8,3%                     | 10,7% | -22,4%    |
| 6  | CHEVROLET       | 1.428         | 1.070         | 33,5%           | 8,3%                     | 10,5% | -21,6%    |
| 7  | HYUNDAI         | 1.009         | 474           | 112,9%          | 5,8%                     | 4,7%  | 25,1%     |
| 8  | JAC             | 940           | 477           | 97,1%           | 5,4%                     | 4,7%  | 15,8%     |
| 9  | FREIGHTLINER    | 703           | 487           | 44,4%           | 4,1%                     | 4,8%  | -15,2%    |
| 10 | MITSUBISHI FUSO | 701           | 309           | 126,9%          | 4,1%                     | 3,0%  | 33,3%     |
| 11 | FOTON           | 678           | 297           | 128,3%          | 3,9%                     | 2,9%  | 34,1%     |
| 12 | MAN             | 376           | 297           | 26,6%           | 2,2%                     | 2,9%  | -25,6%    |
| 13 | RENAULT         | 364           | 198           | 83,8%           | 2,1%                     | 1,9%  | 8,0%      |
| 14 | MACK            | 330           | 303           | 8,9%            | 1,9%                     | 2,98% | -36,0%    |
| 15 | JMC             | 283           | 108           | 162,0%          | 1,6%                     | 1,1%  | 54,0%     |
| 16 | FAW             | 273           | 85            | 221,2%          | 1,6%                     | 0,8%  | 88,7%     |
| 17 | INTERNATIONAL   | 265           | 165           | 60,6%           | 1,53%                    | 1,6%  | -5,6%     |
| 18 | DAF             | 242           | 131           | 84,7%           | 1,40%                    | 1,29% | 8,5%      |
| 19 | SINOTRUK        | 226           | 102           | 121,6%          | 1,31%                    | 1,0%  | 30,2%     |
| 20 | DONGFENG        | 199           | 20            | 895,0%          | 1,15%                    | 0,2%  | 484,7%    |
| 21 | IVECO           | 132           | 127           | 0,0%            | 0,76%                    | 1,2%  | -38,9%    |
| 22 | SHACMAN         | 58            | 28            | 107,1%          | 0,34%                    | 0,28% | 21,7%     |
| 23 | KENWORTH        | 30            | 19            | 57,9%           | 0,17%                    | 0,2%  | -7,2%     |
| 24 | FORD            | 27            | 408           | -93,4%          | 0,16%                    | 4,01% | -96,1%    |
| 25 | BEIBEN          | 15            | 25            | 0,0%            | 0,09%                    | 0,2%  | 0,0%      |
|    | OTRAS           | 110           | 72            | 52,8%           | 0,64%                    | 0,7%  | -10,2%    |
|    | <b>TOTAL</b>    | <b>17.296</b> | <b>10.163</b> | <b>70,2%</b>    |                          |       |           |

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Y GESTIÓN DEL CLIENTE.

# CONOCE ALGUNA DE NUESTRAS SOLUCIONES



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ADAPTADA A LAS NUEVAS  
TENDENCIAS DE COMPRA  
DE LOS USUARIOS.



## OMNISCANALIDAD

MEJORANDO LA EXPERIENCIA  
DIGITAL DE TUS CLIENTES  
EN MÚLTIPLES PLATAFORMAS.



## GESTIÓN DEL CLIENTE

CREANDO HERRAMIENTAS PARA  
PERSONALIZAR Y MEJORAR LA  
ATENCIÓN DE TUS CLIENTES.

Y TU CONCESIONARIO ¿ESTÁ PREPARADO  
PARA LA TRANSFORMACIÓN DIGITAL?

**CON AUTOFIN MEJOR ES POSIBLE.**

# LIVIANOS Y MEDIANOS USADOS



## LIVIANOS Y MEDIANOS USADOS

|                                |     |
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| RESULTADO 2021                 | 82  |
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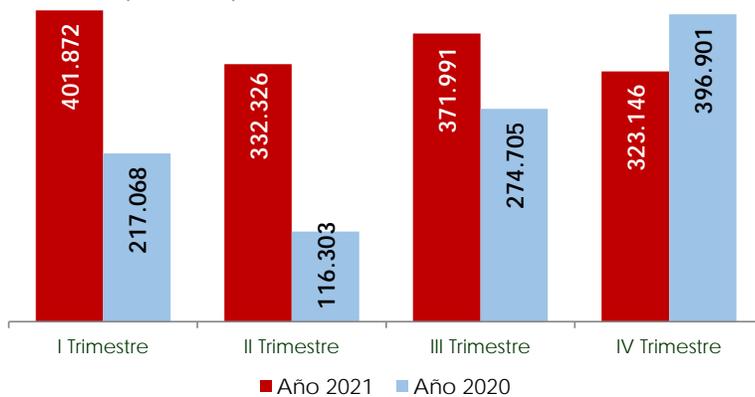
| MES                   | VEHÍCULOS LIVIANOS Y MEDIANOS |                |                |               | TOTAL          |
|-----------------------|-------------------------------|----------------|----------------|---------------|----------------|
|                       | PASAJEROS                     | CAMIONETAS     | COMERCIALES    | SUV           |                |
| ENERO                 | 141.237                       | 75.735         | 24.800         | 6.282         | 34.420         |
| FEBRERO               | 122.106                       | 64.266         | 22.370         | 5.688         | 29.782         |
| MARZO                 | 138.529                       | 71.989         | 26.581         | 7.069         | 32.890         |
| ABRIL                 | 100.932                       | 51.632         | 19.573         | 5.630         | 24.097         |
| MAYO                  | 108.586                       | 57.326         | 20.599         | 5.460         | 25.201         |
| JUNIO                 | 122.808                       | 64.955         | 22.625         | 5.991         | 29.237         |
| JULIO                 | 122.530                       | 63.575         | 22.767         | 6.278         | 29.910         |
| AGOSTO                | 134.099                       | 68.634         | 25.271         | 6.970         | 33.224         |
| SEPTIEMBRE            | 115.362                       | 59.363         | 21.489         | 6.004         | 28.506         |
| OCTUBRE               | 108.555                       | 55.786         | 19.576         | 6.102         | 27.091         |
| NOVIEMBRE             | 111.193                       | 56.557         | 20.963         | 6.340         | 27.333         |
| DICIEMBRE             | 103.398                       | 51.887         | 19.301         | 5.754         | 26.456         |
| <b>VENTA ANUAL</b>    | <b>1.429.335</b>              | <b>741.705</b> | <b>265.915</b> | <b>73.568</b> | <b>348.147</b> |
| <b>VENTA PROMEDIO</b> | <b>119.111</b>                | <b>61.809</b>  | <b>22.160</b>  | <b>6.131</b>  | <b>29.012</b>  |
| <b>VAR. ANUAL</b>     | <b>42,2%</b>                  | <b>43,0%</b>   | <b>38,8%</b>   | <b>46,9%</b>  | <b>42,3%</b>   |

1.429.335  
UNIDADES

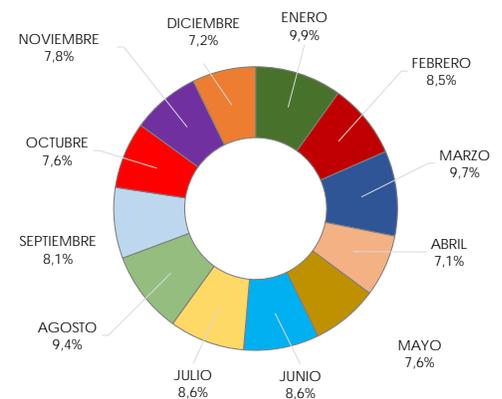
42,2%



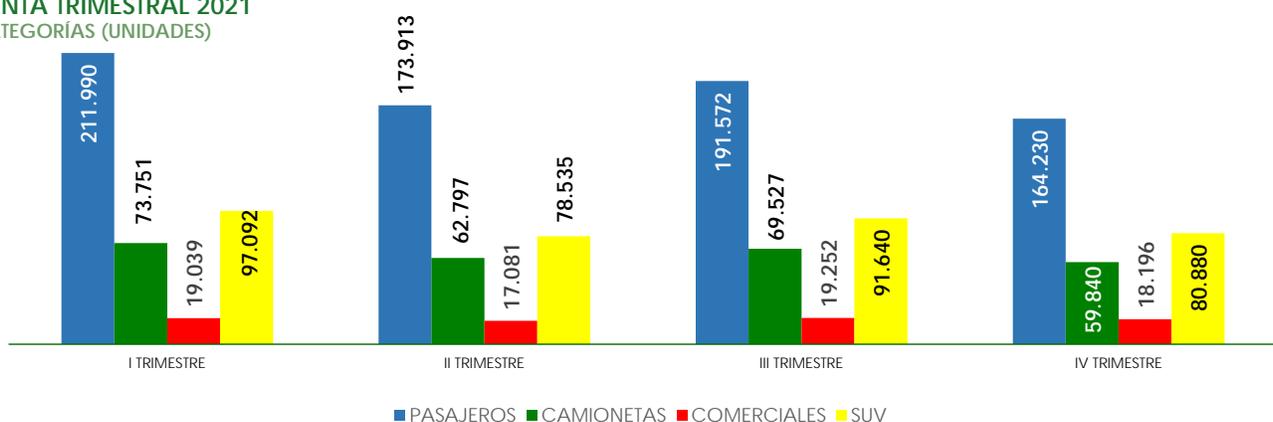
**VENTA TRIMESTRAL**  
2020 - 2021 (UNIDADES)

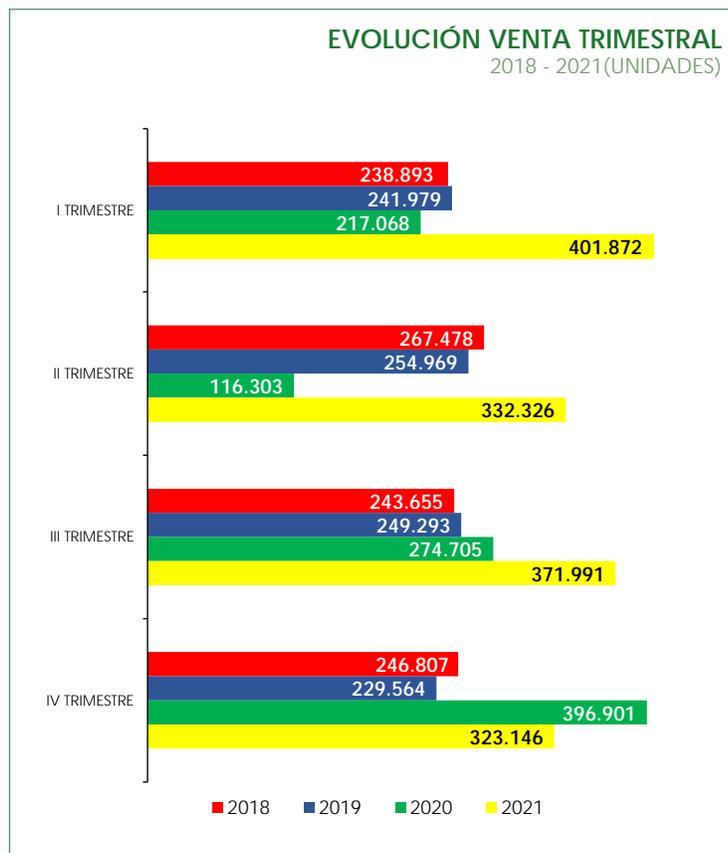


**DISTRIBUCIÓN MENSUAL (%)**  
2021



**VENTA TRIMESTRAL 2021**  
CATEGORÍAS (UNIDADES)





En el año se transfirieron un total de 1.429.335 unidades de vehículos livianos y medianos usados, correspondiendo a un aumento anual del 42,2%.

Cabe destacar que se mantuvo la tendencia de ventas observada desde el cuarto trimestre del 2020, dado por el termino de las cuarentenas por la Pandemia del Covid-19 y establece un record de ventas que esta directamente relacionado con la falta de stock de los vehículos nuevos y la necesidad de contar con un automóvil para transporte personal y/o actividades comerciales.

En los siguientes apartados se puede observar con mayor detalle las ventas y el comportamiento del mercado durante el 2021.

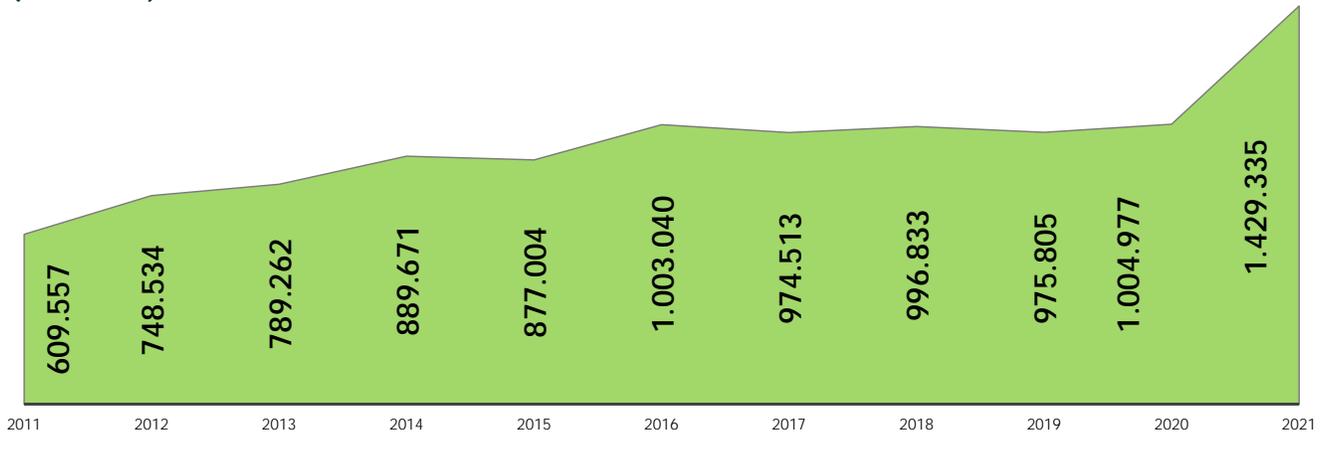
### VENTA MENSUAL LIVIANOS USADOS

| AÑO                  | ENERO        | FEBRERO      | MARZO         | ABRIL         | MAYO          | JUNIO         | JULIO         | AGOSTO       | SEPTIEMBRE    | OCTUBRE       | NOVIEMBRE     | DICIEMBRE     | TOTAL        |
|----------------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|--------------|
| 2020                 | 94.274       | 65.399       | 57.395        | 32.177        | 39.455        | 44.671        | 53.596        | 91.041       | 130.068       | 137.383       | 134.033       | 125.485       | 1.004.977    |
| 2021                 | 141.237      | 122.106      | 138.529       | 100.932       | 108.586       | 122.808       | 122.530       | 134.099      | 115.362       | 108.555       | 111.193       | 103.398       | 1.429.335    |
| <b>VARIACIÓN MES</b> | <b>49,8%</b> | <b>86,7%</b> | <b>141,4%</b> | <b>213,7%</b> | <b>175,2%</b> | <b>174,9%</b> | <b>128,6%</b> | <b>47,3%</b> | <b>-11,3%</b> | <b>-21,0%</b> | <b>-17,0%</b> | <b>-17,6%</b> | <b>42,2%</b> |

### VENTA ACUMULADA LIVIANOS USADOS

| AÑO                        | ENERO        | FEBRERO      | MARZO        | ABRIL         | MAYO          | JUNIO         | JULIO         | AGOSTO        | SEPTIEMBRE   | OCTUBRE      | NOVIEMBRE    | DICIEMBRE    |
|----------------------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|
| 2020                       | 94.274       | 159.673      | 217.068      | 249.245       | 288.700       | 333.371       | 386.967       | 478.008       | 608.076      | 745.459      | 879.492      | 1.004.977    |
| 2021                       | 141.237      | 263.343      | 401.872      | 502.804       | 611.390       | 734.198       | 856.728       | 990.827       | 1.106.189    | 1.214.744    | 1.325.937    | 1.429.335    |
| <b>VARIACIÓN ACUMULADA</b> | <b>49,8%</b> | <b>64,9%</b> | <b>85,1%</b> | <b>101,7%</b> | <b>111,8%</b> | <b>120,2%</b> | <b>121,4%</b> | <b>107,3%</b> | <b>81,9%</b> | <b>63,0%</b> | <b>50,8%</b> | <b>42,2%</b> |

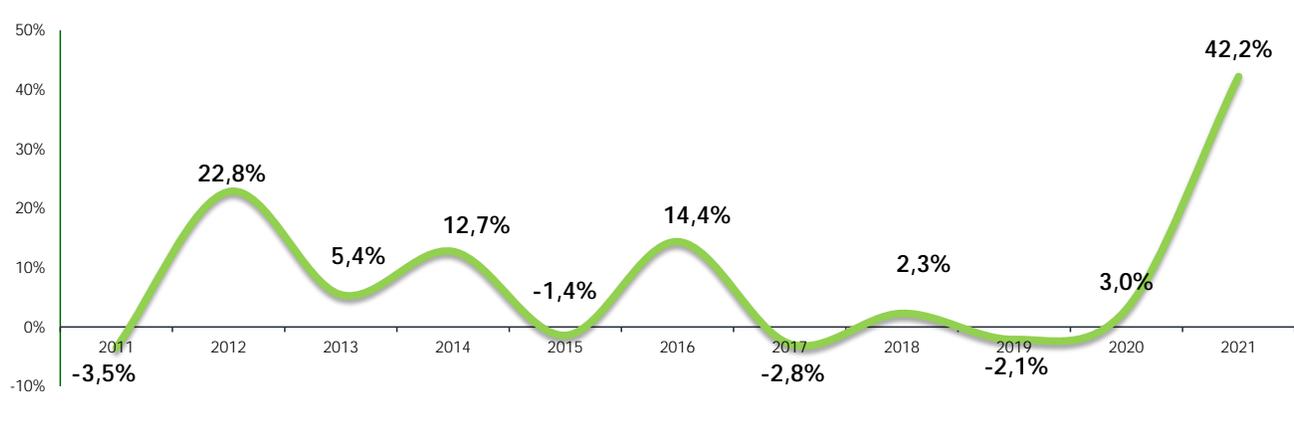
**VENTA VEHÍCULOS LIVIANOS Y MEDIANOS  
2011 - 2021  
(UNIDADES)**



| AÑO         | VENTA            | VARIACIÓN ANUAL |
|-------------|------------------|-----------------|
| 2011        | 609.557          | -3,5%           |
| 2012        | 748.534          | 22,8%           |
| 2013        | 789.262          | 5,4%            |
| 2014        | 889.671          | 12,7%           |
| 2015        | 877.004          | -1,4%           |
| 2016        | 1.003.040        | 14,4%           |
| 2017        | 974.513          | -2,8%           |
| 2018        | 996.833          | 2,3%            |
| 2019        | 975.805          | -2,1%           |
| 2020        | 1.004.977        | 3,0%            |
| <b>2021</b> | <b>1.429.335</b> | <b>42,2%</b>    |

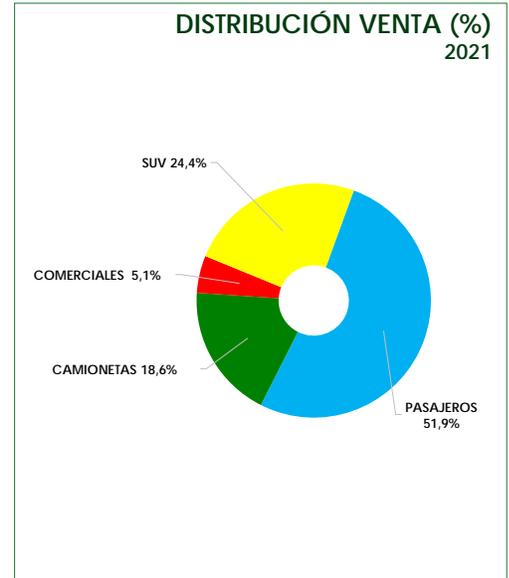
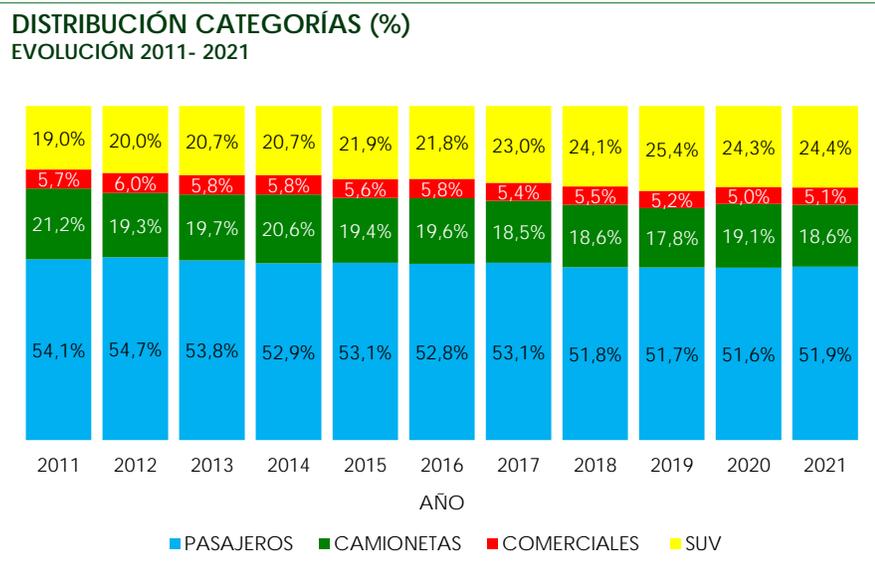
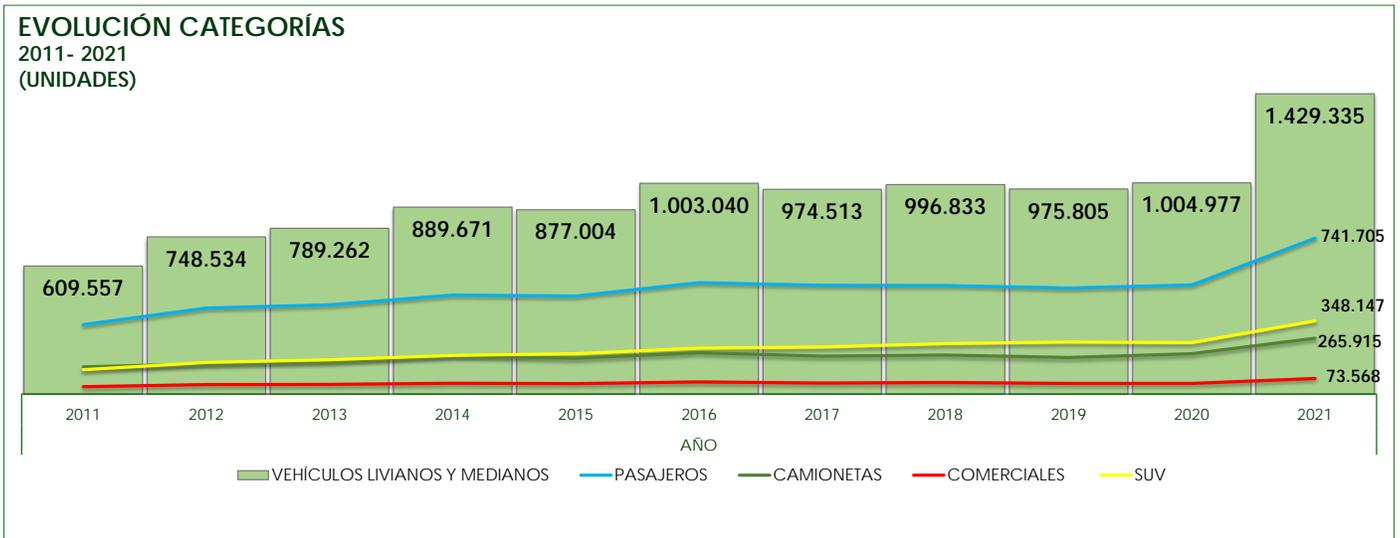
Este año el mercado de livianos y medianos usados creció un 42,2%, destacando por un gran primer trimestre y especialmente el tercer trimestre, esta alza en las transferencias se explica por los efectos del término las cuarentenas prolongadas por la Pandemia del Covid-19 y la falta de stok de vehículos nuevos, especialmente se observa en el cambio de año que se ve reflejado en el tercer trimestre.

**VARIACIÓN ANUAL (%)  
2011 - 2021**



# EVOLUCIÓN 2011 - 2021/ CATEGORÍAS

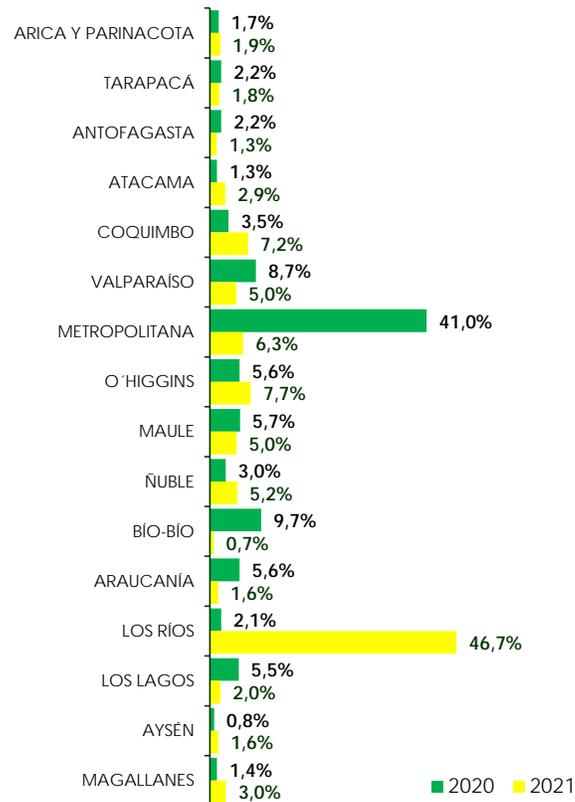
| CATEGORÍA       | AÑO     |         |         |         |         |           |         |         |         |           |           |
|-----------------|---------|---------|---------|---------|---------|-----------|---------|---------|---------|-----------|-----------|
|                 | 2011    | 2012    | 2013    | 2014    | 2015    | 2016      | 2017    | 2018    | 2019    | 2020      | 2021      |
| VEHICULOS L Y M | 609.557 | 748.534 | 789.262 | 889.671 | 877.004 | 1.003.040 | 974.513 | 996.833 | 975.805 | 1.004.977 | 1.429.335 |
| PASAJEROS       | 329.736 | 409.463 | 424.832 | 471.022 | 465.927 | 529.806   | 517.474 | 516.445 | 504.173 | 518.630   | 741.705   |
| CAMIONETAS      | 129.513 | 144.130 | 155.671 | 183.276 | 169.959 | 196.822   | 180.659 | 185.673 | 173.517 | 191.619   | 265.915   |
| COMERCIALES     | 34.678  | 44.969  | 45.589  | 51.622  | 49.250  | 57.985    | 52.269  | 54.817  | 50.437  | 50.068    | 73.568    |
| SUV             | 115.630 | 149.972 | 163.170 | 183.751 | 191.868 | 218.427   | 224.111 | 239.898 | 247.678 | 244.660   | 348.147   |



# VENTA REGIONAL

## PARTICIPACIÓN REGIONAL (%)

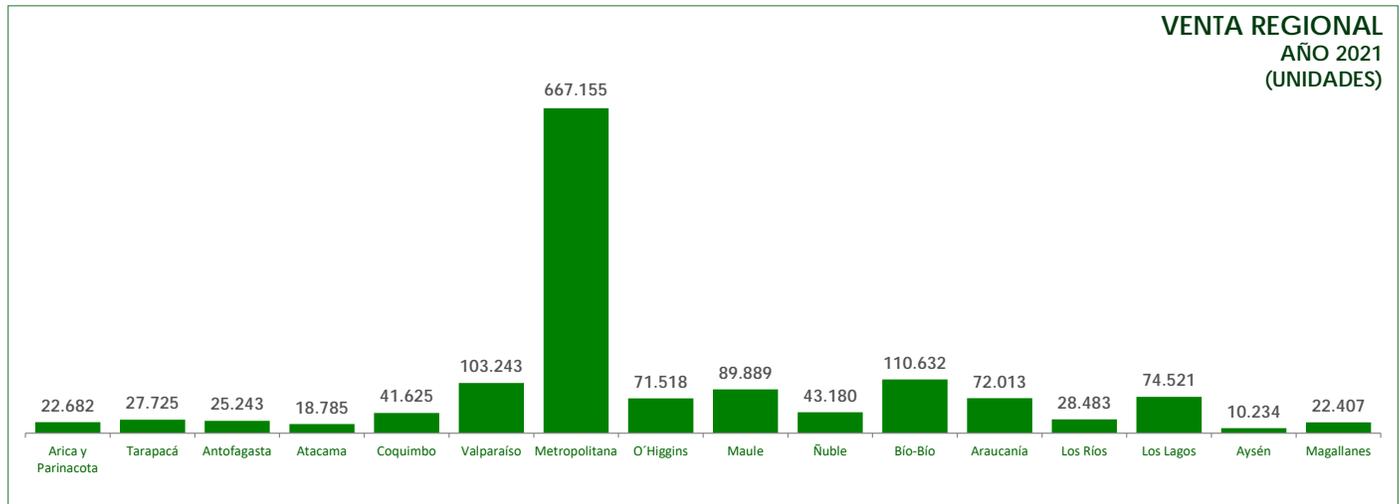
2020 - 2021



| REGIÓN          | CATEGORÍA          | CATEGORÍA        |                |                |               |                |
|-----------------|--------------------|------------------|----------------|----------------|---------------|----------------|
|                 |                    | TOTAL            | PASAJEROS      | CAMIONETAS     | COMERCIALES   | SUV            |
| XV              | Arica y Parinacota | 22.682           | 6439           | 2284           | 261           | 13698          |
| I               | Tarapacá           | 27.725           | 8976           | 2154           | 444           | 16151          |
| II              | Antofagasta        | 25.243           | 13231          | 3882           | 681           | 7449           |
| III             | Atacama            | 18.785           | 9036           | 4107           | 480           | 5162           |
| IV              | Coquimbo           | 41.625           | 21796          | 9298           | 1503          | 9028           |
| V               | Valparaíso         | 103.243          | 61338          | 16744          | 5197          | 19964          |
| RM              | Metropolitana      | 667.155          | 353292         | 105539         | 43773         | 164551         |
| VI              | O'Higgins          | 71.518           | 39907          | 14301          | 3920          | 13390          |
| VII             | Maule              | 89.889           | 48228          | 21490          | 3751          | 16420          |
| XVI             | Ñuble              | 43.180           | 22040          | 11161          | 1724          | 8255           |
| VIII            | Bio-Bio            | 110.632          | 57624          | 23966          | 4337          | 24705          |
| IX              | Araucanía          | 72.013           | 34854          | 19581          | 2818          | 14760          |
| XIV             | Los Ríos           | 28.483           | 14530          | 6620           | 1079          | 6254           |
| X               | Los Lagos          | 74.521           | 37700          | 18453          | 2966          | 15402          |
| XIV             | Aysén              | 10.234           | 2593           | 2792           | 203           | 4646           |
| XII             | Magallanes         | 22.407           | 10121          | 3543           | 431           | 8312           |
| <b>NACIONAL</b> |                    | <b>1.429.335</b> | <b>741.705</b> | <b>265.915</b> | <b>73.568</b> | <b>348.147</b> |

| REGIÓN          | VENTA ANUAL        |                  |                  | Variación 20-21 | Variación 20-21 | PARTICIPACIÓN REGIONAL |       |       |       |
|-----------------|--------------------|------------------|------------------|-----------------|-----------------|------------------------|-------|-------|-------|
|                 | 2021               | 2020             | 2019             |                 |                 | 2021                   | 2020  | 2019  |       |
| XV              | ARICA Y PARINACOTA | 27.725           | 16.875           | 22.478          | 64,3%           | -24,9%                 | 1,9%  | 1,7%  | 2,3%  |
| I               | TARAPACÁ           | 25.243           | 21.687           | 32.002          | 16,4%           | -32,2%                 | 1,8%  | 2,2%  | 3,3%  |
| II              | ANTOFAGASTA        | 18.785           | 21.685           | 25.069          | -13,4%          | -13,5%                 | 1,3%  | 2,2%  | 2,6%  |
| III             | ATACAMA            | 41.625           | 13.390           | 9.379           | 210,9%          | 42,8%                  | 2,9%  | 1,3%  | 1,0%  |
| IV              | COQUIMBO           | 103.243          | 35.454           | 29.872          | 191,2%          | 18,7%                  | 7,2%  | 3,5%  | 3,1%  |
| V               | VALPARAÍSO         | 71.518           | 87.409           | 75.308          | -18,2%          | 16,1%                  | 5,0%  | 8,7%  | 7,7%  |
| RM              | METROPOLITANA      | 89.889           | 412.291          | 454.952         | -78,2%          | -9,4%                  | 6,3%  | 41,0% | 46,6% |
| VI              | O'HIGGINS          | 110.632          | 56.339           | 42.994          | 96,4%           | 31,0%                  | 7,7%  | 5,6%  | 4,4%  |
| VII             | MAULE              | 72.013           | 57.281           | 54.112          | 25,7%           | 5,9%                   | 5,0%  | 5,7%  | 5,5%  |
| XVI             | ÑUBLE              | 74.521           | 30.151           | 23.395          | 147,2%          | 28,9%                  | 5,2%  | 3,0%  | 2,4%  |
| VIII            | BIO-BÍO            | 10.234           | 97.611           | 75.567          | -89,5%          | 29,2%                  | 0,7%  | 9,7%  | 7,7%  |
| IX              | ARAUCANÍA          | 22.407           | 56.667           | 43.601          | -60,5%          | 30,0%                  | 1,6%  | 5,6%  | 4,5%  |
| XIV             | LOS RÍOS           | 667.155          | 21.413           | 15.426          | 3015,7%         | 38,8%                  | 46,7% | 2,1%  | 1,6%  |
| X               | LOS LAGOS          | 28.483           | 54.889           | 44.944          | -48,1%          | 22,1%                  | 2,0%  | 5,5%  | 4,6%  |
| XIV             | AYSÉN              | 22.682           | 8.160            | 8.523           | 178,0%          | -4,3%                  | 1,6%  | 0,8%  | 0,9%  |
| XII             | MAGALLANES         | 43.180           | 13.675           | 18.183          | 215,8%          | -24,8%                 | 3,0%  | 1,4%  | 1,9%  |
| <b>NACIONAL</b> |                    | <b>1.429.335</b> | <b>1.004.977</b> | <b>975.805</b>  | <b>42,2%</b>    | <b>3,0%</b>            |       |       |       |

| CATEGORÍAS   | XV            | I             | II            | III           | IV            | V              | RM             | VI            | VII           | XVI           | VIII           | IX            | XIV           | X             | XI            | XII           | TOTAL            |
|--------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|---------------|------------------|
| PASAJEROS    | 6.439         | 8.976         | 13.231        | 9.036         | 21.796        | 61.338         | 353.292        | 39.907        | 48.228        | 22.040        | 57.624         | 34.854        | 14.530        | 37.700        | 2.593         | 10.121        | 741.705          |
| CAMIONETAS   | 2.284         | 2.154         | 3.882         | 4.107         | 9.298         | 16.744         | 105.539        | 14.301        | 21.490        | 11.161        | 23.966         | 19.581        | 6.620         | 18.453        | 2.792         | 3.543         | 265.915          |
| COMERCIALES  | 261           | 444           | 681           | 480           | 1.503         | 5.197          | 43.773         | 3.920         | 3.751         | 1.724         | 4.337          | 2.818         | 1.079         | 2.966         | 203           | 431           | 73.568           |
| SUV          | 13.698        | 16.151        | 7.449         | 5.162         | 9.028         | 19.964         | 164.551        | 13.390        | 16.420        | 8.255         | 24.705         | 14.760        | 6.254         | 15.402        | 4.646         | 8.312         | 348.147          |
| <b>TOTAL</b> | <b>22.682</b> | <b>27.725</b> | <b>25.243</b> | <b>18.785</b> | <b>41.625</b> | <b>103.243</b> | <b>667.155</b> | <b>71.518</b> | <b>89.889</b> | <b>43.180</b> | <b>110.632</b> | <b>72.013</b> | <b>28.483</b> | <b>74.521</b> | <b>10.234</b> | <b>22.407</b> | <b>1.429.335</b> |



| REGIÓN                | ENERO          | FEBRERO        | MARZO          | ABRIL          | MAYO           | JUNIO          | JULIO          | AGOSTO         | SEPTIEMBRE     | OCTUBRE        | NOVIEMBRE      | DICIEMBRE      | TOTAL            |
|-----------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| XV ARICA Y PARINACOTA | 2.508          | 1.775          | 1.999          | 1.820          | 1.797          | 1.744          | 2.001          | 1.984          | 1.675          | 1.854          | 1.731          | 1.794          | 22.682           |
| I TARAPACÁ            | 2.351          | 2.172          | 2.379          | 1.829          | 2.546          | 2.598          | 2.697          | 2.576          | 2.280          | 2.168          | 2.102          | 2.027          | 27.725           |
| II ANTOFAGASTA        | 2.834          | 2.465          | 2.161          | 2.287          | 1.386          | 2.380          | 2.024          | 2.694          | 1.836          | 1.883          | 1.744          | 1.549          | 25.243           |
| III ATACAMA           | 1.962          | 1.425          | 1.676          | 1.148          | 1.577          | 1.792          | 1.755          | 1.803          | 1.445          | 1.386          | 1.432          | 1.384          | 18.785           |
| IV COQUIMBO           | 5.488          | 4.351          | 4.099          | 2.664          | 3.317          | 3.076          | 3.938          | 4.026          | 2.998          | 2.874          | 2.667          | 2.127          | 41.625           |
| V VALPARAISO          | 11.536         | 10.441         | 10.065         | 5.456          | 7.942          | 8.830          | 8.938          | 9.622          | 8.464          | 8.189          | 7.418          | 6.342          | 103.243          |
| RM METROPOLITANA      | 61.610         | 51.942         | 64.301         | 47.854         | 47.535         | 57.655         | 56.231         | 63.806         | 53.795         | 51.536         | 56.218         | 54.672         | 667.155          |
| VI O'HIGGINS          | 7.765          | 6.806          | 6.688          | 4.182          | 5.372          | 5.995          | 6.699          | 6.682          | 5.902          | 5.498          | 5.333          | 4.596          | 71.518           |
| VII MAULE             | 7.958          | 9.179          | 10.010         | 7.319          | 6.928          | 6.945          | 6.767          | 7.329          | 7.745          | 6.423          | 7.271          | 6.015          | 89.889           |
| VIII ÑUBLE            | 4.813          | 3.336          | 3.719          | 3.615          | 3.786          | 3.635          | 3.776          | 3.525          | 3.843          | 3.550          | 2.958          | 2.624          | 43.180           |
| IX BIO-BIO            | 11.376         | 10.200         | 11.058         | 7.543          | 8.668          | 9.895          | 9.558          | 11.167         | 8.947          | 8.053          | 7.552          | 6.615          | 110.632          |
| XIV ARAUCANÍA         | 7.602          | 6.266          | 6.666          | 4.728          | 6.265          | 6.320          | 6.459          | 6.826          | 5.657          | 5.212          | 5.235          | 4.777          | 72.013           |
| LOS RÍOS              | 3.049          | 2.465          | 2.575          | 1.925          | 2.546          | 2.644          | 2.466          | 2.592          | 2.401          | 2.133          | 1.942          | 1.745          | 28.483           |
| X LOS LAGOS           | 7.046          | 6.179          | 7.819          | 5.811          | 6.343          | 6.690          | 6.559          | 6.642          | 5.941          | 5.362          | 5.254          | 4.875          | 74.521           |
| XI AYSÉN              | 1.246          | 775            | 1.043          | 845            | 887            | 756            | 827            | 1.004          | 807            | 643            | 684            | 717            | 10.234           |
| XII MAGALLANES        | 2.093          | 2.329          | 2.271          | 1.906          | 1.691          | 1.853          | 1.835          | 1.821          | 1.626          | 1.791          | 1.652          | 1.539          | 22.407           |
| <b>NACIONAL</b>       | <b>141.237</b> | <b>122.106</b> | <b>138.529</b> | <b>100.932</b> | <b>108.586</b> | <b>122.808</b> | <b>122.530</b> | <b>134.099</b> | <b>115.362</b> | <b>108.555</b> | <b>111.193</b> | <b>103.398</b> | <b>1.429.335</b> |

# VENTA REGIONAL

| MARCA | XV            | I             | II            | III           | IV            | V             | RM             | VI             | VII           | XVI           | VIII          | IX             | XIV           | X             | XI            | XII           | TOTAL         |                  |
|-------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|---------------|------------------|
| 1     | CHEVROLET     | 1.105         | 1.199         | 3.660         | 3.266         | 6.481         | 19.383         | 89.399         | 13.105        | 17.234        | 7.153         | 15.022         | 11.107        | 4.793         | 12.114        | 867           | 3.124         | 209.012          |
| 2     | HYUNDAI       | 5.182         | 5.727         | 3.166         | 1.322         | 4.212         | 9.806          | 57.248         | 6.648         | 9.413         | 4.508         | 12.371         | 7.659         | 2.907         | 7.244         | 1.095         | 3.188         | 141.696          |
| 3     | NISSAN        | 1.723         | 2.486         | 2.308         | 1.740         | 3.929         | 7.323          | 48.729         | 5.927         | 8.343         | 5.247         | 9.993          | 7.413         | 3.327         | 7.678         | 1.417         | 1.293         | 118.876          |
| 4     | TOYOTA        | 1.066         | 1.978         | 1.606         | 1.948         | 4.513         | 6.375          | 39.156         | 5.204         | 10.719        | 5.417         | 15.579         | 9.996         | 2.366         | 8.217         | 1.104         | 1.089         | 116.333          |
| 5     | KIA MOTORS    | 2.620         | 2.345         | 2.319         | 1.421         | 2.965         | 8.083          | 52.125         | 5.635         | 7.495         | 3.681         | 8.789          | 4.742         | 1.909         | 5.331         | 714           | 1.124         | 111.298          |
| 6     | SUZUKI        | 861           | 1.324         | 1.719         | 1.778         | 3.356         | 7.342          | 45.248         | 5.325         | 6.984         | 3.109         | 7.933          | 5.694         | 2.395         | 5.656         | 913           | 1.559         | 101.196          |
| 7     | PEUGEOT       | 103           | 130           | 733           | 445           | 1.492         | 5.134          | 37.530         | 3.319         | 2.751         | 1.170         | 3.309          | 2.741         | 1.485         | 3.430         | 61            | 366           | 64.199           |
| 8     | MAZDA         | 3.303         | 5.191         | 736           | 490           | 1.393         | 3.349          | 22.363         | 2.740         | 2.975         | 1.268         | 3.823          | 2.558         | 801           | 2.018         | 750           | 2.842         | 56.600           |
| 9     | FORD          | 510           | 557           | 1.876         | 988           | 2.001         | 3.280          | 25.376         | 2.120         | 2.522         | 1.366         | 4.449          | 2.183         | 796           | 2.773         | 265           | 781           | 51.843           |
| 10    | MITSUBISHI    | 1.008         | 1.207         | 646           | 668           | 1.567         | 2.830          | 18.467         | 2.283         | 3.162         | 1.859         | 4.320          | 3.212         | 1.123         | 3.652         | 979           | 861           | 47.844           |
| 11    | VOLKSWAGEN    | 67            | 99            | 274           | 225           | 897           | 2.850          | 23.435         | 2.080         | 1.298         | 739           | 2.136          | 1.132         | 567           | 1.755         | 60            | 364           | 37.978           |
| 12    | FIAT          | 19            | 38            | 248           | 216           | 644           | 2.576          | 16.154         | 1.389         | 1.230         | 674           | 2.003          | 1.195         | 406           | 1.007         | 67            | 241           | 28.107           |
| 13    | SUBARU        | 200           | 445           | 304           | 260           | 623           | 1.589          | 13.865         | 1.233         | 1.492         | 959           | 2.168          | 1.757         | 724           | 1.642         | 211           | 281           | 27.753           |
| 14    | RENAULT       | 19            | 37            | 450           | 273           | 676           | 2.264          | 15.337         | 1.321         | 1.001         | 381           | 1.564          | 1.091         | 453           | 1.449         | 107           | 697           | 27.120           |
| 15    | SSANGYONG     | 461           | 688           | 169           | 238           | 605           | 1.923          | 11.874         | 1.504         | 1.755         | 606           | 1.673          | 1.041         | 497           | 1.248         | 334           | 576           | 25.192           |
| 16    | CITROEN       | 12            | 10            | 235           | 150           | 486           | 1.989          | 15.069         | 1.152         | 1.193         | 394           | 1.285          | 962           | 544           | 1.325         | 12            | 98            | 24.916           |
| 17    | HONDA         | 2.738         | 2.015         | 310           | 88            | 295           | 1.133          | 8.456          | 716           | 817           | 258           | 1.006          | 456           | 199           | 543           | 108           | 564           | 19.702           |
| 18    | MERCEDES BENZ | 139           | 268           | 250           | 95            | 311           | 1.154          | 11.015         | 536           | 528           | 293           | 856            | 544           | 239           | 659           | 46            | 193           | 17.126           |
| 19    | BMW           | 256           | 423           | 186           | 104           | 357           | 953            | 10.948         | 402           | 349           | 172           | 627            | 264           | 123           | 276           | 26            | 241           | 15.707           |
| 20    | CHERY         | 6             | 8             | 267           | 257           | 340           | 994            | 9.612          | 569           | 717           | 276           | 1.080          | 342           | 155           | 459           | 46            | 215           | 15.343           |
| 21    | GREAT WALL    | 19            | 50            | 421           | 349           | 406           | 1.379          | 6.956          | 824           | 941           | 302           | 873            | 570           | 274           | 519           | 236           | 408           | 14.527           |
| 22    | JEEP          | 420           | 326           | 478           | 334           | 409           | 779            | 7.066          | 484           | 536           | 266           | 788            | 457           | 179           | 473           | 93            | 205           | 13.293           |
| 23    | JAC           | 11            | 39            | 220           | 357           | 347           | 863            | 5.314          | 820           | 627           | 219           | 518            | 301           | 119           | 432           | 96            | 367           | 10.650           |
| 24    | DODGE         | 245           | 250           | 467           | 283           | 373           | 564            | 4.986          | 488           | 442           | 225           | 741            | 389           | 167           | 412           | 53            | 251           | 10.336           |
| 25    | SAMSUNG       | 20            | 62            | 185           | 136           | 249           | 866            | 5.026          | 424           | 389           | 260           | 531            | 292           | 152           | 403           | 25            | 97            | 9.117            |
| 26    | DAEWOO        | 57            | 54            | 67            | 95            | 268           | 983            | 4.123          | 684           | 507           | 269           | 904            | 382           | 167           | 236           | 30            | 124           | 8.950            |
| 27    | AUDI          | 55            | 103           | 80            | 75            | 144           | 529            | 6.448          | 275           | 211           | 100           | 370            | 147           | 110           | 164           | 4             | 57            | 8.872            |
| 28    | MAHINDRA      | 7             | 28            | 158           | 89            | 187           | 584            | 4.750          | 390           | 559           | 210           | 707            | 511           | 135           | 447           | 35            | 29            | 8.826            |
| 29    | OPEL          | 7             | 5             | 40            | 50            | 138           | 957            | 3.759          | 543           | 653           | 321           | 485            | 354           | 139           | 214           | 11            | 81            | 7.757            |
| 30    | CHANGAN       | 16            | 32            | 163           | 187           | 233           | 586            | 4.047          | 370           | 463           | 104           | 405            | 227           | 88            | 268           | 92            | 233           | 7.514            |
| 31    | MG            | 0             | 6             | 91            | 85            | 134           | 553            | 5.083          | 345           | 247           | 68            | 321            | 97            | 41            | 267           | 12            | 83            | 7.433            |
| 32    | VOLVO         | 22            | 42            | 60            | 23            | 101           | 377            | 4.839          | 208           | 229           | 119           | 477            | 152           | 65            | 155           | 6             | 35            | 6.910            |
| 33    | DAIHATSU      | 107           | 94            | 72            | 76            | 203           | 448            | 1.688          | 308           | 437           | 213           | 614            | 340           | 128           | 304           | 66            | 101           | 5.199            |
| 34    | GEELY         | 2             | 3             | 84            | 132           | 159           | 333            | 1.614          | 214           | 181           | 91            | 186            | 124           | 57            | 167           | 19            | 126           | 3.492            |
| 35    | BYD           | 1             | 2             | 104           | 63            | 114           | 192            | 2.000          | 216           | 107           | 71            | 301            | 148           | 30            | 88            | 3             | 6             | 3.446            |
| 36    | DFM           | 0             | 0             | 32            | 15            | 34            | 182            | 1.759          | 80            | 69            | 23            | 86             | 93            | 50            | 54            | 6             | 33            | 2.516            |
| 37    | FOTON         | 2             | 14            | 34            | 40            | 35            | 160            | 1.551          | 112           | 62            | 42            | 114            | 83            | 50            | 69            | 8             | 4             | 2.380            |
| 38    | DFSK          | 0             | 1             | 78            | 21            | 49            | 109            | 1.650          | 83            | 44            | 48            | 77             | 57            | 41            | 49            | 4             | 0             | 2.311            |
| 39    | LIFAN         | 3             | 1             | 165           | 34            | 56            | 229            | 1.108          | 119           | 75            | 35            | 164            | 90            | 48            | 122           | 6             | 16            | 2.271            |
| 40    | MAXUS         | 0             | 13            | 27            | 20            | 30            | 102            | 1.438          | 80            | 98            | 26            | 96             | 95            | 68            | 92            | 49            | 4             | 2.238            |
| 41    | MINI          | 57            | 98            | 26            | 9             | 15            | 119            | 1.565          | 33            | 32            | 12            | 60             | 35            | 11            | 40            | 1             | 39            | 2.152            |
| 42    | LAND ROVER    | 11            | 15            | 25            | 21            | 32            | 91             | 1.537          | 55            | 39            | 21            | 101            | 45            | 26            | 53            | 10            | 22            | 2.104            |
| 43    | CHRYSLER      | 37            | 60            | 87            | 32            | 53            | 149            | 1.101          | 75            | 84            | 42            | 140            | 83            | 41            | 68            | 5             | 23            | 2.080            |
| 44    | BRILLIANCE    | 9             | 18            | 161           | 28            | 80            | 121            | 1.017          | 60            | 42            | 27            | 78             | 57            | 13            | 61            | 21            | 14            | 1.807            |
| 45    | HAFEI         | 4             | 0             | 11            | 27            | 63            | 137            | 886            | 117           | 93            | 43            | 138            | 74            | 57            | 68            | 8             | 24            | 1.750            |
| 46    | PORSCHE       | 3             | 10            | 5             | 11            | 13            | 79             | 1.435          | 16            | 19            | 11            | 46             | 31            | 23            | 10            | 2             | 7             | 1.721            |
| 47    | BAIC          | 6             | 8             | 65            | 8             | 55            | 59             | 924            | 25            | 24            | 12            | 49             | 38            | 15            | 65            | 22            | 18            | 1.393            |
| 48    | SKODA         | 0             | 1             | 6             | 6             | 18            | 72             | 951            | 40            | 27            | 13            | 36             | 19            | 20            | 47            | 0             | 1             | 1.257            |
| 49    | ZX AUTO       | 1             | 4             | 25            | 17            | 39            | 70             | 485            | 52            | 48            | 50            | 180            | 65            | 26            | 54            | 1             | 1             | 1.118            |
| 50    | FAW           | 0             | 0             | 7             | 12            | 34            | 73             | 578            | 39            | 29            | 33            | 122            | 41            | 31            | 81            | 9             | 24            | 1.113            |
|       | OTRAS         | 162           | 211           | 337           | 178           | 411           | 1.168          | 10.065         | 731           | 597           | 374           | 938            | 527           | 303           | 563           | 119           | 277           | 16.961           |
|       | <b>TOTAL</b>  | <b>22.682</b> | <b>27.725</b> | <b>25.243</b> | <b>18.785</b> | <b>41.625</b> | <b>103.243</b> | <b>667.155</b> | <b>71.518</b> | <b>89.889</b> | <b>43.180</b> | <b>110.632</b> | <b>72.013</b> | <b>28.483</b> | <b>74.521</b> | <b>10.234</b> | <b>22.407</b> | <b>1.429.335</b> |

| ARICA Y PARINACOTA XV |            |               | TARAPACÁ I   |               |               | ANTOFAGASTA II |            |               | ATACAMA III  |            |               |
|-----------------------|------------|---------------|--------------|---------------|---------------|----------------|------------|---------------|--------------|------------|---------------|
| MARCA                 |            |               | MARCA        |               |               | MARCA          |            |               | MARCA        |            |               |
| 1                     | HYUNDAI    | 5.182         | 1            | HYUNDAI       | 5.727         | 1              | CHEVROLET  | 3.660         | 1            | CHEVROLET  | 3.266         |
| 2                     | MAZDA      | 3.303         | 2            | MAZDA         | 5.191         | 2              | HYUNDAI    | 3.166         | 2            | TOYOTA     | 1.948         |
| 3                     | HONDA      | 2.738         | 3            | NISSAN        | 2.486         | 3              | KIA MOTORS | 2.319         | 3            | SUZUKI     | 1.778         |
| 4                     | KIA MOTORS | 2.620         | 4            | KIA MOTORS    | 2.345         | 4              | NISSAN     | 2.308         | 4            | NISSAN     | 1.740         |
| 5                     | NISSAN     | 1.723         | 5            | HONDA         | 2.015         | 5              | FORD       | 1.876         | 5            | KIA MOTORS | 1.421         |
| 6                     | CHEVROLET  | 1.105         | 6            | TOYOTA        | 1.978         | 6              | SUZUKI     | 1.719         | 6            | HYUNDAI    | 1.322         |
| 7                     | TOYOTA     | 1.066         | 7            | SUZUKI        | 1.324         | 7              | TOYOTA     | 1.606         | 7            | FORD       | 988           |
| 8                     | MITSUBISHI | 1.008         | 8            | MITSUBISHI    | 1.207         | 8              | MAZDA      | 736           | 8            | MITSUBISHI | 668           |
| 9                     | SUZUKI     | 861           | 9            | CHEVROLET     | 1.199         | 9              | PEUGEOT    | 733           | 9            | MAZDA      | 490           |
| 10                    | FORD       | 510           | 10           | SSANGYONG     | 688           | 10             | MITSUBISHI | 646           | 10           | PEUGEOT    | 445           |
| 11                    | SSANGYONG  | 461           | 11           | FORD          | 557           | 11             | JEEP       | 478           | 11           | JAC        | 357           |
| 12                    | JEEP       | 420           | 12           | BMW           | 423           | 12             | DODGE      | 467           | 12           | JEEP       | 334           |
| 13                    | BMW        | 256           | 13           | SUBARU        | 417           | 13             | RENAULT    | 450           | 13           | GREAT WALL | 330           |
| 14                    | DODGE      | 245           | 14           | JEEP          | 326           | 14             | GREAT WALL | 391           | 14           | DODGE      | 283           |
| 15                    | SUBARU     | 180           | 15           | MERCEDES BENZ | 268           | 15             | HONDA      | 310           | 15           | RENAULT    | 273           |
|                       | OTRAS      | 1.004         |              | OTRAS         | 1.574         |                | OTRAS      | 4.378         |              | OTRAS      | 3.142         |
| <b>TOTAL</b>          |            | <b>22.682</b> | <b>TOTAL</b> |               | <b>27.725</b> | <b>TOTAL</b>   |            | <b>25.243</b> | <b>TOTAL</b> |            | <b>18.785</b> |

| COQUIMBO IV  |            |               | VALPARAÍSO V |            |                | METROPOLITANA RM |            |                | O'HIGGINS VI |            |               |
|--------------|------------|---------------|--------------|------------|----------------|------------------|------------|----------------|--------------|------------|---------------|
| MARCA        |            |               | MARCA        |            |                | MARCA            |            |                | MARCA        |            |               |
| 1            | CHEVROLET  | 6.481         | 1            | CHEVROLET  | 19.383         | 1                | CHEVROLET  | 89.399         | 1            | CHEVROLET  | 13.105        |
| 2            | TOYOTA     | 4.513         | 2            | HYUNDAI    | 9.806          | 2                | HYUNDAI    | 57.248         | 2            | HYUNDAI    | 6.648         |
| 3            | HYUNDAI    | 4.212         | 3            | KIA MOTORS | 8.083          | 3                | KIA MOTORS | 52.125         | 3            | NISSAN     | 5.927         |
| 4            | NISSAN     | 3.929         | 4            | SUZUKI     | 7.342          | 4                | NISSAN     | 48.729         | 4            | KIA MOTORS | 5.635         |
| 5            | SUZUKI     | 3.356         | 5            | NISSAN     | 7.323          | 5                | SUZUKI     | 45.249         | 5            | SUZUKI     | 5.325         |
| 6            | KIA MOTORS | 2.965         | 6            | TOYOTA     | 6.375          | 6                | TOYOTA     | 39.156         | 6            | TOYOTA     | 5.204         |
| 7            | FORD       | 2.001         | 7            | PEUGEOT    | 5.134          | 7                | PEUGEOT    | 37.530         | 7            | PEUGEOT    | 3.319         |
| 8            | MITSUBISHI | 1.567         | 8            | MAZDA      | 3.349          | 8                | FORD       | 25.376         | 8            | MAZDA      | 2.740         |
| 9            | PEUGEOT    | 1.492         | 9            | FORD       | 3.280          | 9                | VOLKSWAGEN | 23.435         | 9            | MITSUBISHI | 2.283         |
| 10           | MAZDA      | 1.393         | 10           | VOLKSWAGEN | 2.850          | 10               | MAZDA      | 22.363         | 10           | FORD       | 2.120         |
| 11           | VOLKSWAGEN | 897           | 11           | MITSUBISHI | 2.830          | 11               | MITSUBISHI | 18.467         | 11           | VOLKSWAGEN | 2.080         |
| 12           | RENAULT    | 676           | 12           | FIAT       | 2.576          | 12               | FIAT       | 16.154         | 12           | SSANGYONG  | 1.504         |
| 13           | FIAT       | 644           | 13           | RENAULT    | 2.264          | 13               | RENAULT    | 15.336         | 13           | FIAT       | 1.389         |
| 14           | SSANGYONG  | 605           | 14           | CITROEN    | 1.989          | 14               | CITROEN    | 15.069         | 14           | RENAULT    | 1.321         |
| 15           | SUBARU     | 584           | 15           | SSANGYONG  | 1.923          | 15               | SUBARU     | 12.770         | 15           | SUBARU     | 1.162         |
|              | OTRAS      | 6.310         |              | OTRAS      | 18.736         |                  | OTRAS      | 148.749        |              | OTRAS      | 11.756        |
| <b>TOTAL</b> |            | <b>41.625</b> | <b>TOTAL</b> |            | <b>103.243</b> | <b>TOTAL</b>     |            | <b>667.155</b> | <b>TOTAL</b> |            | <b>71.518</b> |

# VENTA REGIONAL

| MARCA        | MAULE VII        |
|--------------|------------------|
| 1            | CHEVROLET 17.234 |
| 2            | TOYOTA 10.719    |
| 3            | HYUNDAI 9.413    |
| 4            | NISSAN 8.343     |
| 5            | KIA MOTORS 7.495 |
| 6            | SUZUKI 6.984     |
| 7            | MITSUBISHI 3.162 |
| 8            | MAZDA 2.975      |
| 9            | PEUGEOT 2.751    |
| 10           | FORD 2.522       |
| 11           | SSANGYONG 1.755  |
| 12           | SUBARU 1.394     |
| 13           | VOLKSWAGEN 1.298 |
| 14           | FIAT 1.230       |
| 15           | CITROEN 1.193    |
|              | OTRAS 11.421     |
| <b>TOTAL</b> | <b>89.889</b>    |

| MARCA        | ÑUBLE XVI        |
|--------------|------------------|
| 1            | CHEVROLET 7.153  |
| 2            | TOYOTA 5.417     |
| 3            | NISSAN 5.247     |
| 4            | HYUNDAI 4.508    |
| 5            | KIA MOTORS 3.681 |
| 6            | SUZUKI 3.109     |
| 7            | MITSUBISHI 1.859 |
| 8            | FORD 1.366       |
| 9            | MAZDA 1.268      |
| 10           | PEUGEOT 1.170    |
| 11           | SUBARU 891       |
| 12           | VOLKSWAGEN 739   |
| 13           | FIAT 674         |
| 14           | SSANGYONG 606    |
| 15           | CITROEN 394      |
|              | OTRAS 5.098      |
| <b>TOTAL</b> | <b>43.180</b>    |

| MARCA        | BÍO-BÍO VIII     |
|--------------|------------------|
| 1            | TOYOTA 15.579    |
| 2            | CHEVROLET 15.022 |
| 3            | HYUNDAI 12.371   |
| 4            | NISSAN 9.993     |
| 5            | KIA MOTORS 8.789 |
| 6            | SUZUKI 7.933     |
| 7            | FORD 4.449       |
| 8            | MITSUBISHI 4.320 |
| 9            | MAZDA 3.823      |
| 10           | PEUGEOT 3.309    |
| 11           | VOLKSWAGEN 2.136 |
| 12           | SUBARU 2.043     |
| 13           | FIAT 2.003       |
| 14           | SSANGYONG 1.673  |
| 15           | RENAULT 1.564    |
|              | OTRAS 15.625     |
| <b>TOTAL</b> | <b>110.632</b>   |

| MARCA        | ARAUCANÍA IX     |
|--------------|------------------|
| 1            | CHEVROLET 11.107 |
| 2            | TOYOTA 9.996     |
| 3            | HYUNDAI 7.659    |
| 4            | NISSAN 7.413     |
| 5            | SUZUKI 5.694     |
| 6            | KIA MOTORS 4.742 |
| 7            | MITSUBISHI 3.212 |
| 8            | PEUGEOT 2.741    |
| 9            | MAZDA 2.558      |
| 10           | FORD 2.183       |
| 11           | SUBARU 1.627     |
| 12           | FIAT 1.195       |
| 13           | VOLKSWAGEN 1.132 |
| 14           | RENAULT 1.091    |
| 15           | SSANGYONG 1.041  |
|              | OTRAS 8.622      |
| <b>TOTAL</b> | <b>72.013</b>    |

| MARCA        | LOS RÍOS XIV     |
|--------------|------------------|
| 1            | CHEVROLET 4.793  |
| 2            | NISSAN 3.327     |
| 3            | HYUNDAI 2.907    |
| 4            | SUZUKI 2.395     |
| 5            | TOYOTA 2.366     |
| 6            | KIA MOTORS 1.909 |
| 7            | PEUGEOT 1.485    |
| 8            | MITSUBISHI 1.123 |
| 9            | MAZDA 801        |
| 10           | FORD 796         |
| 11           | SUBARU 687       |
| 12           | VOLKSWAGEN 567   |
| 13           | CITROEN 544      |
| 14           | SSANGYONG 497    |
| 15           | RENAULT 453      |
|              | OTRAS 3.833      |
| <b>TOTAL</b> | <b>28.483</b>    |

| MARCA        | LOS LAGOS X      |
|--------------|------------------|
| 1            | CHEVROLET 12.114 |
| 2            | TOYOTA 8.217     |
| 3            | NISSAN 7.678     |
| 4            | HYUNDAI 7.244    |
| 5            | SUZUKI 5.656     |
| 6            | KIA MOTORS 5.331 |
| 7            | MITSUBISHI 3.652 |
| 8            | PEUGEOT 3.430    |
| 9            | FORD 2.773       |
| 10           | MAZDA 2.018      |
| 11           | VOLKSWAGEN 1.755 |
| 12           | SUBARU 1.534     |
| 13           | RENAULT 1.449    |
| 14           | CITROEN 1.325    |
| 15           | SSANGYONG 1.248  |
|              | OTRAS 9.097      |
| <b>TOTAL</b> | <b>74.521</b>    |

| MARCA        | AYSÉN XI       |
|--------------|----------------|
| 1            | NISSAN 1.417   |
| 2            | TOYOTA 1.104   |
| 3            | HYUNDAI 1.095  |
| 4            | MITSUBISHI 979 |
| 5            | SUZUKI 913     |
| 6            | CHEVROLET 867  |
| 7            | MAZDA 750      |
| 8            | KIA MOTORS 714 |
| 9            | SSANGYONG 334  |
| 10           | FORD 265       |
| 11           | GREAT WALL 222 |
| 12           | SUBARU 202     |
| 13           | HONDA 108      |
| 14           | RENAULT 106    |
| 15           | JAC 96         |
|              | OTRAS 1.062    |
| <b>TOTAL</b> | <b>10.234</b>  |

| MARCA        | MAGALLANES XII   |
|--------------|------------------|
| 1            | HYUNDAI 3.188    |
| 2            | CHEVROLET 3.124  |
| 3            | MAZDA 2.842      |
| 4            | SUZUKI 1.559     |
| 5            | NISSAN 1.293     |
| 6            | KIA MOTORS 1.124 |
| 7            | TOYOTA 1.089     |
| 8            | MITSUBISHI 861   |
| 9            | FORD 781         |
| 10           | RENAULT 695      |
| 11           | SSANGYONG 576    |
| 12           | HONDA 564        |
| 13           | GREAT WALL 386   |
| 14           | JAC 367          |
| 15           | PEUGEOT 366      |
|              | OTRAS 3.592      |
| <b>TOTAL</b> | <b>22.407</b>    |

# CATEGORÍAS



PASAJEROS

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CAMIONETAS

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COMERCIALES

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SUV

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# PASAJEROS / VENTA REGIONAL

| MARCA            | XV           | I            | II            | III          | IV            | V             | RM             | VI            | VII           | XVI           | VIII          | IX            | XIV           | X             | XI           | XII           | TOTAL          |
|------------------|--------------|--------------|---------------|--------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|----------------|
| 1 CHEVROLET      | 263          | 317          | 2.356         | 1.917        | 3.842         | 13.087        | 57.855         | 8.618         | 9.924         | 3.930         | 8.856         | 6.177         | 2.966         | 7.856         | 395          | 1.981         | 130.340        |
| 2 HYUNDAI        | 1.099        | 1.417        | 2.001         | 745          | 2.523         | 5.936         | 34.875         | 3.696         | 5.249         | 2.393         | 7.277         | 4.257         | 1.705         | 4.084         | 203          | 986           | 78.446         |
| 3 TOYOTA         | 612          | 955          | 870           | 1.051        | 2.604         | 4.536         | 20.583         | 3.807         | 7.374         | 3.608         | 9.978         | 5.703         | 1.376         | 4.497         | 429          | 674           | 68.657         |
| 4 KIA MOTORS     | 222          | 172          | 1.553         | 951          | 1.976         | 5.376         | 33.887         | 3.379         | 4.704         | 2.187         | 5.895         | 2.988         | 1.245         | 3.564         | 85           | 183           | 68.367         |
| 5 SUZUKI         | 516          | 875          | 849           | 660          | 1.779         | 4.837         | 31.447         | 3.690         | 4.710         | 1.931         | 4.510         | 3.451         | 1.455         | 3.646         | 339          | 1.071         | 65.766         |
| 6 NISSAN         | 471          | 668          | 1.095         | 660          | 1.645         | 3.665         | 21.518         | 2.588         | 3.268         | 2.023         | 3.330         | 1.998         | 1.193         | 2.675         | 219          | 242           | 47.258         |
| 7 PEUGEOT        | 47           | 76           | 513           | 319          | 975           | 3.410         | 18.005         | 2.148         | 1.679         | 756           | 1.940         | 1.672         | 930           | 2.106         | 45           | 289           | 34.910         |
| 8 MAZDA          | 1.557        | 2.620        | 422           | 277          | 823           | 2.278         | 13.740         | 1.655         | 1.662         | 736           | 2.397         | 1.414         | 396           | 973           | 348          | 1.664         | 32.962         |
| 9 VOLKSWAGEN     | 47           | 56           | 179           | 142          | 570           | 2.166         | 15.287         | 1.257         | 833           | 496           | 1.427         | 726           | 335           | 1.060         | 20           | 236           | 24.837         |
| 10 RENAULT       | 6            | 18           | 324           | 187          | 501           | 1.637         | 10.061         | 942           | 696           | 272           | 1.025         | 729           | 325           | 1.035         | 42           | 407           | 18.207         |
| 11 CITROEN       | 10           | 5            | 182           | 121          | 345           | 1.285         | 8.956          | 757           | 815           | 240           | 808           | 589           | 393           | 930           | 5            | 88            | 15.529         |
| 12 FIAT          | 4            | 7            | 145           | 146          | 407           | 1.601         | 8.052          | 767           | 650           | 346           | 1.065         | 622           | 234           | 527           | 49           | 163           | 14.785         |
| 13 SUBARU        | 101          | 195          | 186           | 164          | 346           | 865           | 5.221          | 651           | 802           | 531           | 1.083         | 750           | 302           | 632           | 72           | 136           | 12.037         |
| 14 BMW           | 213          | 318          | 144           | 82           | 299           | 762           | 8.148          | 336           | 272           | 135           | 466           | 204           | 94            | 193           | 18           | 203           | 11.887         |
| 15 FORD          | 151          | 129          | 463           | 198          | 488           | 831           | 5.556          | 415           | 427           | 227           | 996           | 348           | 133           | 495           | 15           | 181           | 11.053         |
| 16 MERCEDES BENZ | 85           | 143          | 136           | 55           | 163           | 794           | 6.612          | 278           | 272           | 137           | 473           | 299           | 131           | 316           | 13           | 117           | 10.024         |
| 17 HONDA         | 664          | 447          | 202           | 63           | 206           | 806           | 4.470          | 444           | 605           | 148           | 618           | 261           | 105           | 291           | 33           | 275           | 9.638          |
| 18 SAMSUNG       | 11           | 50           | 183           | 134          | 245           | 852           | 4.985          | 420           | 384           | 257           | 523           | 288           | 149           | 397           | 24           | 83            | 8.985          |
| 19 DAEWOO        | 10           | 16           | 60            | 84           | 237           | 891           | 3.687          | 610           | 453           | 239           | 775           | 346           | 139           | 187           | 9            | 92            | 7.835          |
| 20 CHERY         | 4            | 4            | 152           | 125          | 205           | 518           | 4.522          | 315           | 431           | 132           | 543           | 185           | 73            | 193           | 18           | 109           | 7.529          |
| 21 AUDI          | 48           | 92           | 68            | 64           | 119           | 448           | 5.151          | 234           | 175           | 90            | 308           | 121           | 80            | 128           | 4            | 52            | 7.182          |
| 22 OPEL          | 4            | 3            | 32            | 46           | 108           | 735           | 2.744          | 441           | 565           | 252           | 380           | 282           | 104           | 153           | 4            | 63            | 5.916          |
| 23 MITSUBISHI    | 66           | 83           | 105           | 73           | 214           | 577           | 2.435          | 339           | 333           | 156           | 528           | 258           | 111           | 382           | 19           | 88            | 5.767          |
| 24 MG            | 0            | 4            | 73            | 63           | 99            | 406           | 3.646          | 244           | 179           | 56            | 233           | 67            | 22            | 161           | 1            | 65            | 5.319          |
| 25 GREAT WALL    | 3            | 13           | 140           | 91           | 119           | 545           | 2.732          | 265           | 331           | 78            | 256           | 176           | 91            | 159           | 56           | 118           | 5.173          |
| 26 VOLVO         | 10           | 21           | 48            | 19           | 77            | 287           | 3.224          | 147           | 164           | 83            | 324           | 90            | 39            | 101           | 2            | 20            | 4.656          |
| 27 JAC           | 4            | 19           | 84            | 200          | 169           | 340           | 1.823          | 313           | 223           | 91            | 191           | 105           | 60            | 183           | 25           | 95            | 3.925          |
| 28 GEELY         | 2            | 3            | 81            | 125          | 157           | 331           | 1.535          | 210           | 178           | 88            | 180           | 118           | 57            | 163           | 18           | 122           | 3.368          |
| 29 BYD           | 0            | 2            | 90            | 58           | 94            | 176           | 1.800          | 199           | 103           | 66            | 279           | 140           | 28            | 81            | 3            | 6             | 3.125          |
| 30 CHANGAN       | 6            | 11           | 47            | 47           | 64            | 168           | 1.152          | 91            | 168           | 23            | 105           | 52            | 30            | 97            | 30           | 80            | 2.171          |
| 31 MINI          | 55           | 92           | 22            | 7            | 13            | 100           | 1.366          | 26            | 26            | 7             | 53            | 28            | 9             | 31            | 1            | 37            | 1.873          |
| 32 DAIHATSU      | 11           | 8            | 11            | 11           | 50            | 152           | 468            | 134           | 190           | 76            | 145           | 78            | 39            | 45            | 9            | 17            | 1.444          |
| 33 DODGE         | 77           | 47           | 55            | 21           | 48            | 62            | 502            | 57            | 54            | 26            | 93            | 32            | 23            | 48            | 4            | 20            | 1.169          |
| 34 SKODA         | 0            | 0            | 3             | 4            | 12            | 58            | 783            | 34            | 19            | 8             | 25            | 16            | 17            | 35            | 0            | 0             | 1.014          |
| 35 LIFAN         | 2            | 0            | 75            | 10           | 23            | 98            | 425            | 49            | 35            | 16            | 59            | 42            | 19            | 46            | 2            | 6             | 907            |
| 36 BRILLIANCE    | 4            | 5            | 114           | 6            | 49            | 55            | 447            | 32            | 18            | 18            | 31            | 34            | 8             | 24            | 3            | 6             | 854            |
| 37 CHRYSLER      | 10           | 21           | 28            | 13           | 18            | 69            | 386            | 23            | 31            | 10            | 59            | 21            | 17            | 19            | 0            | 12            | 737            |
| 38 DFM           | 0            | 0            | 12            | 9            | 14            | 51            | 493            | 28            | 12            | 11            | 20            | 17            | 24            | 9             | 2            | 19            | 721            |
| 39 PORSCHE       | 2            | 6            | 2             | 3            | 0             | 20            | 573            | 4             | 4             | 1             | 13            | 9             | 8             | 1             | 0            | 6             | 652            |
| 40 LEXUS         | 0            | 5            | 4             | 9            | 11            | 29            | 467            | 11            | 9             | 5             | 16            | 5             | 2             | 4             | 0            | 2             | 579            |
| OTRAS            | 42           | 53           | 122           | 76           | 159           | 498           | 3.673          | 253           | 201           | 155           | 341           | 156           | 63            | 173           | 29           | 107           | 6.101          |
| <b>TOTAL</b>     | <b>6.439</b> | <b>8.976</b> | <b>13.231</b> | <b>9.036</b> | <b>21.796</b> | <b>61.338</b> | <b>353.292</b> | <b>39.907</b> | <b>48.228</b> | <b>22.040</b> | <b>57.624</b> | <b>34.854</b> | <b>14.530</b> | <b>37.700</b> | <b>2.593</b> | <b>10.121</b> | <b>741.705</b> |

| MARCA         | XV           | I            | II           | III          | IV           | V             | RM             | VI            | VII           | XVI           | VIII          | IX            | XIV          | X             | XI           | XII          | TOTAL          |
|---------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|--------------|----------------|
| 1 CHEVROLET   | 78           | 112          | 810          | 989          | 1.954        | 4.049         | 16.637         | 3.094         | 5.683         | 2.584         | 4.536         | 3.859         | 1.292        | 3.098         | 247          | 463          | 49.485         |
| 2 NISSAN      | 66           | 135          | 703          | 744          | 1.724        | 2.342         | 14.179         | 2.309         | 3.734         | 2.406         | 4.494         | 4.080         | 1.490        | 3.721         | 421          | 245          | 42.793         |
| 3 TOYOTA      | 80           | 161          | 350          | 473          | 1.357        | 1.061         | 9.679          | 872           | 2.411         | 1.351         | 3.905         | 3.180         | 643          | 2.785         | 467          | 184          | 28.959         |
| 4 MITSUBISHI  | 56           | 128          | 296          | 408          | 973          | 1.511         | 10.909         | 1.471         | 2.196         | 1.282         | 2.658         | 2.345         | 749          | 2.546         | 457          | 263          | 28.248         |
| 5 FORD        | 89           | 150          | 579          | 417          | 827          | 1.278         | 9.316          | 1.084         | 1.347         | 674           | 1.913         | 1.173         | 433          | 1.324         | 150          | 296          | 21.050         |
| 6 SSANGYONG   | 82           | 94           | 58           | 120          | 370          | 1.236         | 8.103          | 1.069         | 1.239         | 404           | 1.043         | 704           | 345          | 780           | 134          | 84           | 15.865         |
| 7 HYUNDAI     | 1.338        | 943          | 120          | 92           | 284          | 822           | 3.796          | 451           | 720           | 485           | 922           | 649           | 220          | 622           | 246          | 777          | 12.487         |
| 8 KIA MOTORS  | 354          | 184          | 139          | 104          | 257          | 906           | 5.263          | 591           | 836           | 399           | 684           | 574           | 161          | 486           | 109          | 111          | 11.158         |
| 9 VOLKSWAGEN  | 8            | 10           | 58           | 56           | 249          | 478           | 5.270          | 630           | 378           | 199           | 483           | 302           | 164          | 530           | 29           | 81           | 8.925          |
| 10 MAZDA      | 29           | 34           | 83           | 96           | 331          | 469           | 2.490          | 678           | 860           | 388           | 798           | 783           | 275          | 706           | 173          | 351          | 8.544          |
| 11 GREAT WALL | 13           | 30           | 110          | 127          | 161          | 480           | 2.318          | 325           | 359           | 137           | 304           | 238           | 109          | 241           | 122          | 209          | 5.283          |
| 12 MAHINDRA   | 2            | 12           | 57           | 52           | 99           | 328           | 2.604          | 284           | 388           | 162           | 443           | 361           | 88           | 300           | 24           | 17           | 5.221          |
| 13 DODGE      | 31           | 55           | 162          | 144          | 174          | 249           | 1.884          | 227           | 226           | 98            | 321           | 229           | 83           | 217           | 34           | 162          | 4.296          |
| 14 FIAT       | 8            | 3            | 21           | 26           | 87           | 260           | 1.581          | 283           | 247           | 136           | 199           | 235           | 74           | 196           | 9            | 25           | 3.390          |
| 15 FOTON      | 1            | 14           | 29           | 37           | 32           | 121           | 1.194          | 90            | 55            | 33            | 87            | 76            | 46           | 58            | 6            | 4            | 1.883          |
| 16 CHANGAN    | 1            | 7            | 43           | 51           | 56           | 168           | 947            | 109           | 126           | 34            | 86            | 81            | 26           | 76            | 15           | 26           | 1.852          |
| 17 MAXUS      | 0            | 11           | 18           | 18           | 22           | 70            | 1.122          | 51            | 73            | 18            | 83            | 83            | 49           | 78            | 44           | 4            | 1.744          |
| 18 RAM        | 3            | 6            | 16           | 6            | 31           | 77            | 1.049          | 53            | 49            | 18            | 82            | 44            | 18           | 62            | 6            | 16           | 1.536          |
| 19 DFSK       | 0            | 0            | 50           | 12           | 22           | 74            | 992            | 56            | 34            | 36            | 48            | 42            | 30           | 36            | 4            | 0            | 1.436          |
| 20 HAFEI      | 4            | 0            | 9            | 22           | 43           | 96            | 620            | 71            | 70            | 36            | 108           | 62            | 44           | 56            | 7            | 20           | 1.268          |
| OTRAS         | 41           | 65           | 171          | 113          | 245          | 669           | 5.586          | 503           | 459           | 281           | 769           | 481           | 281          | 535           | 88           | 205          | 10.492         |
| <b>TOTAL</b>  | <b>2.284</b> | <b>2.154</b> | <b>3.882</b> | <b>4.107</b> | <b>9.298</b> | <b>16.744</b> | <b>105.539</b> | <b>14.301</b> | <b>21.490</b> | <b>11.161</b> | <b>23.966</b> | <b>19.581</b> | <b>6.620</b> | <b>18.453</b> | <b>2.792</b> | <b>3.543</b> | <b>265.915</b> |

## COMERCIALES / VENTA REGIONAL

| MARCA           | XV         | I          | II         | III        | IV           | V            | RM            | VI           | VII          | XVI          | VIII         | IX           | XIV          | X            | XI         | XII        | TOTAL         |
|-----------------|------------|------------|------------|------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|------------|---------------|
| 1 PEUGEOT       | 9          | 10         | 74         | 56         | 305          | 1.017        | 11.963        | 713          | 646          | 279          | 848          | 690          | 287          | 739          | 6          | 20         | 17.662        |
| 2 HYUNDAI       | 183        | 300        | 162        | 111        | 348          | 851          | 4.318         | 922          | 1.000        | 349          | 705          | 512          | 179          | 565          | 79         | 100        | 10.684        |
| 3 FIAT          | 5          | 22         | 65         | 37         | 130          | 637          | 5.997         | 304          | 309          | 174          | 650          | 302          | 91           | 250          | 7          | 31         | 9.011         |
| 4 CITROEN       | 2          | 3          | 39         | 18         | 111          | 589          | 5.288         | 336          | 309          | 133          | 396          | 326          | 128          | 343          | 5          | 7          | 8.033         |
| 5 CHEVROLET     | 6          | 15         | 54         | 57         | 118          | 531          | 4.110         | 243          | 271          | 144          | 366          | 196          | 102          | 283          | 13         | 21         | 6.530         |
| 6 MERCEDES BENZ | 15         | 40         | 86         | 25         | 94           | 179          | 2.160         | 169          | 130          | 90           | 220          | 133          | 50           | 190          | 19         | 34         | 3.634         |
| 7 KIA MOTORS    | 7          | 8          | 17         | 18         | 78           | 308          | 1.397         | 486          | 382          | 210          | 231          | 130          | 56           | 113          | 6          | 8          | 3.455         |
| 8 RENAULT       | 1          | 4          | 15         | 4          | 34           | 160          | 1.486         | 99           | 84           | 38           | 171          | 83           | 15           | 68           | 7          | 38         | 2.307         |
| 9 SUZUKI        | 1          | 6          | 5          | 21         | 39           | 154          | 912           | 100          | 162          | 80           | 178          | 66           | 36           | 61           | 2          | 0          | 1.823         |
| 10 JAC          | 1          | 6          | 31         | 36         | 42           | 102          | 565           | 114          | 116          | 29           | 57           | 43           | 16           | 42           | 16         | 56         | 1.272         |
| 11 MITSUBISHI   | 3          | 3          | 16         | 8          | 29           | 81           | 571           | 47           | 57           | 36           | 101          | 85           | 18           | 72           | 5          | 5          | 1.137         |
| 12 CHANGAN      | 2          | 3          | 9          | 30         | 18           | 86           | 573           | 39           | 47           | 13           | 46           | 29           | 7            | 20           | 4          | 29         | 955           |
| 13 VOLKSWAGEN   | 3          | 4          | 10         | 4          | 16           | 46           | 499           | 25           | 11           | 10           | 38           | 20           | 6            | 30           | 1          | 11         | 734           |
| 14 OPEL         | 1          | 0          | 3          | 0          | 5            | 53           | 312           | 17           | 22           | 27           | 38           | 20           | 4            | 15           | 1          | 0          | 518           |
| 15 DFSK         | 0          | 1          | 5          | 4          | 13           | 17           | 375           | 15           | 5            | 6            | 19           | 10           | 1            | 5            | 0          | 0          | 476           |
| 16 FOTON        | 0          | 0          | 5          | 3          | 3            | 35           | 341           | 22           | 7            | 8            | 25           | 7            | 4            | 11           | 2          | 0          | 473           |
| 17 TOYOTA       | 2          | 1          | 11         | 7          | 11           | 38           | 211           | 26           | 18           | 16           | 41           | 40           | 10           | 14           | 3          | 4          | 453           |
| 18 FORD         | 7          | 3          | 18         | 7          | 10           | 27           | 220           | 16           | 19           | 7            | 14           | 16           | 5            | 23           | 12         | 46         | 450           |
| 19 HAFEI        | 0          | 0          | 1          | 4          | 20           | 36           | 242           | 36           | 21           | 3            | 21           | 8            | 9            | 12           | 1          | 2          | 416           |
| 20 ASIA MOTORS  | 1          | 0          | 3          | 3          | 7            | 44           | 162           | 62           | 30           | 10           | 19           | 14           | 3            | 12           | 0          | 1          | 371           |
| OTRAS           | 12         | 15         | 52         | 27         | 72           | 206          | 2.071         | 129          | 105          | 62           | 153          | 88           | 52           | 98           | 14         | 18         | 3.174         |
| <b>TOTAL</b>    | <b>261</b> | <b>444</b> | <b>681</b> | <b>480</b> | <b>1.503</b> | <b>5.197</b> | <b>43.773</b> | <b>3.920</b> | <b>3.751</b> | <b>1.724</b> | <b>4.337</b> | <b>2.818</b> | <b>1.079</b> | <b>2.966</b> | <b>203</b> | <b>431</b> | <b>73.568</b> |

# SUV / VENTA REGIONAL

| MARCA        | XV            | I             | II           | III          | IV           | V             | RM             | VI            | VII           | XVI          | VIII          | IX            | XIV          | X             | XI           | XII          | TOTAL          |        |
|--------------|---------------|---------------|--------------|--------------|--------------|---------------|----------------|---------------|---------------|--------------|---------------|---------------|--------------|---------------|--------------|--------------|----------------|--------|
| 1            | HYUNDAI       | 2.562         | 3.067        | 883          | 374          | 1.057         | 2.197          | 14.259        | 1.579         | 2.444        | 1.281         | 3.467         | 2.241        | 803           | 1.973        | 567          | 1.325          | 40.079 |
| 2            | SUZUKI        | 340           | 436          | 853          | 1.090        | 1.513         | 2.299          | 12.469        | 1.496         | 2.051        | 1.062         | 3.175         | 2.150        | 891           | 1.920        | 571          | 486            | 32.802 |
| 3            | NISSAN        | 1.184         | 1.679        | 500          | 333          | 558           | 1.292          | 12.821        | 1.003         | 1.324        | 807           | 2.138         | 1.315        | 642           | 1.265        | 774          | 803            | 28.438 |
| 4            | KIA MOTORS    | 2.037         | 1.981        | 610          | 348          | 654           | 1.493          | 11.578        | 1.179         | 1.573        | 885           | 1.979         | 1.050        | 447           | 1.168        | 514          | 822            | 28.318 |
| 5            | CHEVROLET     | 758           | 755          | 440          | 303          | 567           | 1.716          | 10.797        | 1.150         | 1.356        | 495           | 1.264         | 875          | 433           | 877          | 212          | 659            | 22.657 |
| 6            | FORD          | 263           | 275          | 816          | 366          | 676           | 1.144          | 10.284        | 605           | 729          | 458           | 1.526         | 646          | 225           | 931          | 88           | 258            | 19.290 |
| 7            | TOYOTA        | 372           | 861          | 375          | 417          | 541           | 740            | 8.683         | 499           | 916          | 442           | 1.655         | 1.073        | 337           | 921          | 205          | 227            | 18.264 |
| 8            | SUBARU        | 96            | 242          | 118          | 96           | 274           | 718            | 8.591         | 578           | 685          | 421           | 1.073         | 988          | 417           | 997          | 137          | 145            | 15.576 |
| 9            | MAZDA         | 1.716         | 2.536        | 231          | 117          | 239           | 602            | 6.130         | 407           | 453          | 144           | 628           | 361          | 130           | 339          | 229          | 826            | 15.088 |
| 10           | JEEP          | 420           | 326          | 477          | 334          | 408           | 778            | 7.058         | 483           | 536          | 266           | 786           | 456          | 179           | 473          | 93           | 205            | 13.278 |
| 11           | MITSUBISHI    | 883           | 993          | 229          | 179          | 351           | 661            | 4.552         | 426           | 576          | 385           | 1.033         | 524          | 245           | 652          | 498          | 505            | 12.692 |
| 12           | PEUGEOT       | 46            | 44           | 132          | 57           | 202           | 669            | 7.061         | 439           | 414          | 129           | 490           | 348          | 257           | 549          | 10           | 57             | 10.904 |
| 13           | HONDA         | 2.065         | 1.556        | 92           | 23           | 81            | 300            | 3.564         | 232           | 195          | 100           | 338           | 175          | 83            | 228          | 73           | 273            | 9.378  |
| 14           | SSANGYONG     | 376           | 593          | 111          | 118          | 235           | 685            | 3.733         | 433           | 516          | 202           | 630           | 336          | 152           | 467          | 199          | 491            | 9.277  |
| 15           | CHERY         | 2             | 4            | 103          | 121          | 121           | 428            | 4.676         | 223           | 253          | 133           | 482           | 140          | 79            | 251          | 27           | 98             | 7.141  |
| 16           | RENAULT       | 12            | 13           | 104          | 79           | 123           | 428            | 3.326         | 256           | 205          | 66            | 343           | 249          | 105           | 322          | 54           | 212            | 5.897  |
| 17           | DODGE         | 137           | 148          | 250          | 118          | 151           | 252            | 2.598         | 204           | 162          | 101           | 327           | 128          | 61            | 147          | 15           | 69             | 4.868  |
| 18           | GREAT WALL    | 3             | 8            | 189          | 140          | 130           | 373            | 2.030         | 248           | 281          | 99            | 336           | 174          | 79            | 127          | 64           | 91             | 4.372  |
| 19           | JAC           | 2             | 11           | 85           | 84           | 106           | 309            | 2.150         | 316           | 210          | 81            | 203           | 110          | 31            | 161          | 33           | 143            | 4.035  |
| 20           | BMW           | 43            | 105          | 42           | 22           | 58            | 191            | 2.799         | 66            | 77           | 37            | 160           | 60           | 29            | 83           | 8            | 38             | 3.818  |
| 21           | DAIHATSU      | 95            | 83           | 61           | 65           | 152           | 292            | 1.208         | 171           | 240          | 135           | 468           | 260          | 87            | 256          | 56           | 84             | 3.713  |
| 22           | MAHINDRA      | 3             | 15           | 101          | 36           | 87            | 250            | 2.079         | 104           | 165          | 48            | 258           | 147          | 46            | 140          | 8            | 12             | 3.499  |
| 23           | VOLKSWAGEN    | 9             | 29           | 27           | 23           | 62            | 160            | 2.379         | 168           | 76           | 34            | 188           | 84           | 62            | 135          | 10           | 36             | 3.482  |
| 24           | MERCEDES BENZ | 31            | 83           | 23           | 13           | 46            | 171            | 1.921         | 82            | 108          | 54            | 148           | 103          | 48            | 128          | 13           | 36             | 3.008  |
| 25           | CHANGAN       | 7             | 11           | 64           | 59           | 95            | 164            | 1.375         | 131           | 122          | 34            | 168           | 65           | 25            | 75           | 43           | 98             | 2.536  |
| 26           | VOLVO         | 12            | 21           | 12           | 4            | 24            | 90             | 1.612         | 61            | 65           | 36            | 153           | 62           | 26            | 54           | 4            | 15             | 2.251  |
| 27           | LAND ROVER    | 11            | 11           | 25           | 21           | 32            | 87             | 1.523         | 55            | 39           | 21            | 101           | 45           | 26            | 52           | 9            | 20             | 2.078  |
| 28           | DFM           | 0             | 0            | 19           | 6            | 20            | 120            | 1.249         | 52            | 57           | 10            | 66            | 76           | 25            | 45           | 4            | 14             | 1.763  |
| 29           | AUDI          | 7             | 11           | 12           | 11           | 25            | 81             | 1.297         | 41            | 36           | 10            | 62            | 26           | 30            | 36           | 0            | 5              | 1.690  |
| 30           | CITROEN       | 0             | 2            | 14           | 11           | 30            | 114            | 820           | 58            | 68           | 21            | 81            | 47           | 23            | 51           | 2            | 3              | 1.345  |
| 31           | CHRYSLER      | 27            | 39           | 59           | 19           | 35            | 80             | 711           | 52            | 52           | 32            | 81            | 62           | 24            | 48           | 5            | 11             | 1.337  |
| 32           | HAVAL         | 2             | 10           | 28           | 25           | 26            | 81             | 651           | 53            | 52           | 13            | 44            | 24           | 9             | 26           | 5            | 28             | 1.077  |
| 33           | PORSCHE       | 1             | 4            | 3            | 8            | 13            | 59             | 862           | 12            | 15           | 10            | 33            | 22           | 15            | 9            | 2            | 1              | 1.069  |
| 34           | OPEL          | 2             | 2            | 5            | 4            | 20            | 129            | 604           | 55            | 49           | 33            | 51            | 31           | 19            | 29           | 6            | 12             | 1.051  |
| 35           | ZOTYE         | 6             | 20           | 83           | 21           | 59            | 90             | 465           | 34            | 29           | 30            | 82            | 48           | 18            | 37           | 10           | 6              | 1.038  |
| 36           | BAIC          | 2             | 5            | 48           | 6            | 37            | 49             | 667           | 15            | 21           | 10            | 41            | 28           | 8             | 49           | 20           | 14             | 1.020  |
| 37           | DAEWOO        | 47            | 38           | 7            | 11           | 30            | 78             | 382           | 70            | 49           | 18            | 119           | 33           | 28            | 45           | 21           | 32             | 1.008  |
| 38           | FIAT          | 2             | 6            | 17           | 7            | 20            | 78             | 524           | 35            | 24           | 18            | 89            | 36           | 7             | 34           | 2            | 22             | 921    |
| 39           | BRILLIANCE    | 5             | 13           | 46           | 21           | 28            | 66             | 537           | 26            | 23           | 9             | 44            | 21           | 5             | 34           | 18           | 8              | 904    |
| 40           | LIFAN         | 1             | 1            | 61           | 17           | 15            | 77             | 352           | 44            | 25           | 11            | 60            | 20           | 20            | 37           | 4            | 9              | 754    |
|              | OTRAS         | 111           | 114          | 94           | 55           | 127           | 373            | 4.174         | 249           | 149          | 74            | 335           | 121          | 78            | 231          | 33           | 113            | 6.431  |
| <b>TOTAL</b> | <b>13.698</b> | <b>16.151</b> | <b>7.449</b> | <b>5.162</b> | <b>9.028</b> | <b>19.964</b> | <b>164.551</b> | <b>13.390</b> | <b>16.420</b> | <b>8.255</b> | <b>24.705</b> | <b>14.760</b> | <b>6.254</b> | <b>15.402</b> | <b>4.646</b> | <b>8.312</b> | <b>348.147</b> |        |

Durante el 2021 se transfirieron un total de 741.705 vehículos de pasajeros usados, 223.075 unidades más que el año pasado, lo cual significa un aumento del 43%.

En cuanto a la participación de esta categoría en el mercado de livianos usados, este 2021 fue muy similar a la del año anterior, alcanzando el 51,9% de representación.

A nivel país, las regiones muestran un aumento en sus ventas en comparación al 2021, siendo la Región de Magallanes la que presenta una mayor alza con el 62,2%. En cuanto a la Región Metropolitana presenta una variación positiva de un 68,9% comparada con el año anterior.

Por su parte, en cuanto a las transferencias por marcas, como es costumbre, Chevrolet mantiene el primer puesto con ventas este 2021 con un total de 130.340 unidades, aumentando su participación al 17,6%.

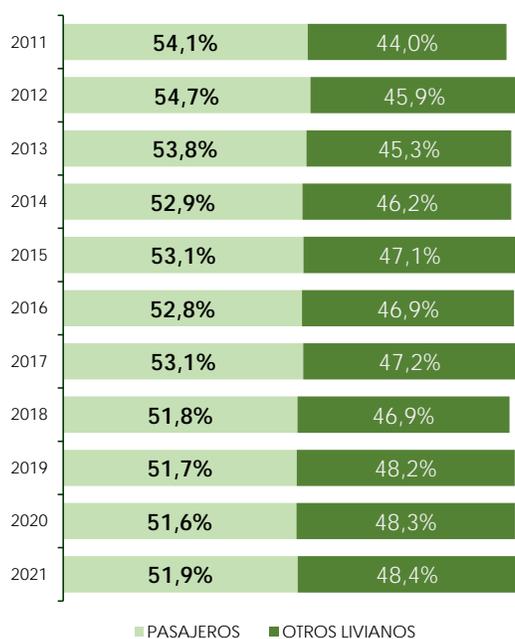
## VENTA PASAJEROS

| 2021    | 2020    | Variación Anual |
|---------|---------|-----------------|
| 741.705 | 518.630 | 43,0%           |

| AÑO         | VENTA ANUAL    | VARIACIÓN    |
|-------------|----------------|--------------|
| 2010        | 353.736        | 8,4%         |
| 2011        | 329.736        | -6,8%        |
| 2012        | 409.463        | 24,2%        |
| 2013        | 424.832        | 3,8%         |
| 2014        | 471.022        | 10,9%        |
| 2015        | 465.927        | -1,1%        |
| 2016        | 529.806        | 13,7%        |
| 2017        | 517.474        | -2,3%        |
| 2018        | 516.445        | -0,2%        |
| 2019        | 504.173        | -2,4%        |
| 2020        | 518.630        | 2,9%         |
| <b>2021</b> | <b>741.705</b> | <b>43,0%</b> |

## PARTICIPACIÓN PASAJEROS (%)

AÑO 2011 - 2021



| REGIÓN                | AÑO 2021       | %     | AÑO 2020       | %     | VAR. 20-21   |
|-----------------------|----------------|-------|----------------|-------|--------------|
| XV Arica y Parinacota | 6.439          | 0,9%  | 5.295          | 1,0%  | 21,6%        |
| I Tarapacá            | 8.976          | 1,2%  | 7.288          | 1,4%  | 23,2%        |
| II Antofagasta        | 13.231         | 1,8%  | 11.806         | 2,3%  | 12,1%        |
| III Atacama           | 9.036          | 1,2%  | 6.592          | 1,3%  | 37,1%        |
| IV Coquimbo           | 21.796         | 2,9%  | 19.013         | 3,7%  | 14,6%        |
| V Valparaíso          | 61.338         | 8,3%  | 52.327         | 10,1% | 17,2%        |
| RM Metropolitana      | 353.292        | 47,6% | 209.180        | 40,3% | 68,9%        |
| VI O'Higgins          | 39.907         | 5,4%  | 32.108         | 6,2%  | 24,3%        |
| VII Maule             | 48.228         | 6,5%  | 32.010         | 6,2%  | 50,7%        |
| XVI Ñuble             | 22.040         | 3,0%  | 15.660         | 3,0%  | 40,7%        |
| VIII Bio-Bio          | 57.624         | 7,8%  | 51.743         | 10,0% | 11,4%        |
| IX Araucanía          | 34.854         | 4,7%  | 28.459         | 5,5%  | 22,5%        |
| XIV Los Ríos          | 14.530         | 2,0%  | 11.214         | 2,2%  | 29,6%        |
| X Los Lagos           | 37.700         | 5,1%  | 27.717         | 5,3%  | 36,0%        |
| XIV Aysén             | 2.593          | 0,3%  | 1.978          | 0,4%  | 31,1%        |
| XII Magallanes        | 10.121         | 1,4%  | 6.240          | 1,2%  | 62,2%        |
| <b>NACIONAL</b>       | <b>741.705</b> |       | <b>518.630</b> |       | <b>43,0%</b> |

# PASAJEROS / MARCAS

|    | MARCA         | VENTA ANUAL    |                | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |        | VARIACIÓN |
|----|---------------|----------------|----------------|-----------------|--------------------------|--------|-----------|
|    |               | 2021           | 2020           |                 | 2021                     | 2020   |           |
| 1  | CHEVROLET     | 130.340        | 88.757         | 46,9%           | 17,6%                    | 17,1%  | 2,7%      |
| 2  | HYUNDAI       | 78.446         | 55.127         | 42,3%           | 10,6%                    | 10,6%  | -0,5%     |
| 3  | TOYOTA        | 68.657         | 51.174         | 34,2%           | 9,3%                     | 9,9%   | -6,2%     |
| 4  | KIA MOTORS    | 68.367         | 48.541         | 40,8%           | 9,2%                     | 9,4%   | -1,5%     |
| 5  | SUZUKI        | 65.766         | 45.340         | 45,1%           | 8,9%                     | 8,7%   | 1,4%      |
| 6  | NISSAN        | 47.258         | 33.643         | 40,5%           | 6,4%                     | 6,5%   | -1,8%     |
| 7  | PEUGEOT       | 34.910         | 25.382         | 37,5%           | 4,7%                     | 4,9%   | -3,8%     |
| 8  | MAZDA         | 32.962         | 24.179         | 36,3%           | 4,4%                     | 4,7%   | -4,7%     |
| 9  | VOLKSWAGEN    | 24.837         | 17.716         | 40,2%           | 3,3%                     | 3,4%   | -2,0%     |
| 10 | RENAULT       | 18.207         | 12.729         | 43,0%           | 2,5%                     | 2,5%   | 0,0%      |
| 11 | CITROEN       | 15.529         | 10.424         | 49,0%           | 2,1%                     | 2,0%   | 4,2%      |
| 12 | FIAT          | 14.785         | 10.112         | 46,2%           | 2,0%                     | 1,9%   | 2,2%      |
| 13 | SUBARU        | 12.037         | 8.684          | 38,6%           | 1,6%                     | 1,7%   | -3,1%     |
| 14 | BMW           | 11.887         | 7.858          | 51,3%           | 1,6%                     | 1,5%   | 5,8%      |
| 15 | FORD          | 11.053         | 7.605          | 45,3%           | 1,5%                     | 1,5%   | 1,6%      |
| 16 | MERCEDES BENZ | 10.024         | 6.575          | 52,5%           | 1,4%                     | 1,3%   | 6,6%      |
| 17 | HONDA         | 9.638          | 6.169          | 56,2%           | 1,3%                     | 1,2%   | 9,2%      |
| 18 | SAMSUNG       | 8.985          | 5.004          | 79,6%           | 1,2%                     | 1,0%   | 25,6%     |
| 19 | DAEWOO        | 7.835          | 5.446          | 43,9%           | 1,1%                     | 1,1%   | 0,6%      |
| 20 | CHERY         | 7.529          | 5.078          | 48,3%           | 1,0%                     | 1,0%   | 3,7%      |
| 21 | AUDI          | 7.182          | 4.871          | 47,4%           | 0,97%                    | 0,94%  | 3,1%      |
| 22 | OPEL          | 5.916          | 3.662          | 61,6%           | 0,80%                    | 0,71%  | 13,0%     |
| 23 | MITSUBISHI    | 5.767          | 4.139          | 39,3%           | 0,78%                    | 0,80%  | -2,6%     |
| 24 | MG            | 5.319          | 3.083          | 72,5%           | 0,72%                    | 0,59%  | 20,6%     |
| 25 | GREAT WALL    | 5.173          | 3.394          | 52,4%           | 0,70%                    | 0,65%  | 6,6%      |
| 26 | VOLVO         | 4.656          | 3.197          | 45,6%           | 0,63%                    | 0,62%  | 1,8%      |
| 27 | JAC           | 3.925          | 2.591          | 51,5%           | 0,53%                    | 0,50%  | 5,9%      |
| 28 | GEELY         | 3.368          | 2.200          | 53,1%           | 0,45%                    | 0,42%  | 7,0%      |
| 29 | BYD           | 3.125          | 2.050          | 52,4%           | 0,42%                    | 0,40%  | 6,6%      |
| 30 | CHANGAN       | 2.171          | 1.200          | 80,9%           | 0,29%                    | 0,23%  | 26,5%     |
| 31 | MINI          | 1.873          | 1.261          | 48,5%           | 0,25%                    | 0,24%  | 3,9%      |
| 32 | DAIHATSU      | 1.444          | 1.121          | 28,8%           | 0,19%                    | 0,22%  | -9,9%     |
| 33 | DODGE         | 1.169          | 889            | 31,5%           | 0,16%                    | 0,17%  | -8,1%     |
| 34 | SKODA         | 1.014          | 692            | 46,5%           | 0,14%                    | 0,13%  | 2,5%      |
| 35 | LIFAN         | 907            | 638            | 42,2%           | 0,12%                    | 0,12%  | -0,6%     |
| 36 | BRILLIANCE    | 854            | 626            | 36,4%           | 0,12%                    | 0,12%  | -4,6%     |
| 37 | CHRYSLER      | 737            | 467            | 57,8%           | 0,10%                    | 0,09%  | 10,4%     |
| 38 | DFM           | 721            | 466            | 54,7%           | 0,10%                    | 0,09%  | 8,2%      |
| 39 | PORSCHE       | 652            | 392            | 66,3%           | 0,09%                    | 0,08%  | 16,3%     |
| 40 | LEXUS         | 579            | 430            | 34,7%           | 0,078%                   | 0,083% | -5,8%     |
|    | OTRAS         | 6.101          | 5.718          | 6,7%            | 0,82%                    | 1,1%   | -25,4%    |
|    | <b>TOTAL</b>  | <b>741.705</b> | <b>518.630</b> | <b>43,0%</b>    |                          |        |           |

Durante el 2021 se transfirieron un total de 265.915 camionetas usadas, 74.296 unidades mas que el año pasado, lo cual significa un aumento del 38,8%.

En cuanto a la participación de esta categoría en el mercado de livianos usados, este 2021 disminuyó en relación a la del año anterior, alcanzando el 18,6% de representación.

A nivel país, todas de las regiones muestran un aumento en sus ventas en comparación al 2021, siendo la Región de Arica y Parinacota la que presenta una mayor alza con el 63,3%. En cuanto a la Región Metropolitana presenta una variación positiva de un 50,3% comparada con el año anterior.

Por su parte, en cuanto a las transferencias por marcas, Chevrolet mantiene el primer puesto con ventas este 2021 con un total de 49.485 unidades, disminuyendo su participación al 18,6%.

## VENTA CAMIONETAS

| 2021    | 2020    | Variación Anual |
|---------|---------|-----------------|
| 265.915 | 191.619 | 38,8%           |

| AÑO         | VENTA ANUAL    | VARIACIÓN    |
|-------------|----------------|--------------|
| 2010        | 125.532        | 3,8%         |
| 2011        | 129.513        | 3,2%         |
| 2012        | 144.130        | 11,3%        |
| 2013        | 155.671        | 8,0%         |
| 2014        | 183.276        | 17,7%        |
| 2015        | 169.959        | -7,3%        |
| 2016        | 196.822        | 15,8%        |
| 2017        | 180.659        | -8,2%        |
| 2018        | 185.673        | 2,8%         |
| 2019        | 173.517        | -6,5%        |
| 2020        | 191.619        | 10,4%        |
| <b>2021</b> | <b>265.915</b> | <b>38,8%</b> |

## PARTICIPACIÓN DE CAMIONETAS (%)

AÑO 2011 - 2021



| REGIÓN                | AÑO 2021       | %     | AÑO 2020       | %     | VAR. 20-21   |
|-----------------------|----------------|-------|----------------|-------|--------------|
| XV Arica y Parinacota | 2.284          | 0,9%  | 1.399          | 0,7%  | 63,3%        |
| I Tarapacá            | 2.154          | 0,8%  | 1.556          | 0,8%  | 38,4%        |
| II Antofagasta        | 3.882          | 1,5%  | 3.256          | 1,7%  | 19,2%        |
| III Atacama           | 4.107          | 1,5%  | 2.920          | 1,5%  | 40,7%        |
| IV Coquimbo           | 9.298          | 3,5%  | 7.814          | 4,1%  | 19,0%        |
| V Valparaíso          | 16.744         | 6,3%  | 13.745         | 7,2%  | 21,8%        |
| RM Metropolitana      | 105.539        | 39,7% | 70.219         | 36,6% | 50,3%        |
| VI O'Higgins          | 14.301         | 5,4%  | 11.244         | 5,9%  | 27,2%        |
| VII Maule             | 21.490         | 8,1%  | 13.705         | 7,2%  | 56,8%        |
| XVI Ñuble             | 11.161         | 4,2%  | 7.786          | 4,1%  | 43,3%        |
| VIII Bio-Bio          | 23.966         | 9,0%  | 20.035         | 10,5% | 19,6%        |
| IX Araucanía          | 19.581         | 7,4%  | 14.870         | 7,8%  | 31,7%        |
| XIV Los Ríos          | 6.620          | 2,5%  | 4.932          | 2,6%  | 34,2%        |
| X Los Lagos           | 18.453         | 6,9%  | 13.850         | 7,2%  | 33,2%        |
| XIV Aysén             | 2.792          | 1,0%  | 2.112          | 1,1%  | 32,2%        |
| XII Magallanes        | 3.543          | 1,3%  | 2.176          | 1,1%  | 62,8%        |
| <b>NACIONAL</b>       | <b>265.915</b> |       | <b>191.619</b> |       | <b>38,8%</b> |

## CAMIONETAS / MARCAS

|    | MARCA        | VENTA ANUAL    |                | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |       | VARIACIÓN |
|----|--------------|----------------|----------------|-----------------|--------------------------|-------|-----------|
|    |              | 2021           | 2020           |                 | 2021                     | 2020  |           |
| 1  | CHEVROLET    | 49.485         | 36.840         | 34,3%           | 18,6%                    | 19,2% | -3,2%     |
| 2  | NISSAN       | 42.793         | 31.708         | 35,0%           | 16,1%                    | 16,5% | -2,7%     |
| 3  | TOYOTA       | 28.959         | 23.945         | 20,9%           | 10,9%                    | 12,5% | -12,9%    |
| 4  | MITSUBISHI   | 28.248         | 21.777         | 29,7%           | 10,6%                    | 11,4% | -6,5%     |
| 5  | FORD         | 21.050         | 14.786         | 42,4%           | 7,9%                     | 7,7%  | 2,6%      |
| 6  | SSANGYONG    | 15.865         | 10.913         | 45,4%           | 6,0%                     | 5,7%  | 4,8%      |
| 7  | HYUNDAI      | 12.487         | 8.090          | 54,4%           | 4,7%                     | 4,2%  | 11,2%     |
| 8  | KIA MOTORS   | 11.158         | 7.525          | 48,3%           | 4,2%                     | 3,9%  | 6,9%      |
| 9  | VOLKSWAGEN   | 8.925          | 6.359          | 40,4%           | 3,4%                     | 3,3%  | 1,1%      |
| 10 | MAZDA        | 8.544          | 5.818          | 46,9%           | 3,2%                     | 3,0%  | 5,8%      |
| 11 | GREAT WALL   | 5.283          | 3.404          | 55,2%           | 2,0%                     | 1,8%  | 11,8%     |
| 12 | MAHINDRA     | 5.221          | 3.427          | 52,3%           | 2,0%                     | 1,8%  | 9,8%      |
| 13 | DODGE        | 4.296          | 3.125          | 37,5%           | 1,6%                     | 1,6%  | -0,9%     |
| 14 | FIAT         | 3.390          | 2.441          | 38,9%           | 1,3%                     | 1,3%  | 0,1%      |
| 15 | FOTON        | 1.883          | 1.098          | 71,5%           | 0,71%                    | 0,57% | 23,6%     |
| 16 | CHANGAN      | 1.852          | 1.107          | 67,3%           | 0,70%                    | 0,58% | 20,6%     |
| 17 | MAXUS        | 1.744          | 736            | 137,0%          | 0,66%                    | 0,38% | 70,8%     |
| 18 | RAM          | 1.536          | 734            | 109,3%          | 0,58%                    | 0,38% | 50,8%     |
| 19 | DFSK         | 1.436          | 783            | 83,4%           | 0,54%                    | 0,4%  | 32,2%     |
| 20 | HAFEI        | 1.268          | 788            | 60,9%           | 0,48%                    | 0,41% | 16,0%     |
|    | OTRAS        | 10.492         | 6.215          | 68,8%           | 3,95%                    | 3,2%  | 21,7%     |
|    | <b>TOTAL</b> | <b>265.915</b> | <b>191.619</b> | <b>38,8%</b>    |                          |       |           |

Durante el 2021 se transfirieron un total de 73.568 vehículos comerciales usados, 23.500 unidades más que el año pasado, lo cual significa un aumento del 46,9%.

En cuanto a la participación de esta categoría en el mercado de livianos usados, este 2021 aumentó en relación a la del año anterior, alcanzando el 5,1% de representación.

A nivel país, todas de las regiones muestran un aumento en sus ventas en comparación al 2020, siendo la Región de Magallanes la que presenta una mayor alza con el 71,0%. En cuanto a la Región Metropolitana presenta una variación positiva de un 55,2% comparada con el año anterior.

Por su parte, en cuanto a las transferencias por marcas, Peugeot mantiene el primer puesto con ventas este 2021 con un total de 17.662 unidades, disminuyendo su participación al 24,0%.

## VENTA COMERCIALES

| 2021   | 2020   | Variación Anual |
|--------|--------|-----------------|
| 73.568 | 50.068 | 46,9%           |

| AÑO         | VENTA ANUAL   | VARIACIÓN    |
|-------------|---------------|--------------|
| 2010        | 37.111        | 3,7%         |
| 2011        | 34.678        | -6,6%        |
| 2012        | 44.969        | 29,7%        |
| 2013        | 45.589        | 1,4%         |
| 2014        | 51.622        | 13,2%        |
| 2015        | 49.250        | -4,6%        |
| 2016        | 57.985        | 17,7%        |
| 2017        | 52.269        | -9,9%        |
| 2018        | 54.817        | 4,9%         |
| 2019        | 50.437        | -8,0%        |
| 2020        | 50.068        | -0,7%        |
| <b>2021</b> | <b>73.568</b> | <b>46,9%</b> |

## PARTICIPACIÓN DE COMERCIALES (%)

AÑO 2011 - 2021



| REGIÓN                | AÑO 2021      | %     | AÑO 2020      | %     | VAR. 20-21   |
|-----------------------|---------------|-------|---------------|-------|--------------|
| XV Arica y Parinacota | 261           | 0,4%  | 188           | 0,4%  | 38,8%        |
| I Tarapacá            | 444           | 0,6%  | 285           | 0,6%  | 55,8%        |
| II Antofagasta        | 681           | 0,9%  | 589           | 1,2%  | 15,6%        |
| III Atacama           | 480           | 0,7%  | 358           | 0,7%  | 34,1%        |
| IV Coquimbo           | 1.503         | 2,0%  | 1.246         | 2,5%  | 20,6%        |
| V Valparaíso          | 5.197         | 7,1%  | 4.242         | 8,5%  | 22,5%        |
| RM Metropolitana      | 43.773        | 59,5% | 28.198        | 56,3% | 55,2%        |
| VI O'Higgins          | 3.920         | 5,3%  | 2.835         | 5,7%  | 38,3%        |
| VII Maule             | 3.751         | 5,1%  | 2.269         | 4,5%  | 65,3%        |
| XVI Ñuble             | 1.724         | 2,3%  | 1.191         | 2,4%  | 44,8%        |
| VIII Bio-Bío          | 4.337         | 5,9%  | 3.386         | 6,8%  | 28,1%        |
| IX Araucanía          | 2.818         | 3,8%  | 2.005         | 4,0%  | 40,5%        |
| XIV Los Ríos          | 1.079         | 1,5%  | 839           | 1,7%  | 28,6%        |
| X Los Lagos           | 2.966         | 4,0%  | 2.013         | 4,0%  | 47,3%        |
| XIV Aysén             | 203           | 0,3%  | 172           | 0,3%  | 18,0%        |
| XII Magallanes        | 431           | 0,6%  | 252           | 0,5%  | 71,0%        |
| <b>NACIONAL</b>       | <b>73.568</b> |       | <b>50.068</b> |       | <b>46,9%</b> |

# COMERCIALES / MARCAS

|    | MARCA         | VENTA ANUAL   |               | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |       | VARIACIÓN |
|----|---------------|---------------|---------------|-----------------|--------------------------|-------|-----------|
|    |               | 2021          | 2020          |                 | 2021                     | 2020  |           |
| 1  | PEUGEOT       | 17.662        | 13.273        | 33,1%           | 24,0%                    | 26,5% | -9,4%     |
| 2  | HYUNDAI       | 10.684        | 6.818         | 56,7%           | 14,5%                    | 13,6% | 6,6%      |
| 3  | FIAT          | 9.011         | 6.520         | 38,2%           | 12,2%                    | 13,0% | -5,9%     |
| 4  | CITROEN       | 8.033         | 6.319         | 27,1%           | 10,9%                    | 12,6% | -13,5%    |
| 5  | CHEVROLET     | 6.530         | 3.977         | 64,2%           | 8,9%                     | 7,9%  | 11,7%     |
| 6  | MERCEDES BENZ | 3.634         | 2.365         | 53,7%           | 4,9%                     | 4,7%  | 4,6%      |
| 7  | KIA MOTORS    | 3.455         | 1.991         | 73,5%           | 4,7%                     | 4,0%  | 18,1%     |
| 8  | RENAULT       | 2.307         | 1.527         | 51,1%           | 3,1%                     | 3,0%  | 2,8%      |
| 9  | SUZUKI        | 1.823         | 1.223         | 49,1%           | 2,5%                     | 2,4%  | 1,4%      |
| 10 | JAC           | 1.272         | 680           | 87,1%           | 1,7%                     | 1,4%  | 27,3%     |
| 11 | MITSUBISHI    | 1.137         | 690           | 64,8%           | 1,5%                     | 1,38% | 12,1%     |
| 12 | CHANGAN       | 955           | 468           | 104,1%          | 1,3%                     | 0,9%  | 38,9%     |
| 13 | VOLKSWAGEN    | 734           | 570           | 28,8%           | 1,0%                     | 1,14% | -12,4%    |
| 14 | OPEL          | 518           | 268           | 93,3%           | 0,7%                     | 0,54% | 31,5%     |
| 15 | DFSK          | 476           | 228           | 108,8%          | 0,65%                    | 0,46% | 42,1%     |
| 16 | FOTON         | 473           | 258           | 83,3%           | 0,64%                    | 0,52% | 24,8%     |
| 17 | TOYOTA        | 453           | 310           | 46,1%           | 0,62%                    | 0,62% | -0,5%     |
| 18 | FORD          | 450           | 230           | 95,7%           | 0,61%                    | 0,46% | 33,2%     |
| 19 | HAFEI         | 416           | 277           | 50,2%           | 0,57%                    | 0,55% | 2,2%      |
| 20 | ASIA MOTORS   | 371           | 244           | 52,0%           | 0,50%                    | 0,49% | 3,5%      |
|    | OTRAS         | 3.174         | 1.832         | 73,3%           | 4,3%                     | 3,7%  | 17,9%     |
|    | <b>TOTAL</b>  | <b>73.568</b> | <b>50.068</b> | <b>46,9%</b>    |                          |       |           |

Durante el 2021 se transfirieron un total de 348.147 vehículos comerciales usados, 103.487 unidades mas que el año pasado, lo cual significa un aumento del 42,3%.

En cuanto a la participación de esta categoría en el mercado de livianos usados, este 2021 aumentó en relación a la del año anterior, alcanzando el 24,4% de representación.

A nivel país, todas de las regiones muestran un aumento en sus ventas en comparación al 2021, siendo la Región de Maule la que presenta una mayor alza con el 76,6%. En cuanto a la Región Metropolitana presenta una variación positiva de un 57,2% comparada con el año anterior.

Por su parte, en cuanto a las transferencias por marcas, Hyundai mantiene el primer puesto con ventas este 2021 con un total de 40.079 unidades, disminuyendo su participación al 11,5%.

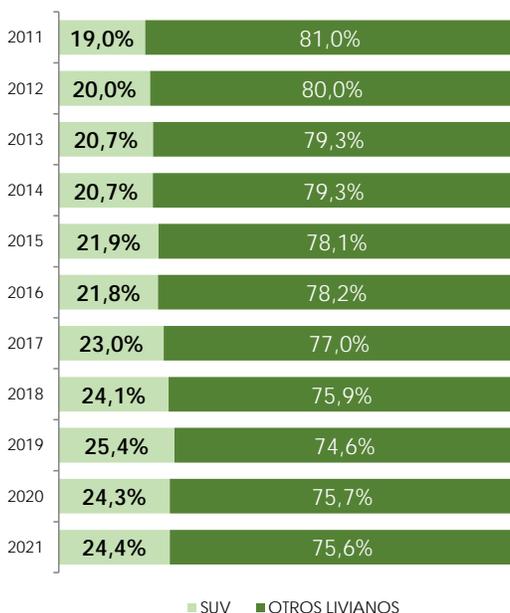
## VENTA SUV

| 2021    | 2020    | Variación Anual |
|---------|---------|-----------------|
| 348.147 | 244.660 | 42,3%           |

| AÑO         | VENTA ANUAL    | VARIACIÓN    |
|-------------|----------------|--------------|
| 2010        | 115.093        | 18,4%        |
| 2011        | 115.630        | 0,5%         |
| 2012        | 149.972        | 29,7%        |
| 2013        | 163.170        | 8,8%         |
| 2014        | 183.751        | 12,6%        |
| 2015        | 191.868        | 4,4%         |
| 2016        | 218.427        | 13,8%        |
| 2017        | 224.111        | 2,6%         |
| 2018        | 239.898        | 7,0%         |
| 2019        | 247.678        | 3,2%         |
| 2020        | 244.660        | -1,2%        |
| <b>2021</b> | <b>348.147</b> | <b>42,3%</b> |

## PARTICIPACIÓN DE SUV (%)

AÑO 2011 - 2021



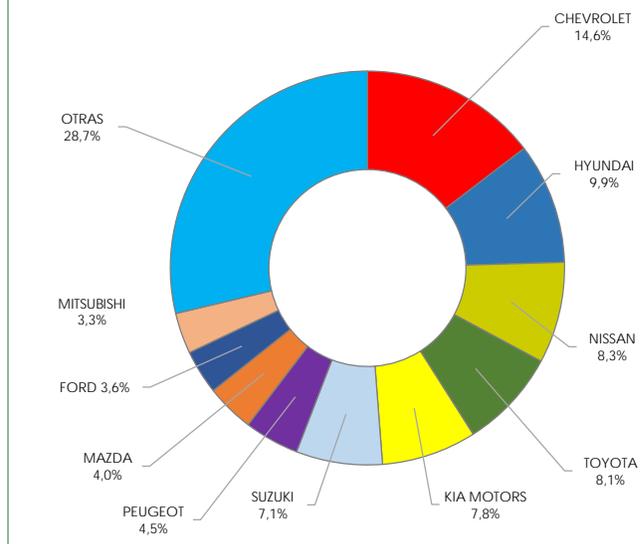
| REGIÓN                | AÑO 2021       | %     | AÑO 2020       | %     | VAR. 20-21   |
|-----------------------|----------------|-------|----------------|-------|--------------|
| XV Arica y Parinacota | 13.698         | 3,9%  | 9.993          | 5,4%  | 37,1%        |
| I Tarapacá            | 16.151         | 4,6%  | 12.558         | 7,8%  | 28,6%        |
| II Antofagasta        | 7.449          | 2,1%  | 6.034          | 2,6%  | 23,5%        |
| III Atacama           | 5.162          | 1,5%  | 3.520          | 1,0%  | 46,6%        |
| IV Coquimbo           | 9.028          | 2,6%  | 7.381          | 3,0%  | 22,3%        |
| V Valparaíso          | 19.964         | 5,7%  | 17.095         | 6,5%  | 16,8%        |
| RM Metropolitana      | 164.551        | 47,3% | 104.694        | 43,8% | 57,2%        |
| VI O'Higgins          | 13.390         | 3,8%  | 10.152         | 3,3%  | 31,9%        |
| VII Maule             | 16.420         | 4,7%  | 9.297          | 3,6%  | 76,6%        |
| XVI Ñuble             | 8.255          | 2,4%  | 5.514          | 3,6%  | 49,7%        |
| VIII Bío-Bío          | 24.705         | 7,1%  | 22.447         | 3,6%  | 10,1%        |
| IX Araucanía          | 14.760         | 4,2%  | 11.333         | 3,5%  | 30,2%        |
| XIV Los Ríos          | 6.254          | 1,8%  | 4.428          | 1,3%  | 41,2%        |
| X Los Lagos           | 15.402         | 4,4%  | 11.309         | 3,8%  | 36,2%        |
| XIV Aysén             | 4.646          | 1,3%  | 3.898          | 1,9%  | 19,2%        |
| XII Magallanes        | 8.312          | 2,4%  | 5.007          | 3,0%  | 66,0%        |
| <b>NACIONAL</b>       | <b>348.147</b> |       | <b>244.660</b> |       | <b>42,3%</b> |

|    | MARCA         | VENTA ANUAL    |                | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |        |           |
|----|---------------|----------------|----------------|-----------------|--------------------------|--------|-----------|
|    |               | 2021           | 2020           |                 | 2021                     | 2020   | VARIACIÓN |
| 1  | HYUNDAI       | 40.079         | 28.526         | 40,5%           | 11,5%                    | 11,7%  | -1,3%     |
| 2  | SUZUKI        | 32.802         | 24.739         | 32,6%           | 9,4%                     | 10,1%  | -6,8%     |
| 3  | NISSAN        | 28.438         | 19.903         | 42,9%           | 8,2%                     | 8,1%   | 0,4%      |
| 4  | KIA MOTORS    | 28.318         | 19.700         | 43,7%           | 8,1%                     | 8,1%   | 1,0%      |
| 5  | CHEVROLET     | 22.657         | 15.200         | 49,1%           | 6,5%                     | 6,2%   | 4,8%      |
| 6  | FORD          | 19.290         | 13.379         | 44,2%           | 5,5%                     | 5,5%   | 1,3%      |
| 7  | TOYOTA        | 18.264         | 13.789         | 32,5%           | 5,2%                     | 5,6%   | -6,9%     |
| 8  | SUBARU        | 15.576         | 11.231         | 38,7%           | 4,5%                     | 4,6%   | -2,5%     |
| 9  | MAZDA         | 15.088         | 9.963          | 51,4%           | 4,3%                     | 4,1%   | 6,4%      |
| 10 | JEEP          | 13.278         | 9.561          | 38,9%           | 3,8%                     | 3,9%   | -2,4%     |
| 11 | MITSUBISHI    | 12.692         | 9.422          | 34,7%           | 3,6%                     | 3,9%   | -5,3%     |
| 12 | PEUGEOT       | 10.904         | 7.439          | 46,6%           | 3,1%                     | 3,0%   | 3,0%      |
| 13 | HONDA         | 9.378          | 7.149          | 31,2%           | 2,7%                     | 2,9%   | -7,8%     |
| 14 | SSANGYONG     | 9.277          | 6.763          | 37,2%           | 2,7%                     | 2,8%   | -3,6%     |
| 15 | CHERY         | 7.141          | 4.041          | 76,7%           | 2,1%                     | 1,7%   | 24,2%     |
| 16 | RENAULT       | 5.897          | 4.154          | 42,0%           | 1,7%                     | 1,7%   | -0,2%     |
| 17 | DODGE         | 4.868          | 3.387          | 43,7%           | 1,4%                     | 1,4%   | 1,0%      |
| 18 | GREAT WALL    | 4.372          | 2.924          | 49,5%           | 1,3%                     | 1,20%  | 5,1%      |
| 19 | JAC           | 4.035          | 2.362          | 70,8%           | 1,2%                     | 1,0%   | 20,1%     |
| 20 | BMW           | 3.818          | 2.810          | 35,9%           | 1,10%                    | 1,15%  | -4,5%     |
| 21 | DAIHATSU      | 3.713          | 2.784          | 33,4%           | 1,07%                    | 1,14%  | -6,3%     |
| 22 | MAHINDRA      | 3.499          | 2.491          | 40,5%           | 1,01%                    | 1,02%  | -1,3%     |
| 23 | VOLKSWAGEN    | 3.482          | 2.273          | 53,2%           | 1,00%                    | 0,93%  | 7,7%      |
| 24 | MERCEDES BENZ | 3.008          | 1.985          | 51,5%           | 0,86%                    | 0,81%  | 6,5%      |
| 25 | CHANGAN       | 2.536          | 1.479          | 71,5%           | 0,73%                    | 0,60%  | 20,5%     |
| 26 | VOLVO         | 2.251          | 1.470          | 53,1%           | 0,65%                    | 0,60%  | 7,6%      |
| 27 | LAND ROVER    | 2.078          | 1.344          | 54,6%           | 0,60%                    | 0,55%  | 8,7%      |
| 28 | DFM           | 1.763          | 973            | 81,2%           | 0,51%                    | 0,40%  | 27,3%     |
| 29 | AUDI          | 1.690          | 1.174          | 44,0%           | 0,49%                    | 0,48%  | 1,2%      |
| 30 | CITROEN       | 1.345          | 714            | 88,4%           | 0,39%                    | 0,29%  | 32,4%     |
| 31 | CHRYSLER      | 1.337          | 708            | 88,8%           | 0,38%                    | 0,29%  | 32,7%     |
| 32 | HAVAL         | 1.077          | 601            | 79,2%           | 0,31%                    | 0,25%  | 25,9%     |
| 33 | PORSCHE       | 1.069          | 553            | 93,3%           | 0,31%                    | 0,23%  | 35,8%     |
| 34 | OPEL          | 1.051          | 819            | 28,3%           | 0,30%                    | 0,33%  | -9,8%     |
| 35 | ZOTYE         | 1.038          | 648            | 60,2%           | 0,30%                    | 0,26%  | 12,6%     |
| 36 | BAIC          | 1.020          | 601            | 69,7%           | 0,29%                    | 0,25%  | 19,3%     |
| 37 | DAEWOO        | 1.008          | 592            | 70,3%           | 0,29%                    | 0,24%  | 19,7%     |
| 38 | FIAT          | 921            | 579            | 59,1%           | 0,26%                    | 0,24%  | 11,8%     |
| 39 | BRILLIANCE    | 904            | 763            | 20,7%           | 0,26%                    | 0,31%  | -15,2%    |
| 40 | LIFAN         | 754            | 478            | 57,7%           | 0,22%                    | 0,195% | 10,9%     |
|    | OTRAS         | 6.431          | 5.189          | 23,9%           | 1,8%                     | 2,1%   | -12,9%    |
|    | <b>TOTAL</b>  | <b>348.147</b> | <b>244.660</b> | <b>42,3%</b>    |                          |        |           |

|    | MARCAS        | VENTA 2021 | PARTICIPACIÓN MERCADO | VARIACIÓN 2020-2021 |
|----|---------------|------------|-----------------------|---------------------|
| 1  | CHEVROLET     | 209.012    | 14,6%                 | 44,4%               |
| 2  | HYUNDAI       | 141.696    | 9,9%                  | 44,2%               |
| 3  | NISSAN        | 118.876    | 8,3%                  | 33,2%               |
| 4  | TOYOTA        | 116.333    | 8,1%                  | 36,1%               |
| 5  | KIA MOTORS    | 111.298    | 7,8%                  | 43,1%               |
| 6  | SUZUKI        | 101.196    | 7,1%                  | 40,9%               |
| 7  | PEUGEOT       | 64.199     | 4,5%                  | 37,9%               |
| 8  | MAZDA         | 56.600     | 4,0%                  | 36,7%               |
| 9  | FORD          | 51.843     | 3,6%                  | 43,9%               |
| 10 | MITSUBISHI    | 47.844     | 3,3%                  | 32,8%               |
| 11 | VOLKSWAGEN    | 37.978     | 2,7%                  | 41,6%               |
| 12 | FIAT          | 28.107     | 2,0%                  | 40,9%               |
| 13 | SUBARU        | 27.753     | 1,9%                  | 47,8%               |
| 14 | RENAULT       | 27.120     | 1,9%                  | 35,6%               |
| 15 | SSANGYONG     | 25.192     | 1,8%                  | 42,3%               |
| 16 | CITROEN       | 24.916     | 1,7%                  | 68,6%               |
| 17 | HONDA         | 19.702     | 1,4%                  | 12,8%               |
| 18 | MERCEDES BENZ | 17.126     | 1,2%                  | 53,6%               |
| 19 | BMW           | 15.707     | 1,1%                  | 47,2%               |
| 20 | CHERY         | 13.474     | 0,94%                 | 38,6%               |
| 21 | GREAT WALL    | 13.293     | 0,93%                 | 45,8%               |
| 22 | JEEP          | 11.577     | 0,81%                 | 21,0%               |
| 23 | JAC           | 10.650     | 0,75%                 | 70,4%               |
| 24 | DODGE         | 10.336     | 0,72%                 | 71,0%               |
| 25 | SAMSUNG       | 9.117      | 0,64%                 | 52,8%               |
| 26 | DAEWOO        | 8.950      | 0,63%                 | 20,9%               |
| 27 | MAHINDRA      | 8.826      | 0,62%                 | 51,3%               |
| 28 | AUDI          | 8.872      | 0,62%                 | 45,1%               |
| 29 | OPEL          | 7.757      | 0,54%                 | 41,3%               |
| 30 | CHANGAN       | 7.514      | 0,53%                 | 72,5%               |
| 31 | MG            | 7.433      | 0,52%                 | 59,2%               |
| 32 | VOLVO         | 6.910      | 0,48%                 | 83,0%               |
| 33 | DAIHATSU      | 5.199      | 0,36%                 | 32,2%               |
| 34 | GEELY         | 3.492      | 0,24%                 | 52,5%               |
| 35 | BYD           | 3.446      | 0,24%                 | 51,9%               |
| 36 | DFM           | 2.516      | 0,18%                 | 28,9%               |
| 37 | FOTON         | 2.380      | 0,17%                 | 72,6%               |
| 38 | DFSK          | 2.311      | 0,16%                 | 93,1%               |
| 39 | LIFAN         | 2.271      | 0,16%                 | 114,0%              |
| 40 | MAXUS         | 2.238      | 0,16%                 | 65,7%               |
| 41 | MINI          | 2.152      | 0,15%                 | 40,2%               |
| 42 | LAND ROVER    | 2.104      | 0,15%                 | 102,9%              |
| 43 | CHRYSLER      | 2.080      | 0,15%                 | 62,5%               |
| 44 | BRILLIANCE    | 1.807      | 0,126%                | 24,1%               |
| 45 | HAFEI         | 1.750      | 0,122%                | 142,4%              |
| 46 | PORSCHE       | 1.721      | 0,120%                | 21,8%               |
| 47 | BAIC          | 1.393      | 0,097%                | 35,5%               |
| 48 | SKODA         | 1.147      | 0,080%                | 29,6%               |
| 49 | ZX AUTO       | 1.118      | 0,078%                | 21,3%               |
| 50 | FAW           | 1.113      | 0,078%                | 67,9%               |

|    | MARCAS       | VENTA 2021       | PARTICIPACIÓN MERCADO | VARIACIÓN 2020-2021 |
|----|--------------|------------------|-----------------------|---------------------|
| 51 | HAVAL        | 1.078            | 0,075%                | 79,4%               |
| 52 | ZOTYE        | 1.039            | 0,073%                | 60,3%               |
| 53 | LEXUS        | 909              | 0,064%                | 42,5%               |
| 54 | HAIMA        | 793              | 0,055%                | 68,7%               |
| 55 | ZNA          | 786              | 0,055%                | 65,5%               |
| 56 | GAC          | 745              | 0,052%                | 58,5%               |
| 57 | HAIMA        | 727              | 0,051%                | 54,7%               |
| 58 | JAGUAR       | 615              | 0,043%                | 44,0%               |
| 59 | ALFA ROMEO   | 567              | 0,040%                | 60,2%               |
| 60 | TATA         | 566              | 0,040%                | 78,5%               |
| 61 | INFINITI     | 524              | 0,037%                | 73,5%               |
| 62 | SEAT         | 486              | 0,034%                | 24,9%               |
| 63 | DATSUN       | 453              | 0,032%                | 50,5%               |
| 64 | ASIA MOTORS  | 440              | 0,031%                | 62,4%               |
| 65 | LADA         | 434              | 0,030%                | -7,5%               |
| 66 | JMC          | 422              | 0,030%                | 137,1%              |
| 67 | HUMMER       | 292              | 0,020%                | 64,0%               |
| 68 | PROTON       | 273              | 0,019%                | 30,6%               |
| 69 | AUSTIN       | 245              | 0,017%                | 26,3%               |
| 70 | ISUZU        | 233              | 0,016%                | 25,3%               |
|    | OTRAS        | 10.263           | 0,7%                  | 377,6%              |
|    | <b>TOTAL</b> | <b>1.429.335</b> | <b>42,2%</b>          |                     |

## PARTICIPACIÓN DE MERCADO (%) AÑO 2021



## CONCENTRACIÓN DE MERCADO

|           |       |
|-----------|-------|
| 5 MARCAS  | 48,8% |
| 10 MARCAS | 71,3% |
| 15 MARCAS | 81,5% |
| 20 MARCAS | 87,9% |

## RANKING 15 MARCAS MÁS VENDIDAS

1



CHEVROLET

2



HYUNDAI

3



NISSAN

4



TOYOTA

5



KIA

6



SUZUKI

7



PEUGEOT

8



MAZDA

9



FORD

10



MITSUBISHI

11



VOLKSWAGEN

12



FIAT

13



SUBARU

14

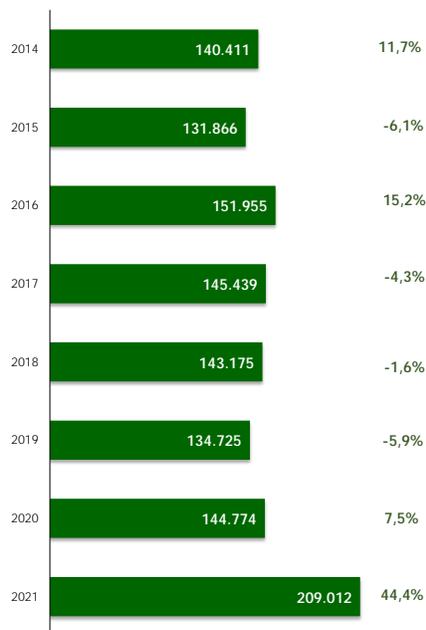
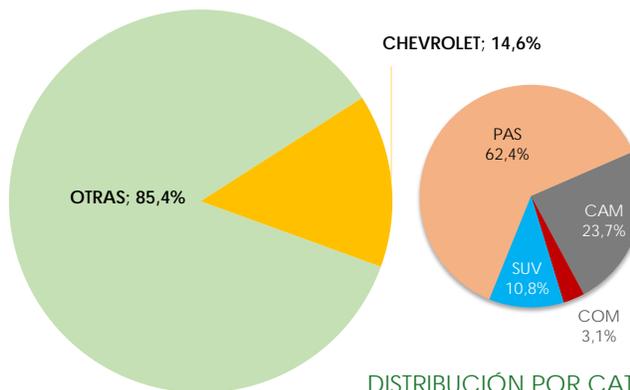


RENAULT

15



SSANGYONG

**EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN**

**PARTICIPACIÓN DE MERCADO**


| CATEGORÍA    | 2021           | Var. 20-21   |
|--------------|----------------|--------------|
| PASAJEROS    | 130.340        | 46,9%        |
| CAMIONETAS   | 49.485         | 34,3%        |
| COMERCIALES  | 6.530          | 64,2%        |
| SUV          | 22.657         | 49,1%        |
| <b>TOTAL</b> | <b>209.012</b> | <b>43,7%</b> |

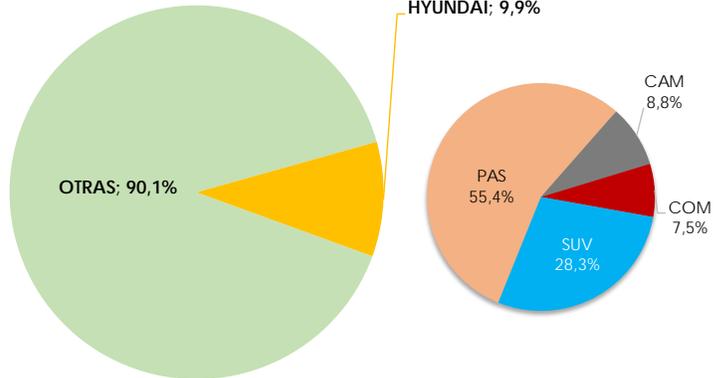
| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |                |                    |                |
|--------------------------------------|----------------|--------------------|----------------|
| ENERO                                | 21.408         | JULIO              | 17.899         |
| FEBRERO                              | 18.402         | AGOSTO             | 19.437         |
| MARZO                                | 20.453         | SEPTIEMBRE         | 16.794         |
| ABRIL                                | 14.167         | OCTUBRE            | 15.634         |
| MAYO                                 | 16.137         | NOVIEMBRE          | 15.827         |
| JUNIO                                | 18.379         | DICIEMBRE          | 14.475         |
| <b>I SEMESTRE</b>                    | <b>108.946</b> | <b>II SEMESTRE</b> | <b>100.066</b> |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 15,8%         | 1        |
| 2015 | 15,0%         | 1        |
| 2016 | 15,1%         | 1        |
| 2017 | 14,9%         | 1        |
| 2018 | 14,4%         | 1        |
| 2019 | 13,8%         | 1        |
| 2020 | 14,4%         | 1        |
| 2021 | 14,6%         | 1        |

| ANTIGÜEDAD DE VENTA (AÑOS) - CHEVROLET |               |               |               |               |               |
|----------------------------------------|---------------|---------------|---------------|---------------|---------------|
| CATEGORÍA                              | 0-5           | 6-10          | 11-15         | 16-20         | + 20          |
| PASAJEROS                              | 14.607        | 36.876        | 20.426        | 8.276         | 3.119         |
| CAMIONETAS                             | 5.039         | 5.281         | 4.815         | 4.161         | 12.358        |
| COMERCIALES                            | 1.024         | 1.825         | 453           | 374           | 196           |
| SUV                                    | 4.566         | 6.107         | 3.725         | 787           | 710           |
| <b>TOTAL</b>                           | <b>25.236</b> | <b>50.089</b> | <b>29.419</b> | <b>13.598</b> | <b>90.670</b> |

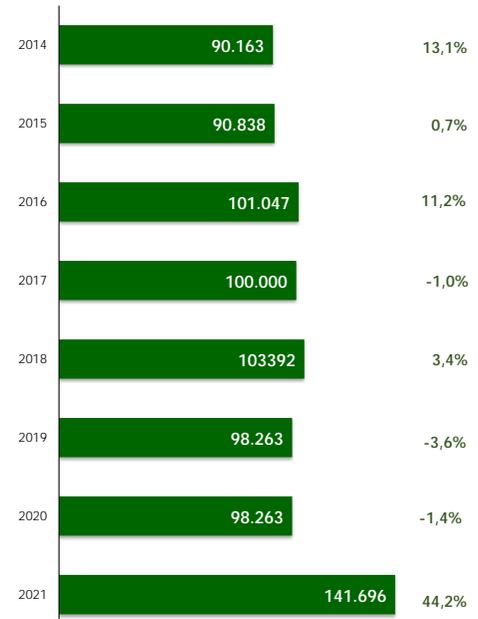
| REGIÓN                | ENE           | FEB           | MAR           | ABR           | MAY           | JUN           | JUL           | AGO           | SEP           | OCT           | NOV           | DIC           | TOTAL          |
|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| XV Arica y Parinacota | 113           | 81            | 87            | 79            | 96            | 89            | 95            | 111           | 87            | 103           | 86            | 78            | 1.105          |
| I Tarapacá            | 100           | 99            | 82            | 66            | 110           | 119           | 117           | 129           | 114           | 83            | 77            | 103           | 1.199          |
| II Antofagasta        | 441           | 367           | 310           | 332           | 187           | 364           | 304           | 376           | 268           | 260           | 260           | 191           | 3.660          |
| III Atacama           | 356           | 234           | 281           | 189           | 293           | 338           | 309           | 295           | 249           | 220           | 252           | 250           | 3.266          |
| IV Coquimbo           | 896           | 665           | 668           | 381           | 511           | 462           | 618           | 618           | 469           | 450           | 425           | 318           | 6.481          |
| V Valparaíso          | 2.222         | 1.998         | 1.809         | 974           | 1.516         | 1.711         | 1.669         | 1.856         | 1.620         | 1.473         | 1.369         | 1.166         | 19.383         |
| RM Metropolitana      | 8.519         | 7.216         | 8.884         | 6.293         | 6.447         | 7.802         | 7.401         | 8.387         | 7.140         | 6.888         | 7.351         | 7.071         | 89.399         |
| VI O'Higgins          | 1.564         | 1.231         | 1.212         | 729           | 1.032         | 1.111         | 1.253         | 1.221         | 1.085         | 977           | 921           | 769           | 13.105         |
| VII Maule             | 1.553         | 1.807         | 1.910         | 1.381         | 1.316         | 1.384         | 1.291         | 1.436         | 1.436         | 1.241         | 1.387         | 1.092         | 17.234         |
| XVI Ñuble             | 791           | 562           | 631           | 556           | 635           | 626           | 696           | 610           | 653           | 518           | 458           | 417           | 7.153          |
| VIII Bio-Bio          | 1.560         | 1.387         | 1.433         | 977           | 1.230         | 1.412         | 1.354         | 1.469         | 1.201         | 1.060         | 1.052         | 887           | 15.022         |
| IX Araucanía          | 1.210         | 931           | 1.003         | 672           | 989           | 1.026         | 977           | 1.031         | 876           | 838           | 784           | 770           | 11.107         |
| XIV Los Ríos          | 511           | 409           | 437           | 304           | 436           | 479           | 399           | 466           | 392           | 341           | 331           | 288           | 4.793          |
| X Los Lagos           | 1.182         | 994           | 1.280         | 903           | 1.024         | 1.108         | 1.083         | 1.120         | 923           | 906           | 788           | 803           | 12.114         |
| XIV Aysén             | 100           | 73            | 95            | 73            | 90            | 71            | 68            | 71            | 50            | 47            | 56            | 73            | 867            |
| XII Magallanes        | 290           | 348           | 331           | 258           | 225           | 277           | 265           | 241           | 231           | 229           | 230           | 199           | 3.124          |
| <b>NACIONAL</b>       | <b>21.408</b> | <b>18.402</b> | <b>20.453</b> | <b>14.167</b> | <b>16.137</b> | <b>18.379</b> | <b>17.899</b> | <b>19.437</b> | <b>16.794</b> | <b>15.634</b> | <b>15.827</b> | <b>14.475</b> | <b>209.012</b> |

PARTICIPACIÓN DE MERCADO



DISTRIBUCIÓN POR CATEGORÍA

EVOLUCIÓN 2014 - 2022  
VENTA - VARIACIÓN



| CATEGORÍA    | 2021           | Var. 20-21   |
|--------------|----------------|--------------|
| PASAJEROS    | 78.446         | 42,3%        |
| CAMIONETAS   | 12.487         | 54,4%        |
| COMERCIALES  | 10.684         | 63,9%        |
| SUV          | 40.079         | 40,5%        |
| <b>TOTAL</b> | <b>141.696</b> | <b>41,7%</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |               |
|--------------------------------------|---------------|
| ENERO                                | 14.029        |
| FEBRERO                              | 12.216        |
| MARZO                                | 13.609        |
| ABRIL                                | 9.988         |
| MAYO                                 | 10.807        |
| JUNIO                                | 12.031        |
| <b>I SEMESTRE</b>                    | <b>72.680</b> |
| JULIO                                | 12.339        |
| AGOSTO                               | 13.286        |
| SEPTIEMBRE                           | 11.447        |
| OCTUBRE                              | 10.967        |
| NOVIEMBRE                            | 10.886        |
| DICIEMBRE                            | 10.091        |
| <b>II SEMESTRE</b>                   | <b>69.016</b> |

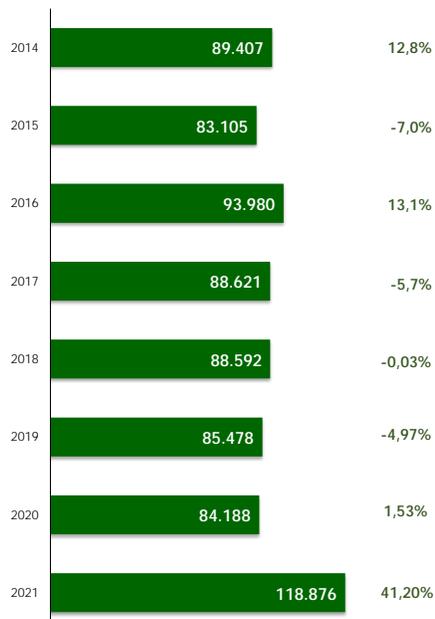
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 9,0%          | 3        |
| 2015 | 10,3%         | 2        |
| 2016 | 9,1%          | 2        |
| 2017 | 10,4%         | 2        |
| 2018 | 10,0%         | 2        |
| 2019 | 10,1%         | 2        |
| 2020 | 9,8%          | 2        |
| 2021 | 9,9%          | 2        |

| ANTIGÜEDAD DE VENTA (AÑOS) - HYUNDAI |               |               |               |               |               |
|--------------------------------------|---------------|---------------|---------------|---------------|---------------|
| CATEGORÍA                            | 0-5           | 6-10          | 11-15         | 16-20         | + 20          |
| PASAJEROS                            | 14.665        | 21.065        | 8.774         | 3.932         | 6.167         |
| CAMIONETAS                           | 1.069         | 1.641         | 3.129         | 1.803         | 1.145         |
| COMERCIALES                          | 1.162         | 2.121         | 2.522         | 687           | 938           |
| SUV                                  | 5.770         | 9.313         | 8.564         | 4.198         | 1.021         |
| <b>TOTAL</b>                         | <b>22.666</b> | <b>34.140</b> | <b>22.989</b> | <b>10.620</b> | <b>51.281</b> |

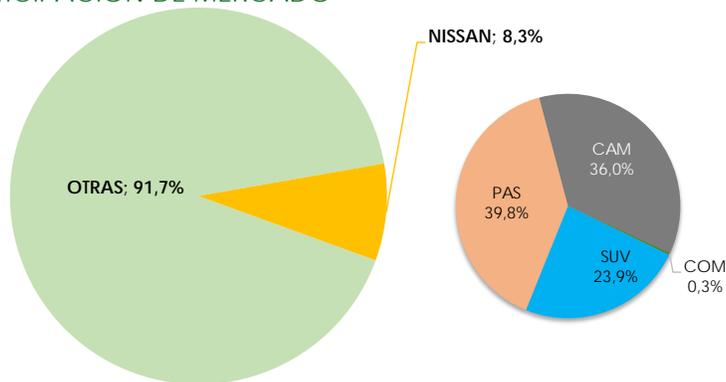
| REGIÓN                | ENE           | FEB           | MAR           | ABR          | MAY           | JUN           | JUL           | AGO           | SEP           | OCT           | NOV           | DIC           | TOTAL          |
|-----------------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| XV Arica y Parinacota | 550           | 361           | 478           | 433          | 355           | 375           | 476           | 444           | 402           | 452           | 435           | 421           | 5.182          |
| I Tarapacá            | 435           | 430           | 481           | 381          | 496           | 561           | 530           | 578           | 433           | 492           | 455           | 455           | 5.727          |
| II Antofagasta        | 360           | 314           | 284           | 295          | 180           | 283           | 234           | 332           | 215           | 264           | 222           | 183           | 3.166          |
| III Atacama           | 137           | 92            | 99            | 90           | 100           | 111           | 119           | 137           | 112           | 107           | 118           | 100           | 1.322          |
| IV Coquimbo           | 594           | 455           | 368           | 258          | 352           | 317           | 397           | 437           | 278           | 299           | 247           | 210           | 4.212          |
| V Valparaíso          | 1.075         | 1.015         | 956           | 497          | 761           | 834           | 859           | 872           | 831           | 789           | 715           | 602           | 9.806          |
| RM Metropolitana      | 5.255         | 4.608         | 5.537         | 4.131        | 4.093         | 4.936         | 4.896         | 5.541         | 4.654         | 4.411         | 4.611         | 4.575         | 57.248         |
| VI O'Higgins          | 704           | 622           | 625           | 389          | 521           | 545           | 645           | 564           | 571           | 539           | 520           | 403           | 6.648          |
| VII Maule             | 804           | 935           | 1.060         | 759          | 725           | 696           | 712           | 798           | 844           | 673           | 754           | 653           | 9.413          |
| XVI Ñuble             | 483           | 290           | 350           | 368          | 389           | 388           | 402           | 376           | 417           | 397           | 370           | 278           | 4.508          |
| VIII Bio-Bio          | 1.285         | 1.181         | 1.233         | 799          | 996           | 1.047         | 1.037         | 1.242         | 980           | 949           | 880           | 742           | 12.371         |
| IX Araucanía          | 828           | 640           | 715           | 519          | 661           | 709           | 731           | 723           | 575           | 538           | 510           | 510           | 7.659          |
| XIV Los Ríos          | 355           | 262           | 245           | 196          | 262           | 224           | 276           | 257           | 226           | 229           | 195           | 180           | 2.907          |
| X Los Lagos           | 703           | 608           | 737           | 528          | 598           | 675           | 675           | 612           | 596           | 503           | 528           | 481           | 7.244          |
| XIV Aysén             | 140           | 84            | 113           | 82           | 88            | 88            | 85            | 122           | 92            | 60            | 73            | 68            | 1.095          |
| XII Magallanes        | 321           | 319           | 328           | 263          | 230           | 242           | 265           | 251           | 221           | 265           | 253           | 230           | 3.188          |
| <b>NACIONAL</b>       | <b>14.029</b> | <b>12.216</b> | <b>13.609</b> | <b>9.988</b> | <b>10.807</b> | <b>12.031</b> | <b>12.339</b> | <b>13.286</b> | <b>11.447</b> | <b>10.967</b> | <b>10.886</b> | <b>10.091</b> | <b>141.696</b> |



EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN



PARTICIPACIÓN DE MERCADO



| CATEGORÍA    | 2021           | Var. 20-21    |
|--------------|----------------|---------------|
| PASAJEROS    | 47.258         | 40,5%         |
| CAMIONETAS   | 42.793         | 35,0%         |
| COMERCIALES  | 387            | 72,8%         |
| SUV          | 28.438         | 42,9%         |
| <b>TOTAL</b> | <b>118.876</b> | <b>34,18%</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |               |                    |               |
|--------------------------------------|---------------|--------------------|---------------|
| ENERO                                | 11.674        | JULIO              | 10.434        |
| FEBRERO                              | 10.140        | AGOSTO             | 11.303        |
| MARZO                                | 11.365        | SEPTIEMBRE         | 9.727         |
| ABRIL                                | 8.333         | OCTUBRE            | 8.783         |
| MAYO                                 | 9.439         | NOVIEMBRE          | 8.968         |
| JUNIO                                | 10.300        | DICIEMBRE          | 8.410         |
| <b>I SEMESTRE</b>                    | <b>61.251</b> | <b>II SEMESTRE</b> | <b>57.625</b> |

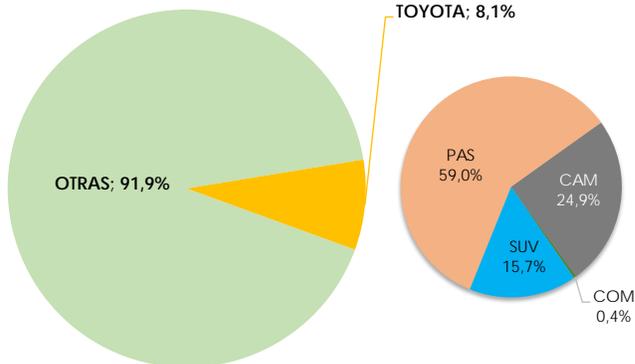
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2012 | 10,1%         | 2        |
| 2013 | 10,0%         | 2        |
| 2014 | 10,0%         | 2        |
| 2015 | 9,5%          | 2        |
| 2016 | 9,4%          | 3        |
| 2017 | 9,1%          | 3        |
| 2018 | 8,9%          | 3        |
| 2019 | 8,6%          | 3        |

| CATEGORÍA    | ANTIGÜEDAD DE VENTA (AÑOS) - NISSAN |               |               |              |               |
|--------------|-------------------------------------|---------------|---------------|--------------|---------------|
|              | 0-5                                 | 6-10          | 11-15         | 16-20        | + 20          |
| PASAJEROS    | 5.654                               | 9.414         | 7.261         | 2.417        | 9.842         |
| CAMIONETAS   | 6.511                               | 10.398        | 5.622         | 2.041        | 4.154         |
| COMERCIALES  | 174                                 | 30            | 3             | 10           | 19            |
| SUV          | 7.200                               | 6.425         | 3.347         | 1.286        | 2.380         |
| <b>TOTAL</b> | <b>19.539</b>                       | <b>26.267</b> | <b>16.233</b> | <b>5.754</b> | <b>51.083</b> |

| REGIÓN                | ENE           | FEB           | MAR           | ABR          | MAY          | JUN           | JUL           | AGO           | SEP          | OCT          | NOV          | DIC          | TOTAL          |
|-----------------------|---------------|---------------|---------------|--------------|--------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|----------------|
| XV Arica y Parinacota | 209           | 122           | 142           | 146          | 167          | 138           | 146           | 151           | 131          | 124          | 121          | 126          | 1.723          |
| I Tarapacá            | 204           | 175           | 194           | 168          | 221          | 256           | 245           | 250           | 219          | 180          | 198          | 176          | 2.486          |
| II Antofagasta        | 249           | 215           | 166           | 197          | 155          | 227           | 198           | 241           | 177          | 176          | 163          | 144          | 2.308          |
| III Atacama           | 195           | 131           | 167           | 104          | 130          | 146           | 189           | 154           | 155          | 113          | 144          | 112          | 1.740          |
| IV Coquimbo           | 532           | 412           | 380           | 254          | 357          | 301           | 364           | 389           | 277          | 247          | 222          | 194          | 3.929          |
| V Valparaíso          | 791           | 709           | 696           | 390          | 598          | 666           | 648           | 656           | 649          | 569          | 496          | 455          | 7.323          |
| RM Metropolitana      | 4.364         | 3.828         | 4.558         | 3.331        | 3.518        | 4.220         | 4.233         | 4.659         | 3.985        | 3.735        | 4.164        | 4.134        | 48.729         |
| VI O'Higgins          | 667           | 507           | 560           | 362          | 492          | 525           | 543           | 548           | 475          | 441          | 448          | 359          | 5.927          |
| VII Maule             | 767           | 890           | 917           | 646          | 656          | 644           | 639           | 679           | 720          | 586          | 658          | 541          | 8.343          |
| XVI Ñuble             | 603           | 423           | 506           | 436          | 451          | 404           | 459           | 444           | 456          | 429          | 333          | 303          | 5.247          |
| VIII Bio-Bio          | 995           | 868           | 1.080         | 686          | 774          | 889           | 889           | 1.144         | 798          | 703          | 613          | 554          | 9.993          |
| IX Araucanía          | 733           | 662           | 662           | 537          | 688          | 648           | 695           | 739           | 568          | 516          | 515          | 450          | 7.413          |
| XIV Los Ríos          | 363           | 276           | 305           | 228          | 311          | 316           | 296           | 315           | 270          | 242          | 211          | 194          | 3.327          |
| X Los Lagos           | 725           | 704           | 778           | 620          | 680          | 725           | 646           | 703           | 617          | 515          | 500          | 465          | 7.678          |
| XIV Aysén             | 156           | 96            | 128           | 122          | 136          | 92            | 118           | 137           | 137          | 100          | 89           | 106          | 1.417          |
| XII Magallanes        | 121           | 122           | 126           | 106          | 105          | 103           | 126           | 94            | 93           | 107          | 93           | 97           | 1.293          |
| <b>NACIONAL</b>       | <b>11.674</b> | <b>10.140</b> | <b>11.365</b> | <b>8.333</b> | <b>9.439</b> | <b>10.300</b> | <b>10.434</b> | <b>11.303</b> | <b>9.727</b> | <b>8.783</b> | <b>8.968</b> | <b>8.410</b> | <b>118.876</b> |

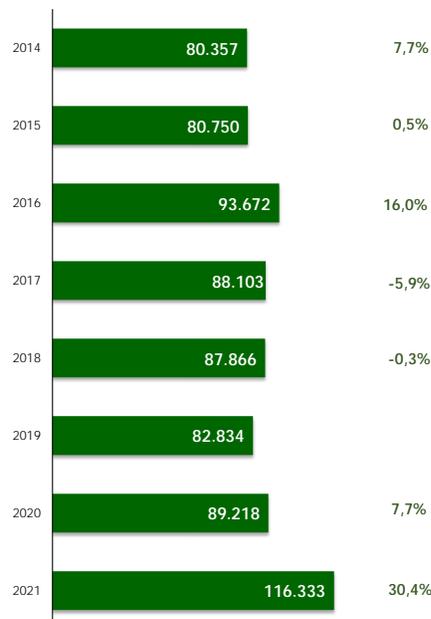


PARTICIPACIÓN DE MERCADO



DISTRIBUCIÓN POR CATEGORÍA

EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN



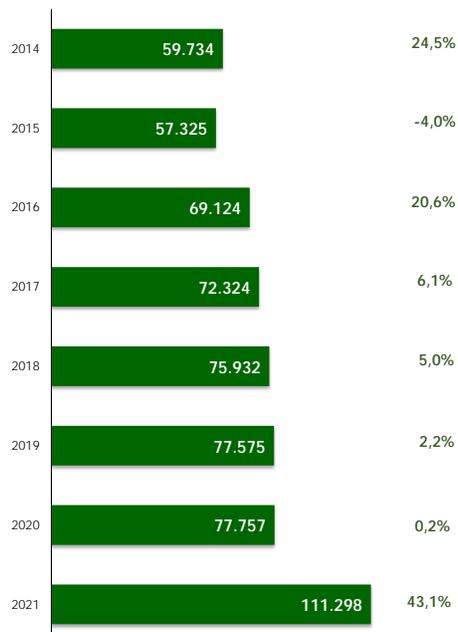
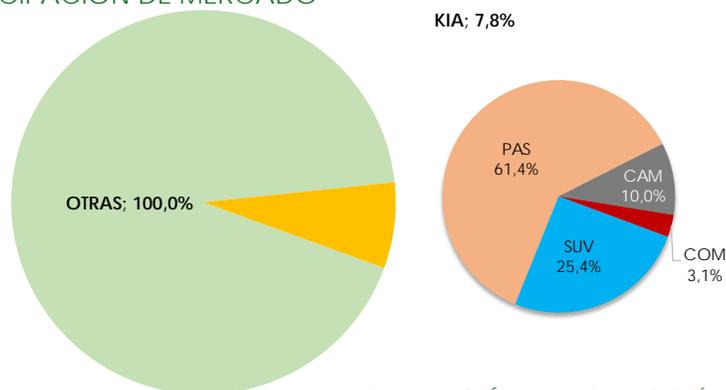
| CATEGORÍA   | 2021    | Var. 20-21 |
|-------------|---------|------------|
| PASAJEROS   | 68.657  | 34,2%      |
| CAMIONETAS  | 28.959  | 20,9%      |
| COMERCIALES | 453     | 46,1%      |
| SUV         | 18.264  | 32,5%      |
| TOTAL       | 116.333 | 30,4%      |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |        |             |        |
|--------------------------------------|--------|-------------|--------|
| ENERO                                | 12.089 | JULIO       | 9.991  |
| FEBRERO                              | 10.220 | AGOSTO      | 10.882 |
| MARZO                                | 11.694 | SEPTIEMBRE  | 8.990  |
| ABRIL                                | 8.126  | OCTUBRE     | 8.382  |
| MAYO                                 | 9.011  | NOVIEMBRE   | 8.817  |
| JUNIO                                | 10.130 | DICIEMBRE   | 8.001  |
| I SEMESTRE                           |        | II SEMESTRE |        |
| 61.270                               |        | 55.063      |        |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 9,0%          | 4        |
| 2015 | 9,2%          | 4        |
| 2016 | 9,3%          | 4        |
| 2017 | 9,0%          | 4        |
| 2018 | 8,8%          | 4        |
| 2019 | 8,5%          | 4        |
| 2020 | 8,9%          | 4        |
| 2021 | 8,1%          | 4        |

| ANTIGÜEDAD DE VENTA (AÑOS) - TOYOTA |        |        |        |       |        |
|-------------------------------------|--------|--------|--------|-------|--------|
| CATEGORÍA                           | 0-5    | 6-10   | 11-15  | 16-20 | + 20   |
| PASAJEROS                           | 4.893  | 9.771  | 17.406 | 5.979 | 9.335  |
| CAMIONETAS                          | 6.615  | 6.100  | 1.814  | 1.062 | 4.469  |
| COMERCIALES                         | 44     | 116    | 51     | 22    | 108    |
| SUV                                 | 4.685  | 5.235  | 2.907  | 1.350 | 872    |
| TOTAL                               | 16.237 | 21.222 | 22.178 | 8.413 | 48.283 |

| REGIÓN                | ENE    | FEB    | MAR    | ABR   | MAY   | JUN    | JUL   | AGO    | SEP   | OCT   | NOV   | DIC   | TOTAL   |
|-----------------------|--------|--------|--------|-------|-------|--------|-------|--------|-------|-------|-------|-------|---------|
| XV Arica y Parinacota | 124    | 85     | 103    | 99    | 68    | 101    | 87    | 81     | 69    | 81    | 75    | 93    | 1.066   |
| I Tarapacá            | 156    | 152    | 171    | 138   | 163   | 172    | 222   | 168    | 162   | 169   | 160   | 145   | 1.978   |
| II Antofagasta        | 179    | 156    | 134    | 153   | 86    | 173    | 142   | 159    | 110   | 116   | 111   | 87    | 1.606   |
| III Atacama           | 198    | 150    | 173    | 122   | 176   | 193    | 197   | 179    | 137   | 143   | 123   | 157   | 1.948   |
| IV Coquimbo           | 639    | 453    | 466    | 305   | 366   | 355    | 405   | 410    | 288   | 304   | 295   | 227   | 4.513   |
| V Valparaiso          | 736    | 634    | 669    | 359   | 482   | 523    | 551   | 627    | 505   | 477   | 420   | 392   | 6.375   |
| RM Metropolitana      | 3.709  | 2.976  | 3.975  | 2.606 | 2.703 | 3.432  | 3.290 | 3.845  | 2.998 | 2.856 | 3.486 | 3.280 | 39.156  |
| VI O'Higgins          | 604    | 509    | 497    | 307   | 402   | 475    | 484   | 473    | 395   | 380   | 365   | 313   | 5.204   |
| VII Maule             | 1.062  | 1.161  | 1.168  | 868   | 820   | 834    | 804   | 856    | 936   | 676   | 820   | 714   | 10.719  |
| XVI Ñuble             | 624    | 482    | 440    | 410   | 478   | 481    | 465   | 435    | 485   | 468   | 344   | 305   | 5.417   |
| VIII Bio-Bio          | 1.635  | 1.491  | 1.625  | 1.054 | 1.258 | 1.469  | 1.301 | 1.523  | 1.190 | 1.121 | 1.027 | 885   | 15.579  |
| IX Araucanía          | 1.123  | 870    | 935    | 703   | 885   | 845    | 898   | 930    | 784   | 723   | 715   | 585   | 9.996   |
| XIV Los Ríos          | 243    | 225    | 197    | 166   | 237   | 214    | 224   | 220    | 187   | 147   | 170   | 136   | 2.366   |
| X Los Lagos           | 820    | 685    | 935    | 661   | 708   | 682    | 719   | 734    | 615   | 554   | 582   | 522   | 8.217   |
| XIV Aysén             | 145    | 79     | 105    | 86    | 99    | 75     | 100   | 140    | 58    | 71    | 54    | 92    | 1.104   |
| XII Magallanes        | 92     | 112    | 101    | 89    | 80    | 106    | 102   | 102    | 71    | 96    | 70    | 68    | 1.089   |
| NACIONAL              | 12.089 | 10.220 | 11.694 | 8.126 | 9.011 | 10.130 | 9.991 | 10.882 | 8.990 | 8.382 | 8.817 | 8.001 | 116.333 |

**EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN**

**PARTICIPACIÓN DE MERCADO**

**DISTRIBUCIÓN POR CATEGORÍA**

| CATEGORÍA    | 2021           | Var. 20-21   |
|--------------|----------------|--------------|
| PASAJEROS    | 68.367         | 40,8%        |
| CAMIONETAS   | 11.158         | 48,3%        |
| COMERCIALES  | 3.455          | 73,5%        |
| SUV          | 28.318         | 43,7%        |
| <b>TOTAL</b> | <b>111.298</b> | <b>43,1%</b> |

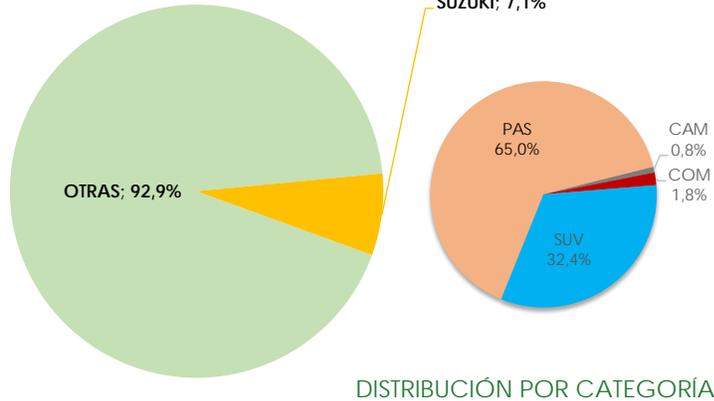
| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |               |                    |               |
|--------------------------------------|---------------|--------------------|---------------|
| ENERO                                | 11.194        | JULIO              | 9.469         |
| FEBRERO                              | 9.486         | AGOSTO             | 10.412        |
| MARZO                                | 10.441        | SEPTIEMBRE         | 8.980         |
| ABRIL                                | 8.048         | OCTUBRE            | 8.380         |
| MAYO                                 | 8.510         | NOVIEMBRE          | 8.686         |
| JUNIO                                | 9.770         | DICIEMBRE          | 7.922         |
| <b>I SEMESTRE</b>                    | <b>57.449</b> | <b>II SEMESTRE</b> | <b>53.849</b> |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 6,7%          | 5        |
| 2015 | 6,5%          | 6        |
| 2016 | 6,9%          | 5        |
| 2017 | 7,4%          | 5        |
| 2018 | 7,6%          | 5        |
| 2019 | 7,9%          | 5        |
| 2020 | 7,7%          | 5        |
| 2021 | 7,8%          | 5        |

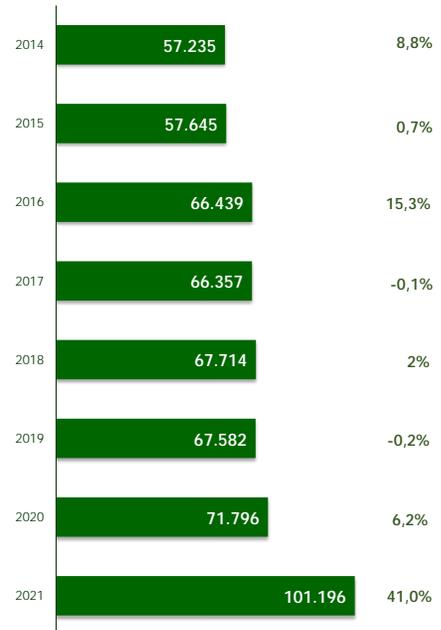
| CATEGORÍA    | ANTIGÜEDAD DE VENTA (AÑOS) - KIA |               |               |              |               |
|--------------|----------------------------------|---------------|---------------|--------------|---------------|
|              | 0-5                              | 6-10          | 11-15         | 16-20        | + 20          |
| PASAJEROS    | 16.743                           | 18.846        | 6.653         | 2.147        | 2.047         |
| CAMIONETAS   | 1.936                            | 2.580         | 1.459         | 866          | 810           |
| COMERCIALES  | 7                                | 7             | 468           | 1.054        | 653           |
| SUV          | 5.690                            | 8.015         | 5.183         | 2.197        | 214           |
| <b>TOTAL</b> | <b>24.376</b>                    | <b>29.448</b> | <b>13.763</b> | <b>6.264</b> | <b>37.447</b> |

| REGIÓN                | ENE           | FEB          | MAR           | ABR          | MAY          | JUN          | JUL          | AGO           | SEP          | OCT          | NOV          | DIC          | TOTAL          |
|-----------------------|---------------|--------------|---------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|----------------|
| XV Arica y Parinacota | 274           | 193          | 218           | 190          | 183          | 188          | 227          | 248           | 188          | 258          | 212          | 241          | 2.620          |
| I Tarapacá            | 199           | 178          | 180           | 155          | 217          | 208          | 194          | 216           | 220          | 204          | 196          | 178          | 2.345          |
| II Antofagasta        | 230           | 245          | 200           | 197          | 138          | 229          | 175          | 268           | 142          | 183          | 159          | 153          | 2.319          |
| III Atacama           | 165           | 125          | 127           | 81           | 118          | 146          | 117          | 133           | 94           | 102          | 107          | 106          | 1.421          |
| IV Coquimbo           | 424           | 300          | 302           | 193          | 232          | 225          | 261          | 311           | 204          | 202          | 173          | 138          | 2.965          |
| V Valparaíso          | 950           | 795          | 785           | 440          | 636          | 664          | 717          | 720           | 665          | 654          | 560          | 497          | 8.083          |
| RM Metropolitana      | 5.004         | 4.096        | 4.754         | 3.890        | 3.808        | 4.794        | 4.356        | 5.064         | 4.253        | 3.802        | 4.289        | 4.015        | 52.125         |
| VI O'Higgins          | 611           | 571          | 501           | 334          | 395          | 470          | 530          | 532           | 435          | 444          | 430          | 382          | 5.635          |
| VII Maule             | 659           | 814          | 837           | 678          | 572          | 531          | 581          | 582           | 607          | 536          | 622          | 476          | 7.495          |
| XVI Ñuble             | 418           | 257          | 329           | 312          | 348          | 314          | 290          | 285           | 339          | 327          | 244          | 218          | 3.681          |
| VIII Bio-Bío          | 902           | 759          | 849           | 641          | 627          | 801          | 750          | 881           | 727          | 662          | 651          | 539          | 8.789          |
| IX Araucanía          | 495           | 435          | 443           | 282          | 423          | 384          | 428          | 411           | 368          | 349          | 348          | 376          | 4.742          |
| XIV Los Ríos          | 200           | 169          | 166           | 136          | 175          | 162          | 171          | 160           | 152          | 152          | 144          | 122          | 1.909          |
| X Los Lagos           | 516           | 419          | 572           | 373          | 486          | 506          | 499          | 451           | 418          | 365          | 392          | 334          | 5.331          |
| XIV Aysén             | 73            | 43           | 74            | 52           | 58           | 46           | 77           | 58            | 75           | 46           | 65           | 47           | 714            |
| XII Magallanes        | 74            | 87           | 104           | 94           | 94           | 102          | 96           | 92            | 93           | 94           | 94           | 100          | 1.124          |
| <b>NACIONAL</b>       | <b>11.194</b> | <b>9.486</b> | <b>10.441</b> | <b>8.048</b> | <b>8.510</b> | <b>9.770</b> | <b>9.469</b> | <b>10.412</b> | <b>8.980</b> | <b>8.380</b> | <b>8.686</b> | <b>7.922</b> | <b>111.298</b> |

PARTICIPACIÓN DE MERCADO



EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN



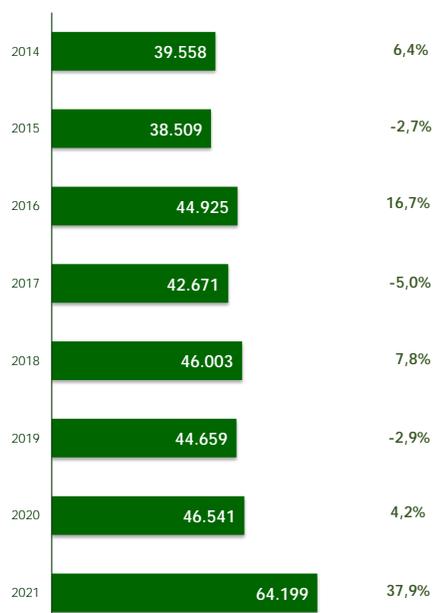
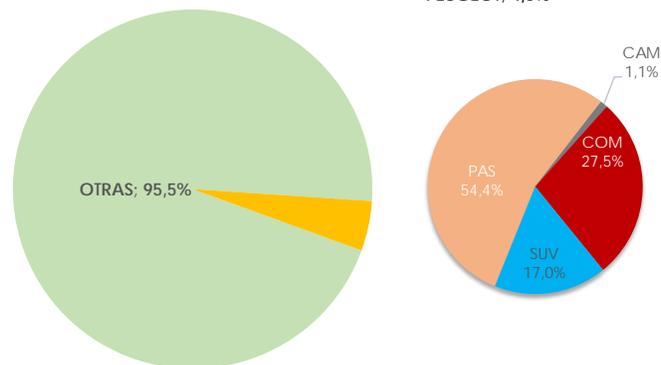
| CATEGORÍA    | 2021           | Var. 20-21   |
|--------------|----------------|--------------|
| PASAJEROS    | 65.766         | 45,1%        |
| CAMIONETAS   | 805            | 63,0%        |
| COMERCIALES  | 1.823          | 49,1%        |
| SUV          | 32.802         | 32,6%        |
| <b>TOTAL</b> | <b>101.196</b> | <b>40,9%</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |               |                    |               |
|--------------------------------------|---------------|--------------------|---------------|
| ENERO                                | 10.281        | JULIO              | 8.690         |
| FEBRERO                              | 8.961         | AGOSTO             | 9.275         |
| MARZO                                | 9.967         | SEPTIEMBRE         | 7.822         |
| ABRIL                                | 7.136         | OCTUBRE            | 7.668         |
| MAYO                                 | 7.541         | NOVIEMBRE          | 7.866         |
| JUNIO                                | 8.538         | DICIEMBRE          | 7.451         |
| <b>I SEMESTRE</b>                    | <b>52.424</b> | <b>II SEMESTRE</b> | <b>48.772</b> |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 6,4%          | 6        |
| 2015 | 6,6%          | 5        |
| 2016 | 6,6%          | 6        |
| 2017 | 6,8%          | 6        |
| 2018 | 6,8%          | 6        |
| 2019 | 6,9%          | 6        |
| 2020 | 7,1%          | 6        |
| 2021 | 7,1%          | 6        |

| ANTIGÜEDAD DE VENTA (AÑOS) - SUZUKI |               |               |               |              |               |
|-------------------------------------|---------------|---------------|---------------|--------------|---------------|
| CATEGORÍA                           | 0-5           | 6-10          | 11-15         | 16-20        | + 20          |
| PASAJEROS                           | 12.416        | 13.842        | 10.226        | 2.617        | 3.339         |
| CAMIONETAS                          | 102           | 150           | 89            | 45           | 109           |
| COMERCIALES                         | 54            | 78            | 158           | 144          | 714           |
| SUV                                 | 4.929         | 5.087         | 5.387         | 3.325        | 4.771         |
| <b>TOTAL</b>                        | <b>17.501</b> | <b>19.157</b> | <b>15.860</b> | <b>6.131</b> | <b>42.547</b> |

| REGIÓN                | ENE           | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL          |
|-----------------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|
| XV Arica y Parinacota | 99            | 76           | 69           | 76           | 68           | 80           | 87           | 66           | 56           | 71           | 61           | 52           | 861            |
| I Tarapacá            | 107           | 117          | 119          | 85           | 128          | 128          | 135          | 103          | 113          | 113          | 98           | 78           | 1.324          |
| II Antofagasta        | 210           | 178          | 148          | 165          | 86           | 162          | 137          | 180          | 109          | 127          | 111          | 106          | 1.719          |
| III Atacama           | 185           | 140          | 165          | 115          | 131          | 174          | 160          | 173          | 124          | 129          | 149          | 133          | 1.778          |
| IV Coquimbo           | 461           | 364          | 342          | 212          | 245          | 213          | 321          | 335          | 240          | 229          | 234          | 160          | 3.356          |
| V Valparaíso          | 900           | 745          | 721          | 383          | 552          | 608          | 628          | 697          | 562          | 592          | 525          | 429          | 7.342          |
| RM Metropolitana      | 4.220         | 3.505        | 4.373        | 3.223        | 3.132        | 3.875        | 3.868        | 4.184        | 3.519        | 3.542        | 3.866        | 3.941        | 45.248         |
| VI O'Higgins          | 596           | 551          | 529          | 313          | 393          | 440          | 492          | 475          | 408          | 381          | 430          | 317          | 5.325          |
| VII Maule             | 645           | 699          | 803          | 618          | 498          | 516          | 512          | 548          | 607          | 512          | 558          | 468          | 6.984          |
| XVI Ñuble             | 358           | 259          | 299          | 268          | 279          | 235          | 254          | 261          | 238          | 253          | 201          | 204          | 3.109          |
| VIII Bio-Bío          | 825           | 805          | 801          | 485          | 628          | 699          | 700          | 799          | 636          | 548          | 532          | 475          | 7.933          |
| IX Araucanía          | 592           | 567          | 529          | 360          | 486          | 489          | 501          | 536          | 412          | 417          | 411          | 394          | 5.694          |
| XIV Los Ríos          | 276           | 237          | 219          | 165          | 217          | 207          | 217          | 199          | 207          | 185          | 129          | 137          | 2.395          |
| X Los Lagos           | 535           | 462          | 565          | 436          | 497          | 534          | 493          | 513          | 426          | 422          | 397          | 376          | 5.656          |
| XIV Aysén             | 103           | 82           | 111          | 94           | 75           | 68           | 66           | 80           | 53           | 46           | 60           | 75           | 913            |
| XII Magallanes        | 169           | 174          | 174          | 138          | 126          | 110          | 119          | 126          | 112          | 101          | 104          | 106          | 1.559          |
| <b>NACIONAL</b>       | <b>10.281</b> | <b>8.961</b> | <b>9.967</b> | <b>7.136</b> | <b>7.541</b> | <b>8.538</b> | <b>8.690</b> | <b>9.275</b> | <b>7.822</b> | <b>7.668</b> | <b>7.866</b> | <b>7.451</b> | <b>101.196</b> |

**EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN**

**PARTICIPACIÓN DE MERCADO**

**DISTRIBUCIÓN POR CATEGORÍA**

| CATEGORÍA    | 2021          | Var. 20-21   |
|--------------|---------------|--------------|
| PASAJEROS    | 34.910        | 37,5%        |
| CAMIONETAS   | 723           | 61,7%        |
| COMERCIALES  | 17.662        | 33,1%        |
| SUV          | 10.904        | 46,6%        |
| <b>TOTAL</b> | <b>64.199</b> | <b>37,9%</b> |

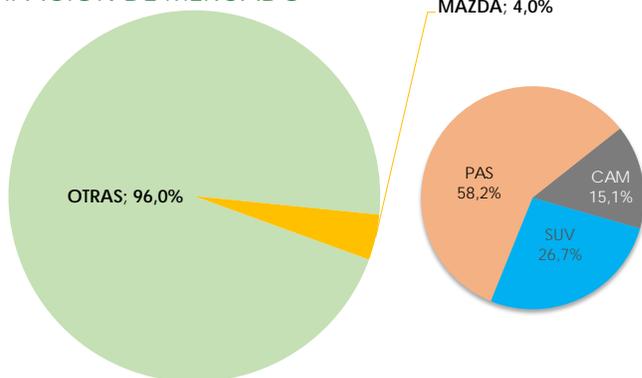
| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |
|--------------------------------------|-------|
| ENERO                                | 6.189 |
| FEBRERO                              | 5.232 |
| MARZO                                | 6.208 |
| ABRIL                                | 4.661 |
| MAYO                                 | 4.804 |
| JUNIO                                | 5.508 |
| I SEMESTRE                           |       |
| 32.602                               |       |
| JULIO                                | 5.717 |
| AGOSTO                               | 6.026 |
| SEPTIEMBRE                           | 5.342 |
| OCTUBRE                              | 4.896 |
| NOVIEMBRE                            | 5.059 |
| DICIEMBRE                            | 4.557 |
| II SEMESTRE                          |       |
| 31.597                               |       |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 4,4%          | 7        |
| 2015 | 4,4%          | 7        |
| 2016 | 4,5%          | 7        |
| 2017 | 4,4%          | 7        |
| 2018 | 4,6%          | 7        |
| 2019 | 4,6%          | 7        |
| 2020 | 4,6%          | 7        |
| 2021 | 4,5%          | 7        |

| CATEGORÍA    | ANTIGÜEDAD DE VENTA (AÑOS) - PEUGEOT |               |              |              |               |
|--------------|--------------------------------------|---------------|--------------|--------------|---------------|
|              | 0-5                                  | 6-10          | 11-15        | 16-20        | + 20          |
| PASAJEROS    | 7.588                                | 4.519         | 6.407        | 5.025        | 1.678         |
| CAMIONETAS   | 270                                  | 53            | 13           | 22           | 29            |
| COMERCIALES  | 5.571                                | 4.467         | 1.908        | 876          | 113           |
| SUV          | 3.625                                | 1.211         | 493          | 614          | 177           |
| <b>TOTAL</b> | <b>17.054</b>                        | <b>10.250</b> | <b>8.821</b> | <b>6.537</b> | <b>21.537</b> |

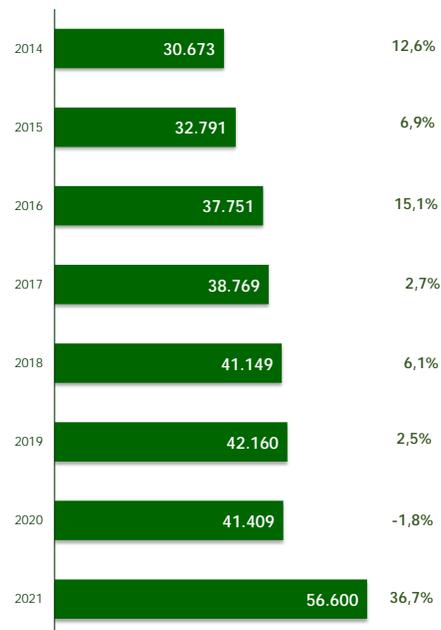
| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 17           | 7            | 12           | 6            | 11           | 10           | 10           | 7            | 6            | 4            | 5            | 8            | 103           |
| I Tarapacá            | 11           | 7            | 18           | 8            | 10           | 9            | 17           | 8            | 12           | 8            | 6            | 16           | 130           |
| II Antofagasta        | 74           | 72           | 54           | 61           | 39           | 68           | 56           | 100          | 63           | 48           | 49           | 49           | 733           |
| III Atacama           | 44           | 34           | 35           | 29           | 42           | 41           | 40           | 38           | 41           | 39           | 33           | 29           | 445           |
| IV Coquimbo           | 175          | 150          | 122          | 93           | 117          | 130          | 138          | 139          | 107          | 126          | 105          | 90           | 1.492         |
| V Valparaíso          | 597          | 530          | 507          | 296          | 381          | 429          | 468          | 472          | 379          | 417          | 353          | 305          | 5.134         |
| RM Metropolitana      | 3.440        | 2.800        | 3.597        | 2.894        | 2.675        | 3.178        | 3.404        | 3.556        | 3.128        | 2.881        | 3.089        | 2.888        | 37.530        |
| VI O'Higgins          | 346          | 309          | 307          | 193          | 231          | 305          | 312          | 332          | 262          | 248          | 253          | 221          | 3.319         |
| VII Maule             | 238          | 273          | 301          | 194          | 238          | 232          | 204          | 205          | 270          | 209          | 205          | 182          | 2.751         |
| XVI Ñuble             | 121          | 90           | 95           | 107          | 105          | 95           | 105          | 93           | 106          | 94           | 91           | 68           | 1.170         |
| VIII Bio-Bio          | 324          | 299          | 338          | 198          | 266          | 280          | 301          | 333          | 288          | 245          | 246          | 191          | 3.309         |
| IX Araucanía          | 286          | 224          | 274          | 181          | 220          | 247          | 215          | 273          | 238          | 188          | 221          | 174          | 2.741         |
| XIV Los Ríos          | 144          | 109          | 132          | 104          | 141          | 159          | 131          | 119          | 127          | 121          | 111          | 87           | 1.485         |
| X Los Lagos           | 330          | 286          | 366          | 259          | 299          | 302          | 286          | 305          | 279          | 242          | 256          | 220          | 3.430         |
| XIV Aysén             | 9            | 4            | 8            | 6            | 2            | 5            | 4            | 5            |              | 5            | 9            | 4            | 61            |
| XII Magallanes        | 33           | 38           | 42           | 32           | 27           | 18           | 26           | 41           | 36           | 21           | 27           | 25           | 366           |
| <b>NACIONAL</b>       | <b>6.189</b> | <b>5.232</b> | <b>6.208</b> | <b>4.661</b> | <b>4.804</b> | <b>5.508</b> | <b>5.717</b> | <b>6.026</b> | <b>5.342</b> | <b>4.896</b> | <b>5.059</b> | <b>4.557</b> | <b>64.199</b> |

PARTICIPACIÓN DE MERCADO



DISTRIBUCIÓN POR CATEGORÍA

EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN



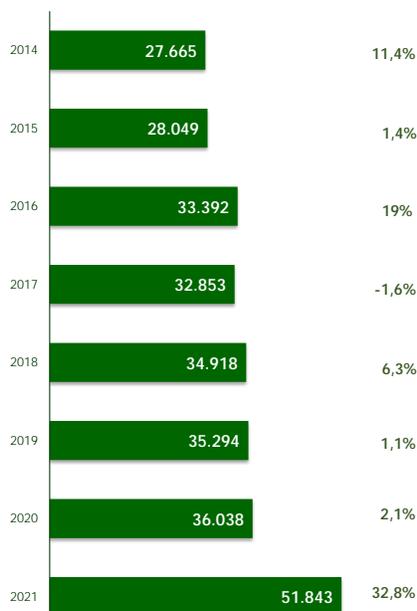
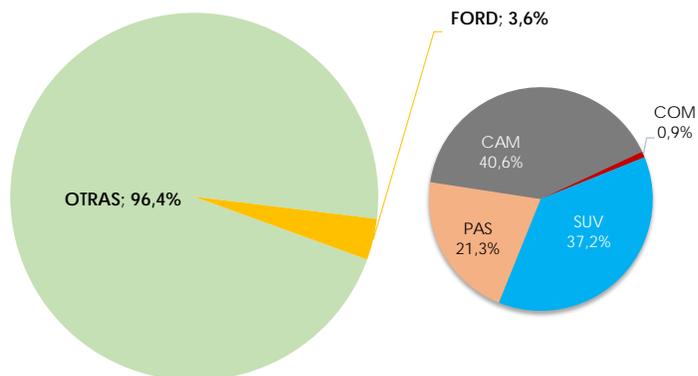
| CATEGORÍA   | 2021   | Var. 20-21 |
|-------------|--------|------------|
| PASAJEROS   | 32.962 | 36,3%      |
| CAMIONETAS  | 8.544  | 46,9%      |
| COMERCIALES | 6      | -99,6%     |
| SUV         | 15.088 | 51,4%      |
| TOTAL       | 56.600 | 36,7%      |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |             |       |
|--------------------------------------|-------|-------------|-------|
| ENERO                                | 5.629 | JULIO       | 4.889 |
| FEBRERO                              | 4.855 | AGOSTO      | 5.149 |
| MARZO                                | 5.555 | SEPTIEMBRE  | 4.493 |
| ABRIL                                | 4.017 | OCTUBRE     | 4.346 |
| MAYO                                 | 4.423 | NOVIEMBRE   | 4.234 |
| JUNIO                                | 4.907 | DICIEMBRE   | 4.103 |
| I SEMESTRE                           |       | II SEMESTRE |       |
| 29.386                               |       | 27.214      |       |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 3,4%          | 10       |
| 2015 | 3,7%          | 9        |
| 2016 | 3,8%          | 8        |
| 2017 | 4,0%          | 8        |
| 2018 | 4,1%          | 8        |
| 2019 | 4,3%          | 8        |
| 2020 | 4,1%          | 8        |
| 2021 | 4,0%          | 8        |

| ANTIGÜEDAD DE VENTA (AÑOS) - MAZDA |        |        |        |       |        |
|------------------------------------|--------|--------|--------|-------|--------|
| CATEGORÍA                          | 0-5    | 6-10   | 11-15  | 16-20 | + 20   |
| PASAJEROS                          | 4.739  | 9.091  | 6.462  | 1.792 | 2.765  |
| CAMIONETAS                         | 1.700  | 1.253  | 919    | 573   | 517    |
| COMERCIALES                        | 0      | 0      | 2      | 1     | 0      |
| SUV                                | 4.097  | 3.265  | 3.510  | 1.277 | 197    |
| TOTAL                              | 10.536 | 13.609 | 10.893 | 3.643 | 17.919 |

| REGIÓN                | ENE   | FEB   | MAR   | ABR   | MAY   | JUN   | JUL   | AGO   | SEP   | OCT   | NOV   | DIC   | TOTAL  |
|-----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| XV Arica y Parinacota | 397   | 282   | 306   | 238   | 272   | 262   | 282   | 300   | 235   | 247   | 241   | 241   | 3.303  |
| I Tarapacá            | 472   | 414   | 454   | 315   | 551   | 480   | 517   | 458   | 410   | 380   | 372   | 368   | 5.191  |
| II Antofagasta        | 103   | 81    | 63    | 76    | 37    | 52    | 60    | 70    | 48    | 37    | 58    | 51    | 736    |
| III Atacama           | 41    | 48    | 45    | 24    | 41    | 40    | 52    | 50    | 33    | 42    | 40    | 34    | 490    |
| IV Coquimbo           | 203   | 144   | 142   | 88    | 106   | 100   | 121   | 110   | 108   | 107   | 82    | 82    | 1.393  |
| V Valparaíso          | 371   | 354   | 347   | 190   | 234   | 307   | 292   | 309   | 237   | 269   | 234   | 205   | 3.349  |
| RM Metropolitana      | 2.026 | 1.732 | 2.244 | 1.611 | 1.648 | 1.953 | 1.878 | 2.083 | 1.791 | 1.780 | 1.807 | 1.810 | 22.363 |
| VI O'Higgins          | 303   | 258   | 261   | 163   | 178   | 223   | 260   | 255   | 237   | 204   | 198   | 200   | 2.740  |
| VII Maule             | 267   | 287   | 342   | 246   | 224   | 220   | 233   | 256   | 263   | 200   | 242   | 195   | 2.975  |
| XVI Ñuble             | 148   | 98    | 109   | 117   | 99    | 120   | 113   | 99    | 111   | 99    | 74    | 81    | 1.268  |
| VIII Bio-Bio          | 399   | 352   | 372   | 270   | 288   | 337   | 335   | 387   | 303   | 296   | 254   | 230   | 3.823  |
| IX Araucanía          | 286   | 216   | 271   | 176   | 241   | 222   | 218   | 216   | 202   | 172   | 181   | 157   | 2.558  |
| XIV Los Ríos          | 76    | 68    | 74    | 62    | 76    | 73    | 71    | 83    | 64    | 56    | 48    | 50    | 801    |
| X Los Lagos           | 197   | 161   | 213   | 148   | 153   | 196   | 163   | 170   | 189   | 155   | 135   | 138   | 2.018  |
| XIV Aysén             | 85    | 55    | 56    | 62    | 64    | 54    | 59    | 76    | 62    | 63    | 55    | 59    | 750    |
| XII Magallanes        | 255   | 305   | 256   | 231   | 211   | 268   | 235   | 227   | 200   | 239   | 213   | 202   | 2.842  |
| NACIONAL              | 5.629 | 4.855 | 5.555 | 4.017 | 4.423 | 4.907 | 4.889 | 5.149 | 4.493 | 4.346 | 4.234 | 4.103 | 56.600 |

**EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN**

**PARTICIPACIÓN DE MERCADO**

**DISTRIBUCIÓN POR CATEGORÍA**

| CATEGORÍA    | 2021          | Var. 20-21   |
|--------------|---------------|--------------|
| PASAJEROS    | 11.053        | 45,3%        |
| CAMIONETAS   | 21.050        | 42,4%        |
| COMERCIALES  | 450           | 67,9%        |
| SUV          | 19.290        | 44,2%        |
| <b>TOTAL</b> | <b>51.843</b> | <b>43,9%</b> |

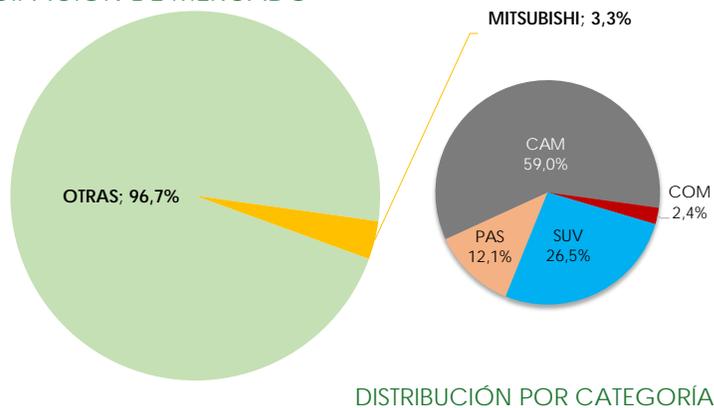
| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |             |       |
|--------------------------------------|-------|-------------|-------|
| ENERO                                | 4.867 | JULIO       | 4.382 |
| FEBRERO                              | 4.330 | AGOSTO      | 4.978 |
| MARZO                                | 5.011 | SEPTIEMBRE  | 4.281 |
| ABRIL                                | 3.737 | OCTUBRE     | 4.003 |
| MAYO                                 | 3.775 | NOVIEMBRE   | 4.042 |
| JUNIO                                | 4.500 | DICIEMBRE   | 3.937 |
| I SEMESTRE                           |       | II SEMESTRE |       |
| 26.220                               |       | 25.623      |       |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 3,1%          | 9        |
| 2015 | 3,2%          | 10       |
| 2016 | 3,3%          | 10       |
| 2017 | 3,4%          | 10       |
| 2018 | 3,5%          | 10       |
| 2019 | 3,6%          | 9        |
| 2020 | 3,6%          | 9        |
| 2021 | 3,6%          | 9        |

| ANTIGÜEDAD DE VENTA (AÑOS) - FORD |               |               |              |              |               |
|-----------------------------------|---------------|---------------|--------------|--------------|---------------|
| CATEGORÍA                         | 0-5           | 6-10          | 11-15        | 16-20        | + 20          |
| PASAJEROS                         | 1999          | 2864          | 1250         | 668          | 814           |
| CAMIONETAS                        | 5309          | 4374          | 1719         | 832          | 2023          |
| COMERCIALES                       | 141           | 44            | 22           | 10           | 44            |
| SUV                               | 5544          | 3794          | 2277         | 734          | 832           |
| <b>TOTAL</b>                      | <b>12.993</b> | <b>11.076</b> | <b>5.268</b> | <b>2.244</b> | <b>20.262</b> |

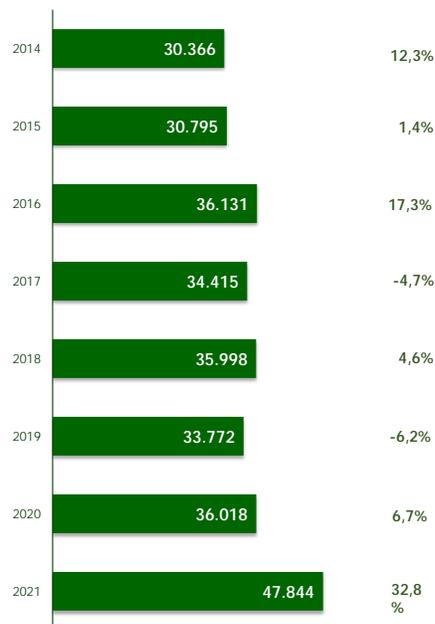
| REGIÓN          |                    | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV              | Arica y Parinacota | 50           | 34           | 44           | 44           | 45           | 31           | 48           | 39           | 37           | 52           | 40           | 46           | 510           |
| I               | Tarapacá           | 50           | 47           | 53           | 36           | 39           | 43           | 58           | 58           | 50           | 31           | 43           | 49           | 557           |
| II              | Antofagasta        | 200          | 170          | 166          | 183          | 100          | 177          | 152          | 224          | 146          | 116          | 119          | 123          | 1.876         |
| III             | Atacama            | 101          | 70           | 94           | 62           | 84           | 101          | 82           | 94           | 83           | 88           | 58           | 71           | 988           |
| IV              | Coquimbo           | 235          | 233          | 207          | 139          | 161          | 139          | 194          | 164          | 148          | 126          | 152          | 103          | 2.001         |
| V               | Valparaíso         | 370          | 313          | 329          | 165          | 261          | 273          | 296          | 319          | 268          | 278          | 213          | 195          | 3.280         |
| RM              | Metropolitana      | 2.224        | 1.928        | 2.326        | 1.839        | 1.696        | 2.275        | 2.103        | 2.486        | 2.045        | 2.027        | 2.170        | 2.257        | 25.376        |
| VI              | O'Higgins          | 175          | 208          | 208          | 135          | 162          | 169          | 200          | 201          | 179          | 170          | 166          | 147          | 2.120         |
| VII             | Maule              | 196          | 246          | 311          | 190          | 204          | 211          | 190          | 193          | 234          | 177          | 194          | 176          | 2.522         |
| XVI             | Ñuble              | 159          | 108          | 103          | 112          | 106          | 116          | 111          | 115          | 129          | 113          | 109          | 85           | 1.366         |
| VIII            | Bio-Bio            | 490          | 388          | 469          | 303          | 359          | 404          | 394          | 430          | 357          | 324          | 279          | 252          | 4.449         |
| IX              | Araucanía          | 218          | 205          | 204          | 139          | 179          | 181          | 186          | 223          | 185          | 153          | 153          | 157          | 2.183         |
| XIV             | Los Ríos           | 73           | 68           | 91           | 57           | 72           | 68           | 50           | 76           | 69           | 71           | 52           | 49           | 796           |
| X               | Los Lagos          | 228          | 216          | 293          | 241          | 220          | 221          | 249          | 269          | 265          | 202          | 197          | 172          | 2.773         |
| XIV             | Aysén              | 26           | 19           | 24           | 23           | 28           | 24           | 19           | 27           | 27           | 14           | 27           | 7            | 265           |
| XII             | Magallanes         | 72           | 77           | 89           | 69           | 59           | 67           | 50           | 60           | 59           | 61           | 70           | 48           | 781           |
| <b>NACIONAL</b> |                    | <b>4.867</b> | <b>4.330</b> | <b>5.011</b> | <b>3.737</b> | <b>3.775</b> | <b>4.500</b> | <b>4.382</b> | <b>4.978</b> | <b>4.281</b> | <b>4.003</b> | <b>4.042</b> | <b>3.937</b> | <b>51.843</b> |

PARTICIPACIÓN DE MERCADO



DISTRIBUCIÓN POR CATEGORÍA

EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN



| CATEGORÍA   | 2021   | Var. 20-21 |
|-------------|--------|------------|
| PASAJEROS   | 5.767  | 39,3%      |
| CAMIONETAS  | 28.248 | 29,7%      |
| COMERCIALES | 1.137  | 67,2%      |
| SUV         | 12.692 | 34,7%      |
| TOTAL       | 47.844 | 32,8%      |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |        |
|--------------------------------------|--------|
| ENERO                                | 4.638  |
| FEBRERO                              | 4.106  |
| MARZO                                | 4.863  |
| ABRIL                                | 3.564  |
| MAYO                                 | 3.690  |
| JUNIO                                | 4.132  |
| JULIO                                | 3.952  |
| AGOSTO                               | 4.530  |
| SEPTIEMBRE                           | 3.796  |
| OCTUBRE                              | 3.485  |
| NOVIEMBRE                            | 3.726  |
| DICIEMBRE                            | 3.362  |
| I SEMESTRE                           | 24.993 |
| II SEMESTRE                          | 22.851 |

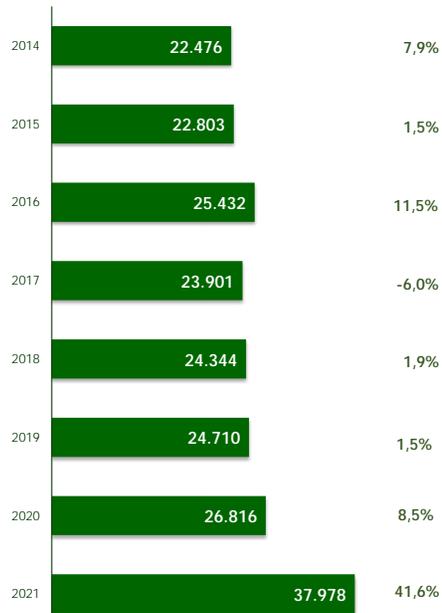
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 3,4%          | 8        |
| 2015 | 3,5%          | 8        |
| 2016 | 3,6%          | 9        |
| 2017 | 3,5%          | 9        |
| 2018 | 3,6%          | 9        |
| 2019 | 3,5%          | 10       |
| 2020 | 3,6%          | 10       |
| 2021 | 3,3%          | 10       |

| ANTIGÜEDAD DE VENTA (AÑOS) - MITSUBISHI |        |       |       |       |        |
|-----------------------------------------|--------|-------|-------|-------|--------|
| CATEGORÍA                               | 0-5    | 6-10  | 11-15 | 16-20 | + 20   |
| PASAJEROS                               | 690    | 930   | 877   | 471   | 1.012  |
| CAMIONETAS                              | 9.722  | 5.868 | 2.055 | 1.025 | 663    |
| COMERCIALES                             | 0      | 347   | 232   | 116   | 103    |
| SUV                                     | 1.836  | 1.712 | 2.093 | 1.390 | 2.630  |
| TOTAL                                   | 12.248 | 8.857 | 5.257 | 3.002 | 18.480 |

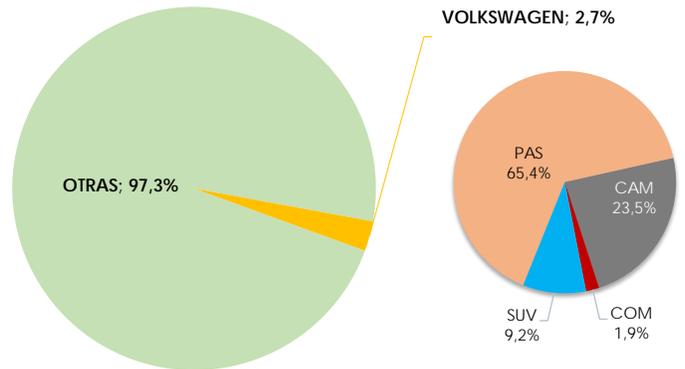
| REGIÓN                | ENE   | FEB   | MAR   | ABR   | MAY   | JUN   | JUL   | AGO   | SEP   | OCT   | NOV   | DIC   | TOTAL  |
|-----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| XV Arica y Parinacota | 111   | 102   | 94    | 87    | 80    | 66    | 79    | 88    | 83    | 76    | 74    | 68    | 1.008  |
| I Tarapacá            | 111   | 113   | 121   | 73    | 102   | 102   | 115   | 117   | 96    | 81    | 98    | 78    | 1.207  |
| II Antofagasta        | 76    | 66    | 56    | 66    | 40    | 65    | 50    | 59    | 55    | 39    | 46    | 28    | 646    |
| III Atacama           | 69    | 66    | 60    | 52    | 54    | 45    | 62    | 57    | 53    | 50    | 45    | 55    | 668    |
| IV Coquimbo           | 185   | 163   | 158   | 104   | 127   | 123   | 165   | 145   | 124   | 104   | 99    | 70    | 1.567  |
| V Valparaíso          | 313   | 271   | 275   | 145   | 206   | 242   | 239   | 278   | 260   | 203   | 233   | 165   | 2.830  |
| RM Metropolitana      | 1.661 | 1.450 | 1.830 | 1.292 | 1.359 | 1.642 | 1.477 | 1.831 | 1.411 | 1.374 | 1.578 | 1.562 | 18.467 |
| VI O'Higgins          | 249   | 237   | 220   | 155   | 179   | 190   | 187   | 186   | 185   | 175   | 164   | 156   | 2.283  |
| VII Maule             | 272   | 296   | 373   | 268   | 238   | 244   | 220   | 277   | 253   | 230   | 264   | 227   | 3.162  |
| XVI Ñuble             | 195   | 153   | 188   | 155   | 153   | 186   | 143   | 147   | 163   | 142   | 133   | 101   | 1.859  |
| VIII Bio-Bio          | 402   | 378   | 483   | 373   | 349   | 377   | 346   | 466   | 331   | 309   | 270   | 236   | 4.320  |
| IX Araucanía          | 316   | 274   | 314   | 227   | 259   | 278   | 313   | 316   | 266   | 209   | 255   | 185   | 3.212  |
| XIV Los Ríos          | 114   | 90    | 101   | 80    | 89    | 125   | 109   | 87    | 97    | 88    | 71    | 72    | 1.123  |
| X Los Lagos           | 358   | 282   | 402   | 331   | 314   | 303   | 323   | 305   | 261   | 264   | 268   | 241   | 3.652  |
| XIV Aysén             | 136   | 65    | 102   | 73    | 83    | 81    | 68    | 99    | 89    | 60    | 60    | 63    | 979    |
| XII Magallanes        | 70    | 100   | 86    | 83    | 58    | 63    | 56    | 72    | 69    | 81    | 68    | 55    | 861    |
| NACIONAL              | 4.638 | 4.106 | 4.863 | 3.564 | 3.690 | 4.132 | 3.952 | 4.530 | 3.796 | 3.485 | 3.726 | 3.362 | 47.844 |



EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN



PARTICIPACIÓN DE MERCADO



| CATEGORÍA    | 2021          | Var. 18-19   |
|--------------|---------------|--------------|
| PASAJEROS    | 24.837        | 40,2%        |
| CAMIONETAS   | 8.925         | 40,4%        |
| COMERCIALES  | 734           | 56,8%        |
| SUV          | 3.482         | 53,2%        |
| <b>TOTAL</b> | <b>37.978</b> | <b>41,6%</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |               |                    |               |
|--------------------------------------|---------------|--------------------|---------------|
| ENERO                                | 3.611         | JULIO              | 3.198         |
| FEBRERO                              | 3.121         | AGOSTO             | 3.667         |
| MARZO                                | 3.708         | SEPTIEMBRE         | 3.106         |
| ABRIL                                | 2.829         | OCTUBRE            | 2.818         |
| MAYO                                 | 2.931         | NOVIEMBRE          | 2.989         |
| JUNIO                                | 3.172         | DICIEMBRE          | 2.828         |
| <b>I SEMESTRE</b>                    | <b>19.372</b> | <b>II SEMESTRE</b> | <b>18.606</b> |

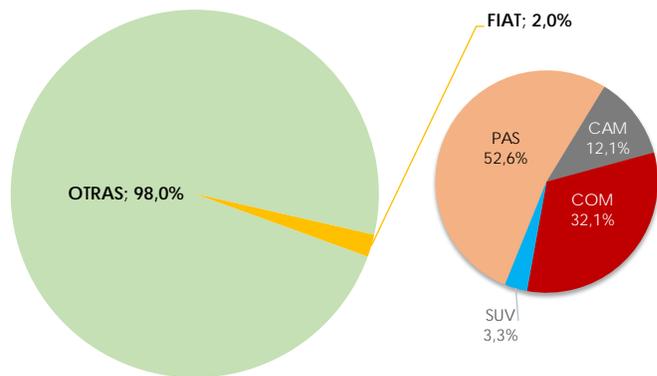
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 2,5%          | 11       |
| 2015 | 2,6%          | 11       |
| 2016 | 2,5%          | 11       |
| 2017 | 2,5%          | 11       |
| 2018 | 2,4%          | 11       |
| 2019 | 2,5%          | 11       |
| 2020 | 2,7%          | 11       |
| 2021 | 2,7%          | 11       |

| ANTIGÜEDAD DE VENTA (AÑOS) - VOLKSWAGEN |              |              |              |              |               |
|-----------------------------------------|--------------|--------------|--------------|--------------|---------------|
| CATEGORÍA                               | 0-5          | 6-10         | 11-15        | 16-20        | + 20          |
| PASAJEROS                               | 4.403        | 3.371        | 2.768        | 3.444        | 2.596         |
| CAMIONETAS                              | 2.367        | 2.517        | 126          | 118          | 287           |
| COMERCIALES                             | 101          | 129          | 11           | 7            | 287           |
| SUV                                     | 1.075        | 627          | 196          | 86           | 194           |
| <b>TOTAL</b>                            | <b>7.946</b> | <b>6.644</b> | <b>3.101</b> | <b>3.655</b> | <b>16.632</b> |

| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 3            | 5            | 8            | 1            | 5            | 9            | 11           | 4            | 4            | 1            | 12           | 4            | 67            |
| I Tarapacá            | 11           | 9            | 11           | 4            | 6            | 8            | 6            | 13           | 8            | 5            | 9            | 9            | 99            |
| II Antofagasta        | 32           | 33           | 34           | 17           | 15           | 30           | 16           | 27           | 18           | 20           | 17           | 15           | 274           |
| III Atacama           | 26           | 15           | 13           | 13           | 23           | 30           | 18           | 22           | 12           | 14           | 20           | 19           | 225           |
| IV Coquimbo           | 108          | 91           | 89           | 62           | 71           | 68           | 82           | 97           | 75           | 54           | 52           | 48           | 897           |
| V Valparaíso          | 308          | 304          | 287          | 140          | 239          | 234          | 234          | 269          | 222          | 221          | 208          | 184          | 2.850         |
| RM Metropolitana      | 2.136        | 1.765        | 2.233        | 1.808        | 1.734        | 1.948        | 2.001        | 2.272        | 1.906        | 1.759        | 1.941        | 1.932        | 23.435        |
| VI O'Higgins          | 192          | 185          | 202          | 129          | 164          | 152          | 185          | 217          | 190          | 171          | 163          | 130          | 2.080         |
| VII Maule             | 115          | 152          | 136          | 117          | 101          | 86           | 93           | 97           | 115          | 90           | 114          | 82           | 1.298         |
| XVI Ñuble             | 101          | 34           | 69           | 75           | 73           | 49           | 63           | 65           | 64           | 65           | 45           | 36           | 739           |
| VIII Bio-Bio          | 230          | 214          | 216          | 168          | 159          | 188          | 169          | 243          | 174          | 121          | 127          | 127          | 2.136         |
| IX Araucanía          | 99           | 97           | 119          | 64           | 102          | 118          | 104          | 108          | 86           | 84           | 84           | 67           | 1.132         |
| XIV Los Ríos          | 65           | 34           | 55           | 42           | 50           | 68           | 42           | 39           | 57           | 43           | 45           | 27           | 567           |
| X Los Lagos           | 154          | 137          | 197          | 143          | 152          | 148          | 145          | 159          | 150          | 135          | 119          | 116          | 1.755         |
| XIV Aysén             | 5            | 3            | 5            | 7            | 2            | 6            | 8            | 3            | 6            | 5            | 7            | 3            | 60            |
| XII Magallanes        | 26           | 43           | 34           | 39           | 35           | 30           | 21           | 32           | 19           | 30           | 26           | 29           | 364           |
| <b>NACIONAL</b>       | <b>3.611</b> | <b>3.121</b> | <b>3.708</b> | <b>2.829</b> | <b>2.931</b> | <b>3.172</b> | <b>3.198</b> | <b>3.667</b> | <b>3.106</b> | <b>2.818</b> | <b>2.989</b> | <b>2.828</b> | <b>37.978</b> |

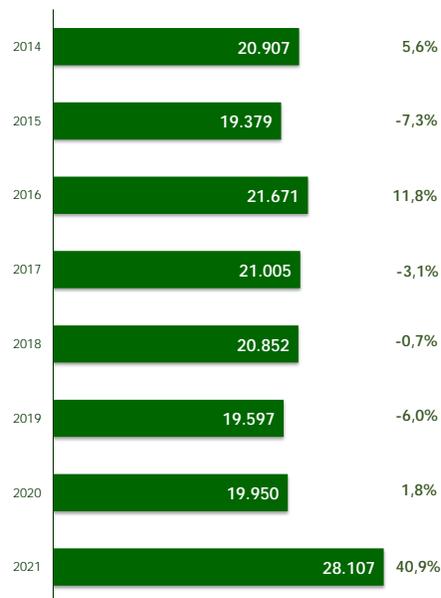


PARTICIPACIÓN DE MERCADO



DISTRIBUCIÓN POR CATEGORÍA

EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN



| CATEGORÍA    | 2021          | Var. 20-21   |
|--------------|---------------|--------------|
| PASAJEROS    | 14.785        | 46,2%        |
| CAMIONETAS   | 3.390         | 38,9%        |
| COMERCIALES  | 9.011         | 32,2%        |
| SUV          | 921           | 59,1%        |
| <b>TOTAL</b> | <b>28.107</b> | <b>40,9%</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |               |
|--------------------------------------|---------------|
| ENERO                                | 2.779         |
| FEBRERO                              | 2.313         |
| MARZO                                | 2.811         |
| ABRIL                                | 1.953         |
| MAYO                                 | 2.172         |
| JUNIO                                | 2.398         |
| <b>I SEMESTRE</b>                    | <b>14.426</b> |
| JULIO                                | 2.414         |
| AGOSTO                               | 2.541         |
| SEPTIEMBRE                           | 2.176         |
| OCTUBRE                              | 2.323         |
| NOVIEMBRE                            | 2.249         |
| DICIEMBRE                            | 1.978         |
| <b>II SEMESTRE</b>                   | <b>13.681</b> |

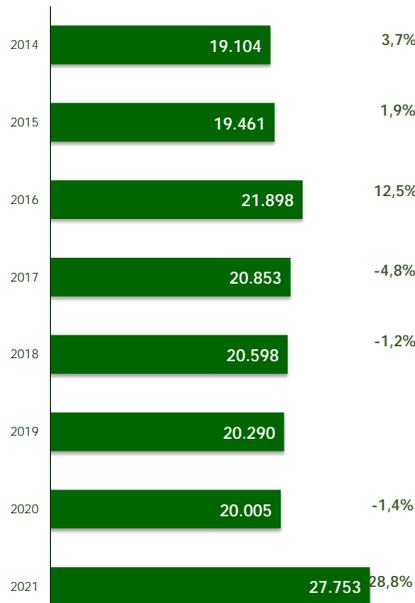
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 2,3%          | 12       |
| 2015 | 2,2%          | 12       |
| 2016 | 2,2%          | 12       |
| 2017 | 2,2%          | 13       |
| 2018 | 2,1%          | 12       |
| 2019 | 2,0%          | 13       |
| 2020 | 2,0%          | 13       |
| 2021 | 2,0%          | 12       |

| ANTIGÜEDAD DE VENTA (AÑOS) - FIAT |              |              |              |              |               |
|-----------------------------------|--------------|--------------|--------------|--------------|---------------|
| CATEGORÍA                         | 0-5          | 6-10         | 11-15        | 16-20        | + 20          |
| PASAJEROS                         | 1.530        | 1.498        | 2.227        | 2.644        | 1.735         |
| CAMIONETAS                        | 1.050        | 503          | 364          | 274          | 263           |
| COMERCIALES                       | 2.287        | 2.802        | 876          | 370          | 628           |
| SUV                               | 185          | 70           | 198          | 58           | 35            |
| <b>TOTAL</b>                      | <b>5.052</b> | <b>4.873</b> | <b>3.665</b> | <b>3.346</b> | <b>11.171</b> |

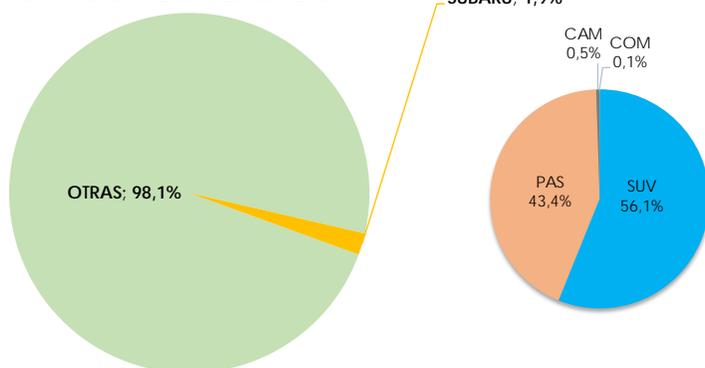
| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 1            | 2            | 0            | 1            | 1            | 0            | 0            | 2            | 1            | 1            | 5            | 5            | 19            |
| I Tarapacá            | 3            | 1            | 4            | 3            | 1            | 5            | 4            | 6            | 6            | 3            | 1            | 1            | 38            |
| II Antofagasta        | 26           | 22           | 13           | 20           | 8            | 27           | 22           | 25           | 20           | 22           | 15           | 28           | 248           |
| III Atacama           | 25           | 11           | 21           | 16           | 21           | 19           | 24           | 26           | 11           | 19           | 11           | 12           | 216           |
| IV Coquimbo           | 84           | 64           | 80           | 43           | 63           | 28           | 58           | 60           | 51           | 44           | 42           | 27           | 644           |
| V Valparaíso          | 257          | 245          | 271          | 126          | 228          | 209          | 218          | 245          | 207          | 215          | 181          | 174          | 2.576         |
| RM Metropolitana      | 1.541        | 1.227        | 1.631        | 1.208        | 1.167        | 1.413        | 1.397        | 1.423        | 1.250        | 1.350        | 1.381        | 1.166        | 16.154        |
| VI O'Higgins          | 136          | 115          | 136          | 74           | 104          | 118          | 115          | 147          | 124          | 119          | 97           | 104          | 1.389         |
| VII Maule             | 92           | 135          | 132          | 83           | 89           | 107          | 85           | 116          | 103          | 92           | 112          | 84           | 1.230         |
| XVI Ñuble             | 82           | 40           | 49           | 60           | 63           | 56           | 59           | 52           | 48           | 59           | 55           | 51           | 674           |
| VIII Bio-Bio          | 215          | 174          | 188          | 141          | 163          | 163          | 181          | 181          | 154          | 169          | 144          | 130          | 2.003         |
| IX Araucanía          | 142          | 107          | 111          | 56           | 109          | 110          | 95           | 122          | 76           | 102          | 85           | 80           | 1.195         |
| XIV Los Ríos          | 54           | 48           | 41           | 24           | 25           | 32           | 30           | 32           | 30           | 31           | 30           | 29           | 406           |
| X Los Lagos           | 88           | 90           | 98           | 72           | 98           | 86           | 97           | 79           | 70           | 81           | 77           | 71           | 1.007         |
| XIV Aysén             | 10           | 7            | 5            | 3            | 8            | 6            | 5            | 6            | 8            | 4            | 3            | 2            | 67            |
| XII Magallanes        | 23           | 25           | 31           | 23           | 24           | 19           | 24           | 19           | 17           | 12           | 10           | 14           | 241           |
| <b>NACIONAL</b>       | <b>2.779</b> | <b>2.313</b> | <b>2.811</b> | <b>1.953</b> | <b>2.172</b> | <b>2.398</b> | <b>2.414</b> | <b>2.541</b> | <b>2.176</b> | <b>2.323</b> | <b>2.249</b> | <b>1.978</b> | <b>28.107</b> |



EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN



PARTICIPACIÓN DE MERCADO



| CATEGORÍA    | 2021          | Var. 20-21   |
|--------------|---------------|--------------|
| PASAJEROS    | 12.037        | 38,6%        |
| CAMIONETAS   | 126           | 57,5%        |
| COMERCIALES  | 14            | 40,0%        |
| SUV          | 15.576        | 38,7%        |
| <b>TOTAL</b> | <b>27.753</b> | <b>38,7%</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |       |             |       |
|--------------------------------------|-------|-------------|-------|
| ENERO                                | 2.819 | JULIO       | 2.430 |
| FEBRERO                              | 2.427 | AGOSTO      | 2.551 |
| MARZO                                | 2.618 | SEPTIEMBRE  | 2.245 |
| ABRIL                                | 2.014 | OCTUBRE     | 1.978 |
| MAYO                                 | 2.194 | NOVIEMBRE   | 2.095 |
| JUNIO                                | 2.402 | DICIEMBRE   | 1.980 |
| I SEMESTRE                           |       | II SEMESTRE |       |
| 14.474                               |       | 13.279      |       |

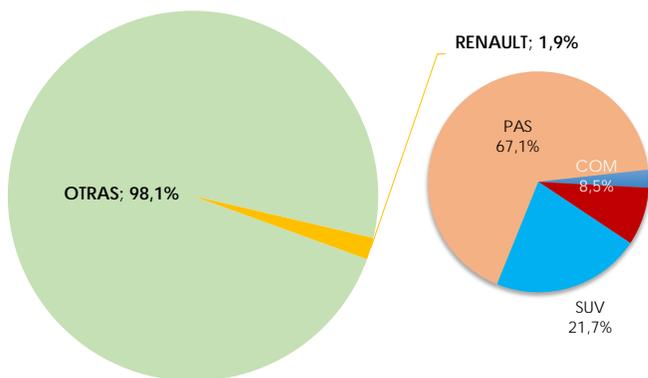
| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 2,1%          | 13       |
| 2015 | 2,2%          | 13       |
| 2016 | 2,2%          | 13       |
| 2017 | 2,1%          | 13       |
| 2018 | 2,1%          | 13       |
| 2019 | 2,1%          | 12       |
| 2020 | 2,0%          | 12       |
| 2021 | 1,9%          | 13       |

| ANTIGÜEDAD DE VENTA (AÑOS) - SUBARU |              |              |              |              |               |
|-------------------------------------|--------------|--------------|--------------|--------------|---------------|
| CATEGORÍA                           | 0-5          | 6-10         | 11-15        | 16-20        | + 20          |
| PASAJEROS                           | 946          | 1.307        | 1.904        | 1.557        | 2.639         |
| CAMIONETAS                          | 0            | 0            | 42           | 21           | 51            |
| COMERCIALES                         | 0            | 0            | 0            | 0            | 6             |
| SUV                                 | 3.983        | 3.254        | 1.766        | 994          | 1.820         |
| <b>TOTAL</b>                        | <b>4.929</b> | <b>4.561</b> | <b>3.712</b> | <b>2.572</b> | <b>11.979</b> |

| REGIÓN          |                    | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV              | Arica y Parinacota | 19           | 20           | 14           | 19           | 11           | 21           | 17           | 16           | 15           | 17           | 11           | 20           | 200           |
| I               | Tarapacá           | 59           | 29           | 50           | 36           | 51           | 30           | 39           | 34           | 34           | 36           | 19           | 28           | 445           |
| II              | Antofagasta        | 39           | 28           | 28           | 20           | 20           | 27           | 23           | 33           | 29           | 21           | 17           | 19           | 304           |
| III             | Atacama            | 32           | 21           | 25           | 17           | 23           | 27           | 18           | 27           | 20           | 18           | 18           | 14           | 260           |
| IV              | Coquimbo           | 80           | 79           | 52           | 36           | 48           | 32           | 72           | 55           | 50           | 40           | 40           | 39           | 623           |
| V               | Valparaíso         | 177          | 163          | 170          | 87           | 143          | 111          | 159          | 143          | 115          | 104          | 119          | 98           | 1.589         |
| RM              | Metropolitana      | 1.297        | 1.136        | 1.311        | 992          | 1.040        | 1.272        | 1.231        | 1.308        | 1.116        | 1.025        | 1.042        | 1.095        | 13.865        |
| VI              | O'Higgins          | 153          | 115          | 110          | 64           | 97           | 101          | 107          | 121          | 110          | 83           | 101          | 71           | 1.233         |
| VII             | Maule              | 124          | 135          | 157          | 124          | 108          | 127          | 112          | 134          | 115          | 103          | 155          | 98           | 1.492         |
| XVI             | Ñuble              | 101          | 74           | 72           | 91           | 95           | 73           | 75           | 76           | 87           | 67           | 80           | 68           | 959           |
| VIII            | Bio-Bio            | 244          | 216          | 193          | 176          | 156          | 193          | 182          | 199          | 184          | 131          | 169          | 125          | 2.168         |
| IX              | Araucanía          | 193          | 145          | 162          | 126          | 162          | 133          | 148          | 160          | 136          | 130          | 132          | 130          | 1.757         |
| XIV             | Los Ríos           | 66           | 64           | 69           | 55           | 64           | 65           | 75           | 64           | 63           | 58           | 44           | 37           | 724           |
| X               | Los Lagos          | 173          | 157          | 165          | 124          | 141          | 154          | 132          | 130          | 131          | 113          | 114          | 108          | 1.642         |
| XIV             | Aysén              | 34           | 16           | 15           | 25           | 16           | 13           | 19           | 25           | 16           | 9            | 14           | 9            | 211           |
| XII             | Magallanes         | 28           | 29           | 25           | 22           | 19           | 23           | 21           | 26           | 24           | 23           | 20           | 21           | 281           |
| <b>NACIONAL</b> |                    | <b>2.819</b> | <b>2.427</b> | <b>2.618</b> | <b>2.014</b> | <b>2.194</b> | <b>2.402</b> | <b>2.430</b> | <b>2.551</b> | <b>2.245</b> | <b>1.978</b> | <b>2.095</b> | <b>1.980</b> | <b>27.753</b> |

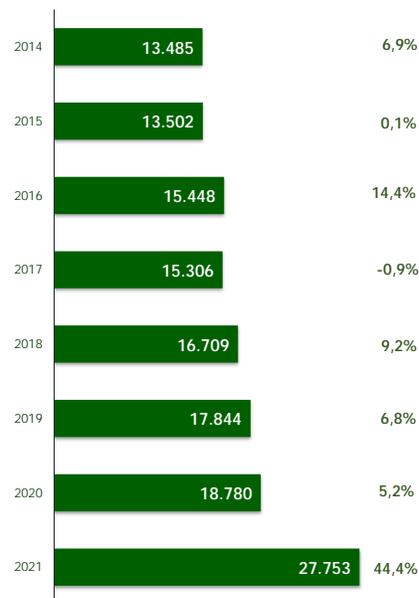


## PARTICIPACIÓN DE MERCADO



## DISTRIBUCIÓN POR CATEGORÍA

## EVOLUCIÓN 2014 - 2021 VENTA - VARIACIÓN



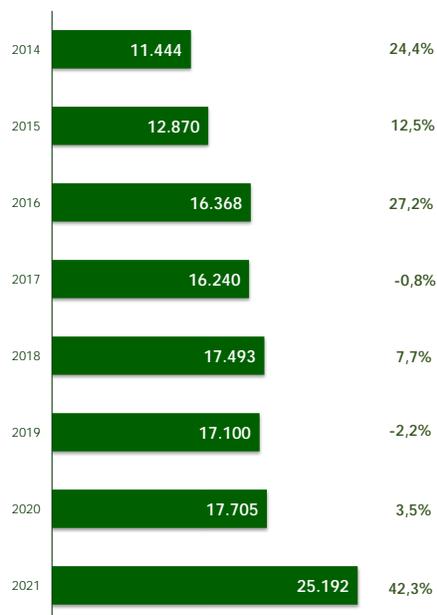
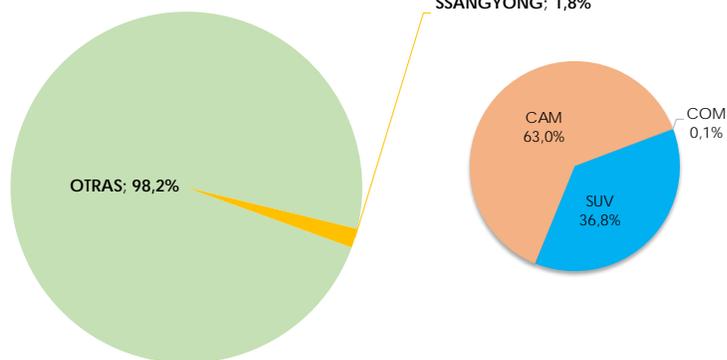
| CATEGORÍA   | 2021   | Var. 20-21 |
|-------------|--------|------------|
| PASAJEROS   | 18.207 | 43,0%      |
| CAMIONETAS  | 709    | 91,6%      |
| COMERCIALES | 2.307  | 51,1%      |
| SUV         | 5.897  | 42,0%      |
| TOTAL       | 27.120 | 44,4%      |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |        |
|--------------------------------------|--------|
| ENERO                                | 2.749  |
| FEBRERO                              | 2.366  |
| MARZO                                | 2.599  |
| ABRIL                                | 1.878  |
| MAYO                                 | 1.929  |
| JUNIO                                | 2.313  |
| JULIO                                | 2.189  |
| AGOSTO                               | 2.629  |
| SEPTIEMBRE                           | 2.248  |
| OCTUBRE                              | 2.084  |
| NOVIEMBRE                            | 2.134  |
| DICIEMBRE                            | 2.002  |
| I SEMESTRE                           | 13.834 |
| II SEMESTRE                          | 13.286 |

| ANTIGÜEDAD DE VENTA (AÑOS) - RENAULT |       |       |       |       |        |
|--------------------------------------|-------|-------|-------|-------|--------|
| CATEGORÍA                            | 0-5   | 6-10  | 11-15 | 16-20 | + 20   |
| PASAJEROS                            | 3.945 | 2.004 | 3.092 | 1.756 | 776    |
| CAMIONETAS                           | 79    | 0     | 0     | 0     | 0      |
| COMERCIALES                          | 632   | 411   | 283   | 160   | 122    |
| SUV                                  | 2.076 | 765   | 371   | 202   | 35     |
| TOTAL                                | 6.732 | 3.180 | 3.746 | 2.118 | 11.344 |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 1,5%          | 14       |
| 2015 | 1,5%          | 14       |
| 2016 | 1,5%          | 14       |
| 2017 | 1,6%          | 14       |
| 2018 | 1,7%          | 14       |
| 2019 | 1,8%          | 14       |
| 2020 | 1,9%          | 14       |
| 2021 | 1,9%          | 14       |

| REGIÓN                | ENE   | FEB   | MAR   | ABR   | MAY   | JUN   | JUL   | AGO   | SEP   | OCT   | NOV   | DIC   | TOTAL  |
|-----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| XV Arica y Parinacota | 3     | 1     | 4     | 0     | 2     | 0     | 1     | 1     | 4     | 1     | 2     | 0     | 19     |
| I Tarapacá            | 3     | 4     | 3     | 3     | 3     | 2     | 2     | 1     | 3     | 4     | 5     | 4     | 37     |
| II Antofagasta        | 53    | 40    | 36    | 38    | 17    | 38    | 37    | 54    | 31    | 43    | 32    | 31    | 450    |
| III Atacama           | 21    | 21    | 32    | 17    | 24    | 23    | 34    | 33    | 13    | 18    | 20    | 17    | 273    |
| IV Coquimbo           | 73    | 62    | 66    | 39    | 53    | 49    | 66    | 69    | 56    | 57    | 39    | 47    | 676    |
| V Valparaíso          | 268   | 243   | 223   | 115   | 153   | 204   | 188   | 211   | 176   | 171   | 173   | 139   | 2.264  |
| RM Metropolitana      | 1.458 | 1.183 | 1.493 | 1.102 | 1.051 | 1.347 | 1.180 | 1.506 | 1.247 | 1.214 | 1.294 | 1.262 | 15.337 |
| VI O'Higgins          | 138   | 152   | 114   | 71    | 85    | 110   | 145   | 129   | 112   | 86    | 95    | 84    | 1.321  |
| VII Maule             | 95    | 95    | 104   | 86    | 69    | 69    | 69    | 88    | 98    | 67    | 96    | 65    | 1.001  |
| XVI Ñuble             | 41    | 30    | 40    | 27    | 31    | 20    | 33    | 28    | 44    | 40    | 27    | 20    | 381    |
| VIII Bio-Bio          | 165   | 185   | 131   | 90    | 122   | 137   | 130   | 155   | 147   | 110   | 96    | 96    | 1.564  |
| IX Araucanía          | 143   | 91    | 83    | 66    | 95    | 103   | 89    | 100   | 99    | 81    | 72    | 69    | 1.091  |
| XIV Los Ríos          | 61    | 36    | 46    | 21    | 32    | 28    | 28    | 48    | 47    | 37    | 34    | 35    | 453    |
| X Los Lagos           | 134   | 128   | 146   | 136   | 128   | 117   | 132   | 140   | 112   | 93    | 98    | 85    | 1.449  |
| XIV Aysén             | 11    | 17    | 11    | 11    | 9     | 5     | 7     | 12    | 10    | 4     | 4     | 6     | 107    |
| XII Magallanes        | 82    | 78    | 67    | 56    | 55    | 61    | 48    | 54    | 49    | 58    | 47    | 42    | 697    |
| NACIONAL              | 2.749 | 2.366 | 2.599 | 1.878 | 1.929 | 2.313 | 2.189 | 2.629 | 2.248 | 2.084 | 2.134 | 2.002 | 27.120 |

**EVOLUCIÓN 2014 - 2021  
VENTA - VARIACIÓN**

**PARTICIPACIÓN DE MERCADO**

**DISTRIBUCIÓN POR CATEGORÍA**

| CATEGORÍA    | 2021          | Var. 20-21   |
|--------------|---------------|--------------|
| PASAJEROS    | 17            | 240,0%       |
| CAMIONETAS   | 15.865        | 45,4%        |
| COMERCIALES  | 33            | 37,5%        |
| SUV          | 9.277         | 37,2%        |
| <b>TOTAL</b> | <b>25.192</b> | <b>42,3%</b> |

| VENTA MENSUAL - SEMESTRAL - AÑO 2021 |               |                    |               |
|--------------------------------------|---------------|--------------------|---------------|
| ENERO                                | 2.467         | JULIO              | 2.092         |
| FEBRERO                              | 2.114         | AGOSTO             | 2.455         |
| MARZO                                | 2.363         | SEPTIEMBRE         | 2.031         |
| ABRIL                                | 1.878         | OCTUBRE            | 1.903         |
| MAYO                                 | 1.890         | NOVIEMBRE          | 2.050         |
| JUNIO                                | 2.155         | DICIEMBRE          | 1.794         |
| <b>I SEMESTRE</b>                    | <b>12.867</b> | <b>II SEMESTRE</b> | <b>12.325</b> |

| AÑO  | PARTICIPACIÓN | POSICIÓN |
|------|---------------|----------|
| 2014 | 1,3%          | 11       |
| 2015 | 1,5%          | 12       |
| 2016 | 1,6%          | 15       |
| 2017 | 1,7%          | 15       |
| 2018 | 1,8%          | 15       |
| 2019 | 1,8%          | 15       |
| 2020 | 1,8%          | 15       |
| 2021 | 1,8%          | 15       |

| ANTIGÜEDAD DE VENTA (AÑOS) - SSANGYONG |              |              |              |            |              |
|----------------------------------------|--------------|--------------|--------------|------------|--------------|
| CATEGORÍA                              | 0-5          | 6-10         | 11-15        | 16-20      | + 20         |
| PASAJEROS                              | 0            | 0            | 4            | 0          | 0            |
| CAMIONETAS                             | 4.492        | 4.659        | 1.138        | 72         | 0            |
| COMERCIALES                            | 14           | 5            | 0            | 0          | 1            |
| SUV                                    | 1.708        | 2.537        | 1.545        | 836        | 89           |
| <b>TOTAL</b>                           | <b>6.214</b> | <b>7.201</b> | <b>2.687</b> | <b>908</b> | <b>8.182</b> |

| REGIÓN                | ENE          | FEB          | MAR          | ABR          | MAY          | JUN          | JUL          | AGO          | SEP          | OCT          | NOV          | DIC          | TOTAL         |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| XV Arica y Parinacota | 49           | 44           | 44           | 44           | 33           | 30           | 41           | 35           | 41           | 30           | 29           | 41           | 461           |
| I Tarapacá            | 62           | 53           | 49           | 36           | 61           | 73           | 64           | 69           | 54           | 56           | 55           | 56           | 688           |
| II Antofagasta        | 19           | 16           | 18           | 18           | 10           | 14           | 6            | 15           | 14           | 17           | 16           | 6            | 169           |
| III Atacama           | 25           | 28           | 23           | 17           | 24           | 21           | 11           | 26           | 18           | 18           | 11           | 16           | 238           |
| IV Coquimbo           | 81           | 70           | 54           | 37           | 48           | 46           | 66           | 52           | 41           | 40           | 49           | 21           | 605           |
| V Valparaíso          | 208          | 187          | 166          | 118          | 136          | 181          | 157          | 169          | 190          | 150          | 137          | 124          | 1.923         |
| RM Metropolitana      | 1.123        | 897          | 1.113        | 883          | 857          | 1.017        | 946          | 1.223        | 931          | 887          | 1.058        | 939          | 11.874        |
| VI O'Higgins          | 153          | 143          | 141          | 86           | 112          | 126          | 141          | 158          | 126          | 119          | 117          | 82           | 1.504         |
| VII Maule             | 139          | 160          | 205          | 146          | 144          | 129          | 151          | 154          | 141          | 141          | 142          | 103          | 1.755         |
| XVI Ñuble             | 69           | 47           | 36           | 68           | 51           | 50           | 53           | 47           | 53           | 52           | 37           | 43           | 606           |
| VIII Bio-Bio          | 173          | 159          | 163          | 126          | 119          | 149          | 145          | 180          | 127          | 113          | 110          | 109          | 1.673         |
| IX Araucanía          | 95           | 94           | 95           | 80           | 93           | 80           | 102          | 88           | 75           | 77           | 81           | 81           | 1.041         |
| XIV Los Ríos          | 58           | 34           | 46           | 29           | 41           | 55           | 26           | 50           | 43           | 41           | 42           | 32           | 497           |
| X Los Lagos           | 117          | 100          | 126          | 111          | 97           | 116          | 106          | 115          | 107          | 79           | 92           | 82           | 1.248         |
| XIV Aysén             | 41           | 23           | 31           | 26           | 24           | 14           | 30           | 32           | 34           | 32           | 25           | 22           | 334           |
| XII Magallanes        | 55           | 59           | 53           | 53           | 40           | 54           | 47           | 42           | 36           | 51           | 49           | 37           | 576           |
| <b>NACIONAL</b>       | <b>2.467</b> | <b>2.114</b> | <b>2.363</b> | <b>1.878</b> | <b>1.890</b> | <b>2.155</b> | <b>2.092</b> | <b>2.455</b> | <b>2.031</b> | <b>1.903</b> | <b>2.050</b> | <b>1.794</b> | <b>25.192</b> |

# MARCAS / VENTA MENSUAL

| MARCA        | ENERO         | FEBRERO        | MARZO          | ABRIL          | MAYO           | JUNIO          | JULIO          | AGOSTO         | SEPTIEMBRE     | OCTUBRE        | NOVIEMBRE      | DICIEMBRE      | TOTAL          |                  |
|--------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| 1            | CHEVROLET     | 21.408         | 18.402         | 20.453         | 14.167         | 16.137         | 18.379         | 17.899         | 19.437         | 16.794         | 15.634         | 15.827         | 14.475         | 209.012          |
| 2            | HYUNDAI       | 14.029         | 12.216         | 13.609         | 9.988          | 10.807         | 12.031         | 12.339         | 13.286         | 11.447         | 10.967         | 10.886         | 10.091         | 141.696          |
| 3            | NISSAN        | 11.674         | 10.140         | 11.365         | 8.333          | 9.439          | 10.300         | 10.434         | 11.303         | 9.727          | 8.783          | 8.968          | 8.410          | 118.876          |
| 4            | TOYOTA        | 12.089         | 10.220         | 11.694         | 8.126          | 9.011          | 10.130         | 9.991          | 10.882         | 8.990          | 8.382          | 8.817          | 8.001          | 116.333          |
| 5            | KIA MOTORS    | 11.194         | 9.486          | 10.441         | 8.048          | 8.510          | 9.770          | 9.469          | 10.412         | 8.980          | 8.380          | 8.686          | 7.922          | 111.298          |
| 6            | SUZUKI        | 10.281         | 8.961          | 9.967          | 7.136          | 7.541          | 8.538          | 8.690          | 9.275          | 7.822          | 7.668          | 7.866          | 7.451          | 101.196          |
| 7            | PEUGEOT       | 6.189          | 5.232          | 6.208          | 4.661          | 4.804          | 5.508          | 5.717          | 6.026          | 5.342          | 4.896          | 5.059          | 4.557          | 64.199           |
| 8            | MAZDA         | 5.629          | 4.855          | 5.555          | 4.017          | 4.423          | 4.907          | 4.889          | 5.149          | 4.493          | 4.346          | 4.234          | 4.103          | 56.600           |
| 9            | FORD          | 4.866          | 4.330          | 5.011          | 3.737          | 3.774          | 4.500          | 4.382          | 4.977          | 4.281          | 4.003          | 4.042          | 3.940          | 51.843           |
| 10           | MITSUBISHI    | 4.638          | 4.106          | 4.863          | 3.564          | 3.690          | 4.132          | 3.952          | 4.530          | 3.796          | 3.485          | 3.726          | 3.362          | 47.844           |
| 11           | VOLKSWAGEN    | 3.611          | 3.121          | 3.708          | 2.829          | 2.931          | 3.172          | 3.198          | 3.667          | 3.106          | 2.818          | 2.989          | 2.828          | 37.978           |
| 12           | FIAT          | 2.779          | 2.313          | 2.811          | 1.953          | 2.172          | 2.398          | 2.414          | 2.541          | 2.176          | 2.323          | 2.249          | 1.978          | 28.107           |
| 13           | SUBARU        | 2.819          | 2.427          | 2.618          | 2.014          | 2.194          | 2.402          | 2.430          | 2.551          | 2.245          | 1.978          | 2.095          | 1.980          | 27.753           |
| 14           | RENAULT       | 2.747          | 2.364          | 2.597          | 1.878          | 1.929          | 2.312          | 2.187          | 2.627          | 2.248          | 2.084          | 2.133          | 2.014          | 27.120           |
| 15           | SSANGYONG     | 2.466          | 2.113          | 2.361          | 1.878          | 1.890          | 2.153          | 2.092          | 2.455          | 2.031          | 1.903          | 2.048          | 1.802          | 25.192           |
| 16           | CITROEN       | 2.299          | 2.122          | 2.548          | 1.737          | 1.712          | 2.017          | 2.114          | 2.563          | 2.062          | 2.023          | 1.960          | 1.759          | 24.916           |
| 17           | HONDA         | 2.036          | 1.675          | 1.995          | 1.424          | 1.541          | 1.664          | 1.732          | 1.737          | 1.523          | 1.477          | 1.511          | 1.387          | 19.702           |
| 18           | MERCEDES BENZ | 1.517          | 1.402          | 1.692          | 1.302          | 1.215          | 1.390          | 1.444          | 1.608          | 1.343          | 1.364          | 1.435          | 1.414          | 17.126           |
| 19           | BMW           | 1.501          | 1.358          | 1.545          | 1.225          | 1.110          | 1.356          | 1.338          | 1.411          | 1.264          | 1.202          | 1.210          | 1.187          | 15.707           |
| 20           | CHERY         | 1.360          | 1.206          | 1.372          | 944            | 1.067          | 1.243          | 1.337          | 1.490          | 1.339          | 1.336          | 1.335          | 1.314          | 15.343           |
| 21           | GREAT WALL    | 1.442          | 1.226          | 1.455          | 1.013          | 1.029          | 1.277          | 1.218          | 1.336          | 1.209          | 1.059          | 1.200          | 1.063          | 14.527           |
| 22           | JEEP          | 1.284          | 1.240          | 1.312          | 974            | 911            | 1.097          | 1.126          | 1.267          | 1.010          | 975            | 1.093          | 1.004          | 13.293           |
| 23           | JAC           | 946            | 833            | 882            | 702            | 777            | 921            | 929            | 1.001          | 907            | 866            | 984            | 902            | 10.650           |
| 24           | DODGE         | 985            | 871            | 1.051          | 781            | 767            | 884            | 883            | 949            | 860            | 790            | 710            | 805            | 10.336           |
| 25           | SAMSUNG       | 996            | 817            | 893            | 674            | 668            | 791            | 764            | 793            | 719            | 696            | 671            | 635            | 9.117            |
| 26           | DAEWOO        | 979            | 794            | 855            | 546            | 795            | 790            | 794            | 840            | 712            | 658            | 603            | 584            | 8.950            |
| 27           | AUDI          | 859            | 727            | 874            | 683            | 684            | 761            | 700            | 830            | 705            | 669            | 695            | 685            | 8.872            |
| 28           | MAHINDRA      | 802            | 742            | 868            | 657            | 650            | 759            | 754            | 838            | 698            | 609            | 738            | 711            | 8.826            |
| 29           | OPEL          | 783            | 685            | 713            | 510            | 669            | 668            | 654            | 767            | 621            | 588            | 589            | 510            | 7.757            |
| 30           | CHANGAN       | 627            | 551            | 632            | 533            | 554            | 639            | 570            | 702            | 696            | 675            | 687            | 648            | 7.514            |
| 31           | MG            | 550            | 483            | 631            | 479            | 511            | 595            | 620            | 831            | 640            | 718            | 698            | 677            | 7.433            |
| 32           | VOLVO         | 675            | 561            | 677            | 491            | 444            | 564            | 594            | 633            | 600            | 548            | 537            | 586            | 6.910            |
| 33           | DAIHATSU      | 552            | 466            | 498            | 352            | 405            | 461            | 463            | 448            | 476            | 371            | 370            | 337            | 5.199            |
| 34           | GEELY         | 360            | 300            | 340            | 250            | 298            | 303            | 267            | 297            | 267            | 294            | 279            | 237            | 3.492            |
| 35           | BYD           | 381            | 292            | 341            | 209            | 260            | 323            | 334            | 320            | 275            | 228            | 247            | 236            | 3.446            |
| 36           | DFM           | 225            | 205            | 191            | 209            | 172            | 226            | 214            | 260            | 256            | 200            | 207            | 151            | 2.516            |
| 37           | FOTON         | 184            | 176            | 227            | 157            | 178            | 195            | 206            | 216            | 213            | 208            | 226            | 194            | 2.380            |
| 38           | DFSK          | 166            | 146            | 180            | 182            | 148            | 201            | 218            | 244            | 195            | 217            | 209            | 205            | 2.311            |
| 39           | LIFAN         | 215            | 198            | 196            | 172            | 184            | 196            | 202            | 205            | 190            | 161            | 168            | 184            | 2.271            |
| 40           | MAXUS         | 114            | 123            | 185            | 133            | 166            | 138            | 172            | 210            | 244            | 223            | 257            | 273            | 2.238            |
| 41           | MINI          | 208            | 174            | 211            | 156            | 158            | 187            | 178            | 208            | 177            | 181            | 152            | 162            | 2.152            |
| 42           | LAND ROVER    | 173            | 161            | 220            | 146            | 123            | 164            | 201            | 189            | 178            | 172            | 176            | 201            | 2.104            |
| 43           | CHRYSLER      | 193            | 187            | 219            | 153            | 151            | 158            | 175            | 205            | 181            | 144            | 154            | 160            | 2.080            |
| 44           | BRILLIANCE    | 169            | 137            | 146            | 121            | 133            | 141            | 143            | 185            | 161            | 147            | 157            | 167            | 1.807            |
| 45           | HAFEI         | 147            | 142            | 170            | 115            | 141            | 149            | 149            | 186            | 136            | 145            | 144            | 126            | 1.750            |
| 46           | PORSCHE       | 148            | 126            | 189            | 113            | 109            | 140            | 133            | 123            | 176            | 157            | 146            | 161            | 1.721            |
| 47           | BAIC          | 107            | 81             | 106            | 90             | 101            | 116            | 111            | 155            | 120            | 126            | 137            | 143            | 1.393            |
| 48           | SKODA         | 135            | 111            | 117            | 86             | 99             | 106            | 95             | 130            | 91             | 102            | 110            | 75             | 1.257            |
| 49           | ZX AUTO       | 92             | 94             | 113            | 75             | 95             | 102            | 93             | 109            | 80             | 83             | 93             | 89             | 1.118            |
| 50           | FAW           | 98             | 91             | 98             | 92             | 68             | 93             | 88             | 114            | 95             | 87             | 87             | 102            | 1.113            |
|              | OTROS         | 1.510          | 1.317          | 1.526          | 1.117          | 1.241          | 1.361          | 1.434          | 1.581          | 1.465          | 1.406          | 1.593          | 1.410          | 16.961           |
| <b>TOTAL</b> |               | <b>141.237</b> | <b>122.106</b> | <b>138.529</b> | <b>100.932</b> | <b>108.586</b> | <b>122.808</b> | <b>122.530</b> | <b>134.099</b> | <b>115.362</b> | <b>108.555</b> | <b>111.193</b> | <b>103.398</b> | <b>1.429.335</b> |

# MARCAS / VENTA TRIMESTRAL Y SEMESTRAL

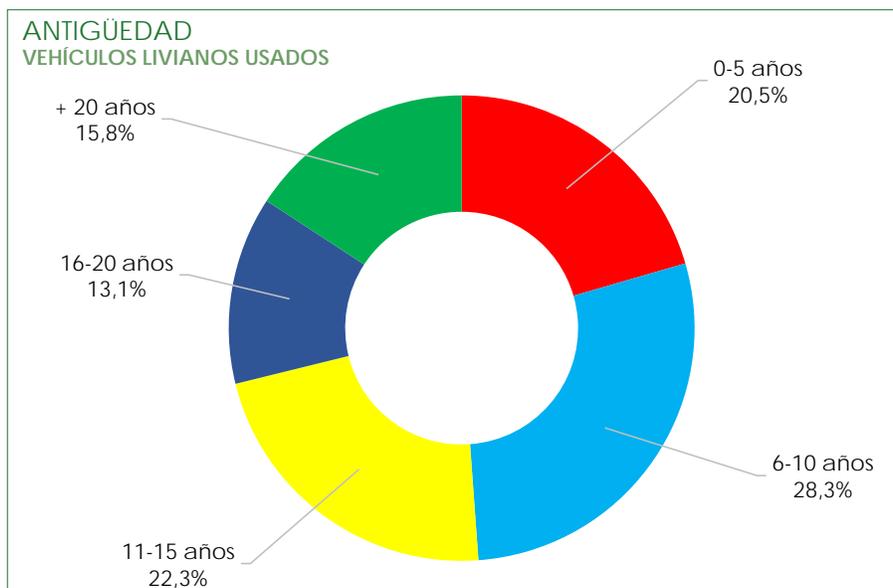
| MARCA | TRIMESTRE     |                |                |                |                | ANUAL            | SEMESTRE       |                |                  |
|-------|---------------|----------------|----------------|----------------|----------------|------------------|----------------|----------------|------------------|
|       | I             | II             | III            | IV             | I              |                  | II             | ANUAL          |                  |
| 1     | CHEVROLET     | 60.263         | 48.683         | 54.130         | 45.936         | 209.012          | 108.946        | 100.066        | 209.012          |
| 2     | HYUNDAI       | 39.854         | 32.826         | 37.072         | 31.944         | 141.696          | 72.680         | 69.016         | 141.696          |
| 3     | NISSAN        | 33.179         | 28.072         | 31.464         | 26.161         | 118.876          | 61.251         | 57.625         | 118.876          |
| 4     | TOYOTA        | 34.003         | 27.267         | 29.863         | 25.200         | 116.333          | 61.270         | 55.063         | 116.333          |
| 5     | KIA MOTORS    | 31.121         | 26.328         | 28.861         | 24.988         | 111.298          | 57.449         | 53.849         | 111.298          |
| 6     | SUZUKI        | 29.209         | 23.215         | 25.787         | 22.985         | 101.196          | 52.424         | 48.772         | 101.196          |
| 7     | PEUGEOT       | 17.629         | 14.973         | 17.085         | 14.512         | 64.199           | 32.602         | 31.597         | 64.199           |
| 8     | MAZDA         | 16.039         | 13.347         | 14.531         | 12.683         | 56.600           | 29.386         | 27.214         | 56.600           |
| 9     | FORD          | 14.207         | 12.011         | 13.640         | 11.985         | 51.843           | 26.218         | 25.625         | 51.843           |
| 10    | MITSUBISHI    | 13.607         | 11.386         | 12.278         | 10.573         | 47.844           | 24.993         | 22.851         | 47.844           |
| 11    | VOLKSWAGEN    | 10.440         | 8.932          | 9.971          | 8.635          | 37.978           | 19.372         | 18.606         | 37.978           |
| 12    | FIAT          | 7.903          | 6.523          | 7.131          | 6.550          | 28.107           | 14.426         | 13.681         | 28.107           |
| 13    | SUBARU        | 7.864          | 6.610          | 7.226          | 6.053          | 27.753           | 14.474         | 13.279         | 27.753           |
| 14    | RENAULT       | 7.708          | 6.119          | 7.062          | 6.231          | 27.120           | 13.827         | 13.293         | 27.120           |
| 15    | SSANGYONG     | 6.940          | 5.921          | 6.578          | 5.753          | 25.192           | 12.861         | 12.331         | 25.192           |
| 16    | CITROEN       | 6.969          | 5.466          | 6.739          | 5.742          | 24.916           | 12.435         | 12.481         | 24.916           |
| 17    | HONDA         | 5.706          | 4.629          | 4.992          | 4.375          | 19.702           | 10.335         | 9.367          | 19.702           |
| 18    | MERCEDES BENZ | 4.611          | 3.907          | 4.395          | 4.213          | 17.126           | 8.518          | 8.608          | 17.126           |
| 19    | BMW           | 4.404          | 3.691          | 4.013          | 3.599          | 15.707           | 8.095          | 7.612          | 15.707           |
| 20    | CHERY         | 3.938          | 3.254          | 4.166          | 3.985          | 15.343           | 7.192          | 8.151          | 15.343           |
| 21    | GREAT WALL    | 4.123          | 3.319          | 3.763          | 3.322          | 14.527           | 7.442          | 7.085          | 14.527           |
| 22    | JEEP          | 3.836          | 2.982          | 3.403          | 3.072          | 13.293           | 6.818          | 6.475          | 13.293           |
| 23    | JAC           | 2.661          | 2.400          | 2.837          | 2.752          | 10.650           | 5.061          | 5.589          | 10.650           |
| 24    | DODGE         | 2.907          | 2.432          | 2.692          | 2.305          | 10.336           | 5.339          | 4.997          | 10.336           |
| 25    | SAMSUNG       | 2.706          | 2.133          | 2.276          | 2.002          | 9.117            | 4.839          | 4.278          | 9.117            |
| 26    | DAEWOO        | 2.628          | 2.131          | 2.346          | 1.845          | 8.950            | 4.759          | 4.191          | 8.950            |
| 27    | AUDI          | 2.460          | 2.128          | 2.235          | 2.049          | 8.872            | 4.588          | 4.284          | 8.872            |
| 28    | MAHINDRA      | 2.412          | 2.066          | 2.290          | 2.058          | 8.826            | 4.478          | 4.348          | 8.826            |
| 29    | OPEL          | 2.181          | 1.847          | 2.042          | 1.687          | 7.757            | 4.028          | 3.729          | 7.757            |
| 30    | CHANGAN       | 1.810          | 1.726          | 1.968          | 2.010          | 7.514            | 3.536          | 3.978          | 7.514            |
| 31    | MG            | 1.664          | 1.585          | 2.091          | 2.093          | 7.433            | 3.249          | 4.184          | 7.433            |
| 32    | VOLVO         | 1.913          | 1.499          | 1.827          | 1.671          | 6.910            | 3.412          | 3.498          | 6.910            |
| 33    | DAIHATSU      | 1.516          | 1.218          | 1.387          | 1.078          | 5.199            | 2.734          | 2.465          | 5.199            |
| 34    | GEELY         | 1.000          | 851            | 831            | 810            | 3.492            | 1.851          | 1.641          | 3.492            |
| 35    | BYD           | 1.014          | 792            | 929            | 711            | 3.446            | 1.806          | 1.640          | 3.446            |
| 36    | DFM           | 621            | 607            | 730            | 558            | 2.516            | 1.228          | 1.288          | 2.516            |
| 37    | FOTON         | 587            | 530            | 635            | 628            | 2.380            | 1.117          | 1.263          | 2.380            |
| 38    | DFSK          | 492            | 531            | 657            | 631            | 2.311            | 1.023          | 1.288          | 2.311            |
| 39    | LIFAN         | 609            | 552            | 597            | 513            | 2.271            | 1.161          | 1.110          | 2.271            |
| 40    | MAXUS         | 422            | 437            | 626            | 753            | 2.238            | 859            | 1.379          | 2.238            |
| 41    | MINI          | 593            | 501            | 563            | 495            | 2.152            | 1.094          | 1.058          | 2.152            |
| 42    | LAND ROVER    | 554            | 433            | 568            | 549            | 2.104            | 987            | 1.117          | 2.104            |
| 43    | CHRYSLER      | 599            | 462            | 561            | 458            | 2.080            | 1.061          | 1.019          | 2.080            |
| 44    | BRILLIANCE    | 452            | 395            | 489            | 471            | 1.807            | 847            | 960            | 1.807            |
| 45    | HAFEI         | 459            | 405            | 471            | 415            | 1.750            | 864            | 886            | 1.750            |
| 46    | PORSCHE       | 463            | 362            | 432            | 464            | 1.721            | 825            | 896            | 1.721            |
| 47    | BAIC          | 294            | 307            | 386            | 406            | 1.393            | 601            | 792            | 1.393            |
| 48    | SKODA         | 363            | 291            | 316            | 287            | 1.257            | 654            | 603            | 1.257            |
| 49    | ZX AUTO       | 299            | 272            | 282            | 265            | 1.118            | 571            | 547            | 1.118            |
| 50    | FAW           | 287            | 253            | 297            | 276            | 1.113            | 540            | 573            | 1.113            |
|       | OTROS         | 4.353          | 3.719          | 4.480          | 4.409          | 16.961           | 8.072          | 8.889          | 16.961           |
|       | <b>TOTAL</b>  | <b>401.872</b> | <b>332.326</b> | <b>371.991</b> | <b>323.146</b> | <b>1.429.335</b> | <b>734.198</b> | <b>695.137</b> | <b>1.429.335</b> |

# ANTIGÜEDAD

| VENTA DE CATEGORÍAS POR AÑO | AÑO            | PASAJEROS      | CAMIONETA     | COMERCIAL      | SUV              | TOTAL        | DISTRIBUCIÓN DE CATEGORÍAS POR AÑO | AÑO          | PASAJEROS   | CAMIONETA    | COMERCIAL | SUV   |
|-----------------------------|----------------|----------------|---------------|----------------|------------------|--------------|------------------------------------|--------------|-------------|--------------|-----------|-------|
|                             | 2021           | 6887           | 2703          | 964            | 5775             | 16.329       |                                    | 2021         | 42,2%       | 16,6%        | 5,9%      | 35,4% |
| 2020                        | 15794          | 4551           | 1295          | 11747          | 33.387           | 2020         | 47,3%                              | 13,6%        | 3,9%        | 35,2%        |           |       |
| 2019                        | 26887          | 15138          | 3111          | 23558          | 68.694           | 2019         | 39,1%                              | 22,0%        | 4,5%        | 34,3%        |           |       |
| 2018                        | 37743          | 21262          | 6267          | 28658          | 93.930           | 2018         | 40,2%                              | 22,6%        | 6,7%        | 30,5%        |           |       |
| 2017                        | 35436          | 19077          | 5698          | 20672          | 80.883           | 2017         | 43,8%                              | 23,6%        | 7,0%        | 25,6%        |           |       |
| 2016                        | 32232          | 15278          | 4442          | 18200          | 70.152           | 2016         | 45,9%                              | 21,8%        | 6,3%        | 25,9%        |           |       |
| 2015                        | 34017          | 13441          | 3736          | 15721          | 66.915           | 2015         | 50,8%                              | 20,1%        | 5,6%        | 23,5%        |           |       |
| 2014                        | 45483          | 16091          | 4845          | 20792          | 87.211           | 2014         | 52,2%                              | 18,5%        | 5,6%        | 23,8%        |           |       |
| 2013                        | 52414          | 16466          | 4296          | 21302          | 94.478           | 2013         | 55,5%                              | 17,4%        | 4,5%        | 22,5%        |           |       |
| 2012                        | 48285          | 14659          | 4522          | 18789          | 86.255           | 2012         | 56,0%                              | 17,0%        | 5,2%        | 21,8%        |           |       |
| 2011                        | 48366          | 14747          | 3844          | 18537          | 85.494           | 2011         | 56,6%                              | 17,2%        | 4,5%        | 21,7%        |           |       |
| 2010                        | 35682          | 10151          | 1777          | 14757          | 62.367           | 2010         | 57,2%                              | 16,3%        | 2,8%        | 23,7%        |           |       |
| 2009                        | 26935          | 6592           | 2166          | 11450          | 47.143           | 2009         | 57,1%                              | 14,0%        | 4,6%        | 24,3%        |           |       |
| 2008                        | 40794          | 9976           | 2863          | 15292          | 68.925           | 2008         | 59,2%                              | 14,5%        | 4,2%        | 22,2%        |           |       |
| 2007                        | 29093          | 8017           | 2856          | 14880          | 54.846           | 2007         | 53,0%                              | 14,6%        | 5,2%        | 27,1%        |           |       |
| 2006                        | 28995          | 7053           | 2725          | 13139          | 51.912           | 2006         | 55,9%                              | 13,6%        | 5,2%        | 25,3%        |           |       |
| 2005                        | 27127          | 6166           | 2429          | 11221          | 46.943           | 2005         | 57,8%                              | 13,1%        | 5,2%        | 23,9%        |           |       |
| 2004                        | 21583          | 4564           | 1708          | 8266           | 36.121           | 2004         | 59,8%                              | 12,6%        | 4,7%        | 22,9%        |           |       |
| 2003                        | 16234          | 3943           | 1360          | 6740           | 28.277           | 2003         | 57,4%                              | 13,9%        | 4,8%        | 23,8%        |           |       |
| 2002                        | 11943          | 3685           | 1067          | 6652           | 23.347           | 2002         | 51,2%                              | 15,8%        | 4,6%        | 28,5%        |           |       |
| 2001                        | 12439          | 4306           | 1103          | 6090           | 23.938           | 2001         | 52,0%                              | 18,0%        | 4,6%        | 25,4%        |           |       |
| + 20 años                   | 107336         | 48049          | 10494         | 35909          | 201.788          | + 20 años    | 53,2%                              | 23,8%        | 5,2%        | 17,8%        |           |       |
| <b>TOTAL</b>                | <b>741.705</b> | <b>265.915</b> | <b>73.568</b> | <b>348.147</b> | <b>1.429.335</b> | <b>TOTAL</b> | <b>51,9%</b>                       | <b>18,6%</b> | <b>5,1%</b> | <b>24,4%</b> |           |       |

| ANTIGÜEDAD   | PASAJEROS      | CAMIONETA      | COMERCIAL     | SUV            | TOTAL            | ANTIGÜEDAD   | PASAJEROS    | CAMIONETA    | COMERCIAL   | SUV          |
|--------------|----------------|----------------|---------------|----------------|------------------|--------------|--------------|--------------|-------------|--------------|
| 0-5 años     | 122.747        | 62.731         | 17.335        | 90.410         | 293.223          | 0-5 años     | 41,9%        | 21,4%        | 5,9%        | 30,8%        |
| 6-10 años    | 212.431        | 75.935         | 21.841        | 94.804         | 405.011          | 6-10 años    | 52,5%        | 18,7%        | 5,4%        | 23,4%        |
| 11-15 años   | 180.870        | 49.483         | 13.506        | 74.916         | 318.775          | 11-15 años   | 56,7%        | 15,5%        | 4,2%        | 23,5%        |
| 16-20 años   | 105.882        | 25.411         | 9.289         | 46.018         | 186.600          | 16-20 años   | 56,7%        | 13,6%        | 5,0%        | 24,7%        |
| + 20 años    | 119.775        | 52.355         | 11.597        | 41.999         | 225.726          | + 20 años    | 53,1%        | 23,2%        | 5,1%        | 18,6%        |
| <b>TOTAL</b> | <b>741.705</b> | <b>265.915</b> | <b>73.568</b> | <b>348.147</b> | <b>1.429.335</b> | <b>TOTAL</b> | <b>51,9%</b> | <b>18,6%</b> | <b>5,1%</b> | <b>24,4%</b> |

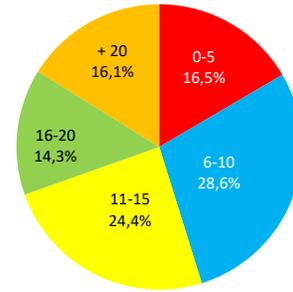


DISTRIBUCIÓN POR ANTIGÜEDAD EN LA CATEGORÍA

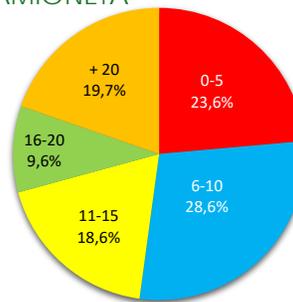
| AÑO       | PASAJEROS | CAMIONETA | COMERCIAL | SUV   |
|-----------|-----------|-----------|-----------|-------|
| 2021      | 0,93%     | 1,02%     | 1,31%     | 1,66% |
| 2020      | 2,13%     | 1,71%     | 1,76%     | 3,37% |
| 2019      | 3,63%     | 5,69%     | 4,23%     | 6,77% |
| 2018      | 5,09%     | 8,00%     | 8,5%      | 8,2%  |
| 2017      | 4,78%     | 7,17%     | 7,7%      | 5,9%  |
| 2016      | 4,35%     | 5,75%     | 6,0%      | 5,2%  |
| 2015      | 4,59%     | 5,05%     | 5,1%      | 4,5%  |
| 2014      | 6,13%     | 6,05%     | 6,6%      | 6,0%  |
| 2013      | 7,07%     | 6,19%     | 5,8%      | 6,1%  |
| 2012      | 6,51%     | 5,51%     | 6,1%      | 5,4%  |
| 2011      | 6,52%     | 5,55%     | 5,2%      | 5,3%  |
| 2010      | 4,81%     | 3,82%     | 2,4%      | 4,2%  |
| 2009      | 3,63%     | 2,48%     | 2,9%      | 3,3%  |
| 2008      | 5,50%     | 3,75%     | 3,9%      | 4,4%  |
| 2007      | 3,92%     | 3,01%     | 3,9%      | 4,3%  |
| 2006      | 3,91%     | 2,65%     | 3,7%      | 3,8%  |
| 2005      | 3,66%     | 2,32%     | 3,3%      | 3,2%  |
| 2004      | 2,91%     | 1,72%     | 2,3%      | 2,4%  |
| 2003      | 2,19%     | 1,48%     | 1,8%      | 1,9%  |
| 2002      | 1,61%     | 1,39%     | 1,5%      | 1,9%  |
| 2001      | 1,68%     | 1,62%     | 1,5%      | 1,7%  |
| + 20 años | 14,47%    | 18,1%     | 14,3%     | 10,3% |

| ANTIGÜEDAD | PASAJEROS | CAMIONETA | COMERCIAL | SUV   |
|------------|-----------|-----------|-----------|-------|
| 0-5        | 16,5%     | 23,6%     | 23,6%     | 26,0% |
| 6-10       | 28,6%     | 28,6%     | 29,7%     | 27,2% |
| 11-15      | 24,4%     | 18,6%     | 18,4%     | 21,5% |
| 16-20      | 14,3%     | 9,6%      | 12,6%     | 13,2% |
| + 20       | 16,1%     | 19,7%     | 15,8%     | 12,1% |

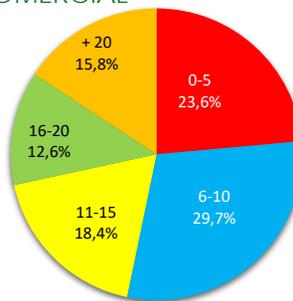
PASAJEROS



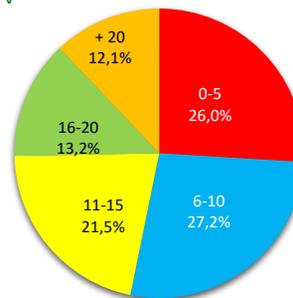
CAMIONETA



COMERCIAL



SUV



# ANTIGÜEDAD

|    | MARCAS        | ANTIGÜEDAD (AÑOS) |              |                |              |                |              |                |              |                |              | VENTA TOTAL      |
|----|---------------|-------------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|------------------|
|    |               | 0-5               | %            | 6-10           | %            | 11-15          | %            | 16-20          | %            | + de 20        | %            |                  |
| 1  | CHEVROLET     | 27.151            | 13,0%        | 60.079         | 28,7%        | 56.521         | 27,0%        | 29.987         | 14,3%        | 35.274         | 16,9%        | 209.012          |
| 2  | HYUNDAI       | 21.878            | 15,4%        | 40.072         | 28,3%        | 38.024         | 26,8%        | 21.558         | 15,2%        | 20.164         | 14,2%        | 141.696          |
| 3  | NISSAN        | 21.259            | 17,9%        | 29.585         | 24,9%        | 26.841         | 22,6%        | 13.897         | 11,7%        | 27.294         | 23,0%        | 118.876          |
| 4  | TOYOTA        | 17.587            | 15,1%        | 24.708         | 21,2%        | 29.254         | 25,1%        | 17.766         | 15,3%        | 27.018         | 23,2%        | 116.333          |
| 5  | KIA MOTORS    | 22.738            | 20,4%        | 37.553         | 33,7%        | 25.631         | 23,0%        | 14.395         | 12,9%        | 10.981         | 9,9%         | 111.298          |
| 6  | SUZUKI        | 20.871            | 20,6%        | 24.668         | 24,4%        | 25.279         | 25,0%        | 13.330         | 13,2%        | 17.048         | 16,8%        | 101.196          |
| 7  | PEUGEOT       | 18.362            | 28,6%        | 15.143         | 23,6%        | 11.386         | 17,7%        | 13.306         | 20,7%        | 6.002          | 9,3%         | 64.199           |
| 8  | MAZDA         | 12.300            | 21,7%        | 14.528         | 25,7%        | 15.861         | 28,0%        | 7.227          | 12,8%        | 6.684          | 11,8%        | 56.600           |
| 9  | FORD          | 13.532            | 26,1%        | 17.063         | 32,9%        | 8.674          | 16,7%        | 6.386          | 12,3%        | 6.188          | 11,9%        | 51.843           |
| 10 | MITSUBISHI    | 12.839            | 26,8%        | 15.490         | 32,4%        | 9.386          | 19,6%        | 6.184          | 12,9%        | 3.945          | 8,2%         | 47.844           |
| 11 | VOLKSWAGEN    | 12.196            | 32,1%        | 8.714          | 22,9%        | 5.079          | 13,4%        | 5.358          | 14,1%        | 6.631          | 17,5%        | 37.978           |
| 12 | FIAT          | 5.272             | 18,8%        | 7.032          | 25,0%        | 3.502          | 12,5%        | 7.585          | 27,0%        | 4.716          | 16,8%        | 28.107           |
| 13 | SUBARU        | 4.768             | 17,2%        | 5.170          | 18,6%        | 5.864          | 21,1%        | 4.013          | 14,5%        | 7.938          | 28,6%        | 27.753           |
| 14 | RENAULT       | 9.219             | 34,0%        | 7.151          | 26,4%        | 2.966          | 10,9%        | 5.723          | 21,1%        | 2.061          | 7,6%         | 27.120           |
| 15 | SSANGYONG     | 5.568             | 22,1%        | 11.106         | 44,1%        | 5.847          | 23,2%        | 2.327          | 9,2%         | 344            | 1,4%         | 25.192           |
| 16 | CITROEN       | 7.396             | 29,7%        | 6.735          | 27,0%        | 5.414          | 21,7%        | 3.637          | 14,6%        | 1.734          | 7,0%         | 24.916           |
| 17 | HONDA         | 2.389             | 12,1%        | 3.826          | 19,4%        | 5.176          | 26,3%        | 3.273          | 16,6%        | 5.038          | 25,6%        | 19.702           |
| 18 | MERCEDES BENZ | 5.603             | 32,7%        | 6.088          | 35,5%        | 2.525          | 14,7%        | 1.264          | 7,4%         | 1.646          | 9,6%         | 17.126           |
| 19 | BMW           | 4.525             | 28,8%        | 5.186          | 33,0%        | 3.235          | 20,6%        | 1.270          | 8,1%         | 1.491          | 9,5%         | 15.707           |
| 20 | CHERY         | 6.458             | 42,1%        | 5.589          | 36,4%        | 3.223          | 21,0%        | 2              | 0,0%         | 71             | 0,5%         | 15.343           |
| 21 | GREAT WALL    | 4.150             | 28,6%        | 7.090          | 48,8%        | 3.276          | 22,6%        | 1              | 0,0%         | 10             | 0,1%         | 14.527           |
| 22 | JEEP          | 2.615             | 19,7%        | 5.388          | 40,5%        | 3.207          | 24,1%        | 1.064          | 8,0%         | 1.019          | 7,7%         | 13.293           |
| 23 | JAC           | 4.937             | 46,4%        | 4.570          | 42,9%        | 1.109          | 10,4%        | 0              | 0,0%         | 34             | 0,3%         | 10.650           |
| 24 | DODGE         | 984               | 9,5%         | 3.379          | 32,7%        | 4.134          | 40,0%        | 877            | 8,5%         | 962            | 9,3%         | 10.336           |
| 25 | SAMSUNG       | 6                 | 0,1%         | 3.116          | 34,2%        | 4.292          | 47,1%        | 1.323          | 14,5%        | 380            | 4,2%         | 9.117            |
| 26 | DAEWOO        | 1                 | 0,0%         | 0              | 0,0%         | 143            | 1,6%         | 1.333          | 14,9%        | 7.473          | 83,5%        | 8.950            |
| 27 | AUDI          | 1.973             | 22,2%        | 3.515          | 39,6%        | 2.262          | 25,5%        | 793            | 8,9%         | 329            | 3,7%         | 8.872            |
| 28 | MAHINDRA      | 2.235             | 25,3%        | 5.203          | 59,0%        | 1.380          | 15,6%        | 1              | 0,0%         | 7              | 0,1%         | 8.826            |
| 29 | OPEL          | 750               | 9,7%         | 1.405          | 18,1%        | 5              | 0,1%         | 5              | 0,1%         | 5.592          | 72,1%        | 7.757            |
| 30 | CHANGAN       | 3.964             | 52,8%        | 2.633          | 35,0%        | 882            | 11,7%        | 0              | 0,0%         | 35             | 0,5%         | 7.514            |
| 31 | MG            | 4.796             | 64,5%        | 2.420          | 32,6%        | 176            | 2,4%         | 5              | 0,1%         | 36             | 0,5%         | 7.433            |
| 32 | VOLVO         | 2.094             | 30,3%        | 2.817          | 40,8%        | 1.369          | 19,8%        | 346            | 5,0%         | 284            | 4,1%         | 6.910            |
| 33 | DAIHATSU      | 1                 | 0,0%         | 689            | 13,3%        | 1.182          | 22,7%        | 335            | 6,4%         | 2.992          | 57,5%        | 5.199            |
| 34 | GEELY         | 116               | 3,3%         | 2.262          | 64,8%        | 864            | 24,7%        | 0              | 0,0%         | 250            | 7,2%         | 3.492            |
| 35 | BYD           | 18                | 0,5%         | 2.552          | 74,1%        | 876            | 25,4%        | 0              | 0,0%         | 0              | 0,0%         | 3.446            |
| 36 | DFM           | 1.686             | 67,0%        | 802            | 31,9%        | 27             | 1,1%         | 0              | 0,0%         | 1              | 0,0%         | 2.516            |
| 37 | FOTON         | 1.555             | 65,3%        | 688            | 28,9%        | 125            | 5,3%         | 0              | 0,0%         | 12             | 0,5%         | 2.380            |
| 38 | DFSK          | 1.023             | 44,3%        | 1.260          | 54,5%        | 0              | 0,0%         | 0              | 0,0%         | 28             | 1,2%         | 2.311            |
| 39 | LIFAN         | 453               | 19,9%        | 1.374          | 60,5%        | 444            | 19,6%        | 0              | 0,0%         | 0              | 0,0%         | 2.271            |
| 40 | MAXUS         | 2.065             | 92,3%        | 150            | 6,7%         | 0              | 0,0%         | 0              | 0,0%         | 23             | 1,0%         | 2.238            |
| 41 | MINI          | 490               | 22,8%        | 874            | 40,6%        | 537            | 25,0%        | 249            | 11,6%        | 2              | 0,1%         | 2.152            |
| 42 | LAND ROVER    | 672               | 31,9%        | 744            | 35,4%        | 288            | 13,7%        | 135            | 6,4%         | 265            | 12,6%        | 2.104            |
| 43 | CHRYSLER      | 0                 | 0,0%         | 111            | 5,3%         | 644            | 31,0%        | 832            | 40,0%        | 493            | 23,7%        | 2.080            |
| 44 | BRILLIANCE    | 840               | 46,5%        | 963            | 53,3%        | 0              | 0,0%         | 1              | 0,1%         | 3              | 0,2%         | 1.807            |
| 45 | HAFEI         | 0                 | 0,0%         | 963            | 55,0%        | 787            | 45,0%        | 0              | 0,0%         | 0              | 0,0%         | 1.750            |
| 46 | PORSCHE       | 509               | 29,6%        | 683            | 39,7%        | 290            | 16,9%        | 64             | 3,7%         | 175            | 10,2%        | 1.721            |
| 47 | BAIC          | 1.154             | 82,8%        | 235            | 16,9%        | 0              | 0,0%         | 0              | 0,0%         | 4              | 0,3%         | 1.393            |
| 48 | SKODA         | 465               | 37,0%        | 455            | 36,2%        | 105            | 8,4%         | 155            | 12,3%        | 77             | 6,1%         | 1.257            |
| 49 | ZX AUTO       | 92                | 8,2%         | 547            | 48,9%        | 479            | 42,8%        | 0              | 0,0%         | 0              | 0,0%         | 1.118            |
| 50 | FAW           | 701               | 63,0%        | 406            | 36,5%        | 5              | 0,4%         | 0              | 0,0%         | 1              | 0,1%         | 1.113            |
|    | OTRAS         | 967               | 5,7%         | 2.231          | 13,2%        | 199            | 1,2%         | 593            | 3,5%         | 12.971         | 76,5%        | 16.961           |
|    | <b>TOTAL</b>  | <b>293.223</b>    | <b>20,5%</b> | <b>405.011</b> | <b>28,3%</b> | <b>318.775</b> | <b>22,3%</b> | <b>186.600</b> | <b>13,1%</b> | <b>225.726</b> | <b>15,8%</b> | <b>1.429.335</b> |

# AUTOFIN

TU FINANCIAMIENTO AUTOMOTRIZ

EN AUTOFIN SEGUIMOS INNOVANDO  
Y AVANZANDO HACIA LA  
**TRANSFORMACIÓN DIGITAL,**  
LO QUE NOS HACE UN GRAN ALIADO  
PARA TU CONCESIONARIO.  
TENEMOS PARA TI SOLUCIONES  
TECNOLÓGICAS ENFOCADAS EN LA  
**AUTOATENCIÓN, OMNICALIDAD**  
Y GESTIÓN DEL CLIENTE.



**AUTOATENCIÓN**



**GESTIÓN  
DEL CLIENTE**



**OMNICALIDAD**

# CAMIONES USADOS



# CAMIONES USADOS

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| RESULTADO 2021            | 128 |
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## 52.222 UNIDADES

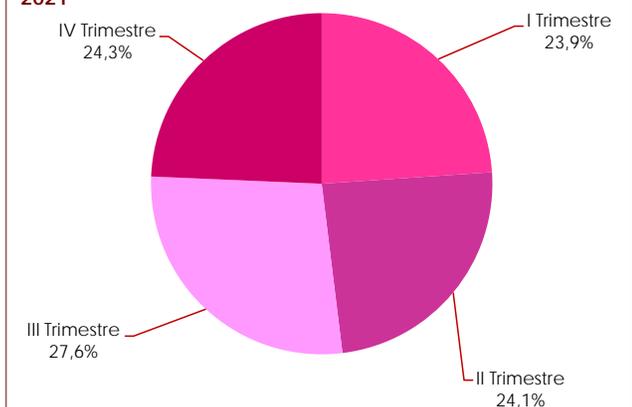


## 59,4%

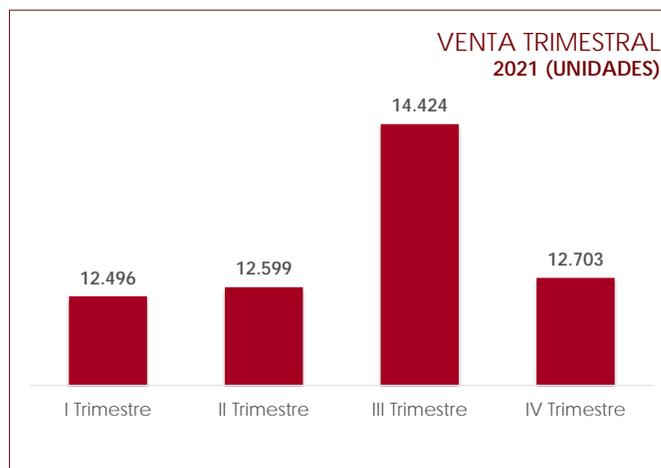
| MES                | TOTAL         | CAMIONES      |               |
|--------------------|---------------|---------------|---------------|
|                    |               | CAMIÓN        | TRACTOCAMIÓN  |
| ENERO              | 3.733         | 2.743         | 990           |
| FEBRERO            | 3.796         | 2.778         | 1.018         |
| MARZO              | 4.967         | 3.533         | 1.434         |
| ABRIL              | 4.202         | 3.006         | 1.196         |
| MAYO               | 4.203         | 2.978         | 1.225         |
| JUNIO              | 4.194         | 3.086         | 1.108         |
| JULIO              | 4.738         | 3.361         | 1.377         |
| AGOSTO             | 5.222         | 3.803         | 1.419         |
| SEPTIEMBRE         | 4.464         | 3.278         | 1.186         |
| OCTUBRE            | 4.247         | 3.141         | 1.106         |
| NOVIEMBRE          | 4.394         | 3.162         | 1.232         |
| DICIEMBRE          | 4.062         | 2.885         | 1.177         |
| <b>VENTA ANUAL</b> | <b>52.222</b> | <b>37.754</b> | <b>14.468</b> |
| VENTA PROMEDIO     | 4.352         | 3.146         | 1.206         |
| VAR. ANUAL         | 59,4%         | 63,4%         | 49,9%         |

| CAMIONES USADOS       | 2021          | 2020          | VARIACIÓN ACUMULADA |
|-----------------------|---------------|---------------|---------------------|
| <b>TOTAL CAMIONES</b> | <b>52.222</b> | <b>32.755</b> | <b>59,4%</b>        |
| CAMIÓN                | 37.754        | 23.105        | 63,4%               |
| TRACTOCAMIÓN          | 14.468        | 9.650         | 49,9%               |

DISTRIBUCIÓN TRIMESTRAL (%)  
2021



VENTA TRIMESTRAL  
2021 (UNIDADES)



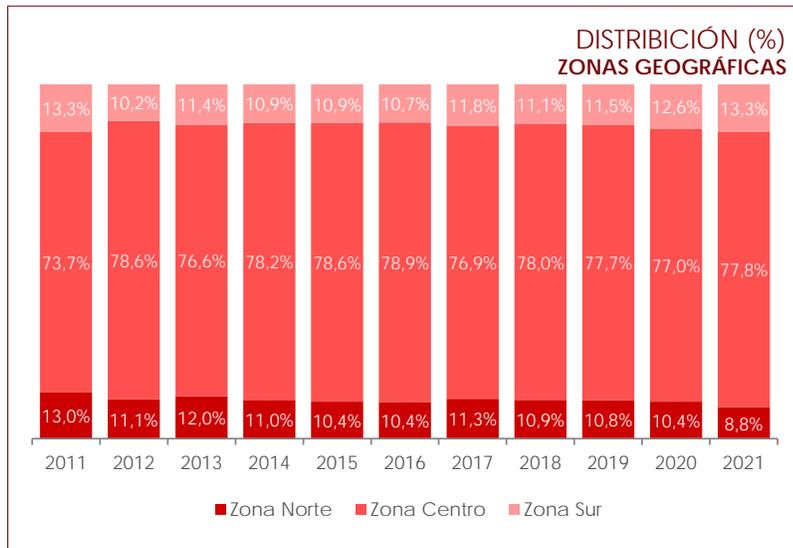
VENTA MENSUAL CAMIONES USADOS

| AÑO           | ENERO        | FEBRERO      | MARZO        | ABRIL        | MAYO         | JUNIO        | JULIO        | AGOSTO       | SEPTIEMBRE   | OCTUBRE      | NOVIEMBRE    | DICIEMBRE    | VENTA TOTAL   |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| 2020          | 2.944        | 1.399        | 1.900        | 1.194        | 1.646        | 2.240        | 2.739        | 3.028        | 3.516        | 4.075        | 4.091        | 3.983        | 32.755        |
| <b>2021</b>   | <b>3.733</b> | <b>3.796</b> | <b>4.967</b> | <b>4.202</b> | <b>4.203</b> | <b>4.194</b> | <b>4.738</b> | <b>5.222</b> | <b>4.464</b> | <b>4.247</b> | <b>4.394</b> | <b>4.062</b> | <b>52.222</b> |
| VARIACIÓN MES | 26,8%        | 171,3%       | 161,4%       | 251,9%       | 155,3%       | 87,2%        | 73,0%        | 72,5%        | 27,0%        | 4,2%         | 7,4%         | 2,0%         | 59,4%         |

VENTA ACUMULADA CAMIONES USADOS

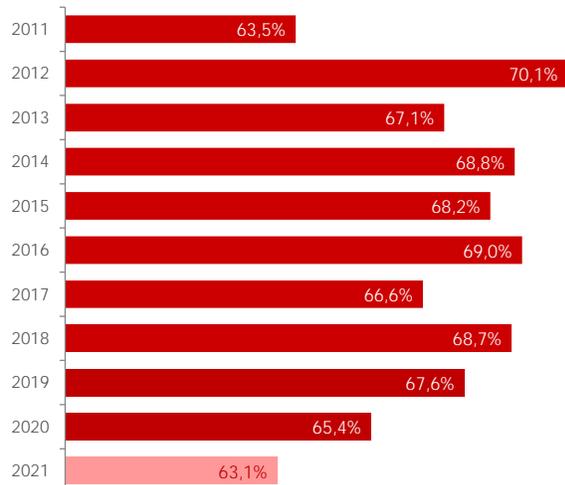
| AÑO                 | ENERO        | FEBRERO      | MARZO         | ABRIL         | MAYO          | JUNIO         | JULIO         | AGOSTO        | SEPTIEMBRE    | OCTUBRE       | NOVIEMBRE     | DICIEMBRE     |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 2020                | 2.944        | 4.343        | 6.243         | 7.437         | 9.083         | 11.323        | 14.062        | 17.090        | 20.606        | 24.681        | 28.772        | 32.755        |
| <b>2021</b>         | <b>3.733</b> | <b>7.529</b> | <b>12.496</b> | <b>16.698</b> | <b>20.901</b> | <b>25.095</b> | <b>29.833</b> | <b>35.055</b> | <b>39.519</b> | <b>43.766</b> | <b>48.160</b> | <b>52.222</b> |
| VARIACIÓN ACUMULADA | 26,8%        | 73,4%        | 100,2%        | 124,5%        | 130,1%        | 121,6%        | 112,2%        | 105,1%        | 91,8%         | 77,3%         | 67,4%         | 59,4%         |

| AÑO  | ZONA NORTE | ZONA CENTRO | ZONA SUR | NACIONAL | VARIACIÓN ANUAL |
|------|------------|-------------|----------|----------|-----------------|
| 2011 | 3.357      | 19.022      | 3.445    | 25.824   | -1,2%           |
| 2012 | 4.721      | 33.355      | 4.345    | 42.421   | 64,3%           |
| 2013 | 3.964      | 25.365      | 3.763    | 33.092   | -22,0%          |
| 2014 | 3.768      | 26.854      | 3.733    | 34.355   | 3,8%            |
| 2015 | 3.547      | 26.749      | 3.720    | 34.016   | -1,0%           |
| 2016 | 4.325      | 32.922      | 4.481    | 41.728   | 22,7%           |
| 2017 | 3.968      | 27.102      | 4.159    | 35.229   | -15,6%          |
| 2018 | 3.939      | 28.194      | 4.004    | 36.137   | 2,6%            |
| 2019 | 3.643      | 26.123      | 3.874    | 33.640   | -6,9%           |
| 2020 | 3.413      | 25.222      | 4.120    | 32.755   | -2,6%           |
| 2021 | 4.612      | 40.644      | 6.966    | 52.222   | 59,4%           |



## PARTICIPACIÓN RM (%)\*

2011 - 2021



\* Participación en Zona Central

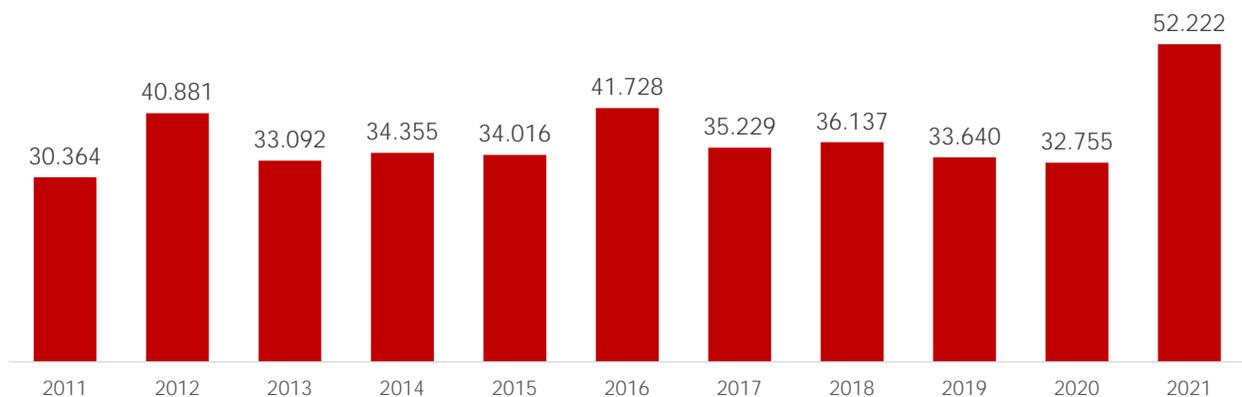
## VENTA RM

VENTA RM

| AÑO  | VENTA RM | VARIACIÓN ANUAL |
|------|----------|-----------------|
| 2011 | 12.087   | -6,3%           |
| 2012 | 23.377   | 93,4%           |
| 2013 | 17.023   | -27,2%          |
| 2014 | 18.478   | 8,5%            |
| 2015 | 18.249   | -1,2%           |
| 2016 | 22.711   | 24,5%           |
| 2017 | 18.050   | -20,5%          |
| 2018 | 19.379   | 7,4%            |
| 2019 | 17.660   | -8,9%           |
| 2020 | 16.486   | -6,6%           |
| 2021 | 25.649   | 55,6%           |

## VENTA CAMIONES USADOS

EVOLUCIÓN 2011 - 2021 (UNIDADES)

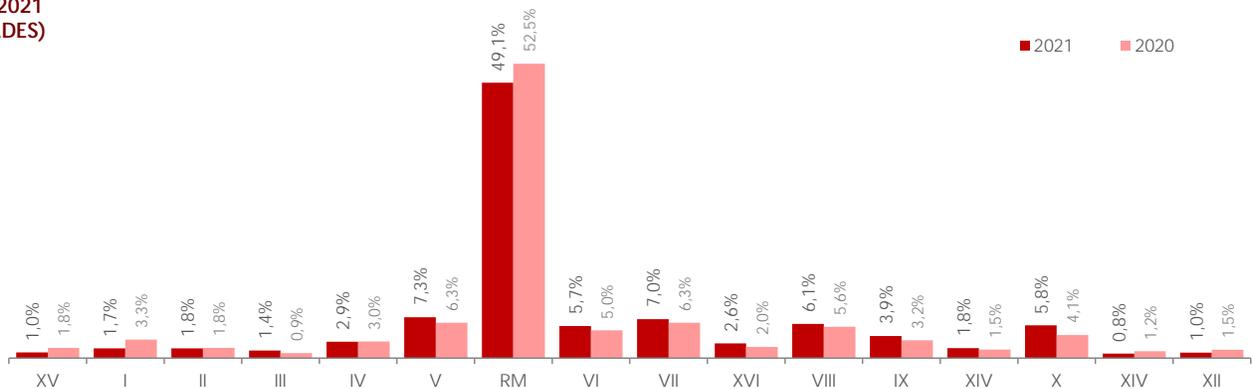


# VENTA REGIONAL

| CATEGORIA            | XV          | I           | II          | III         | IV           | V            | RM            | VI           | VII          | XVI          | VIII         | IX           | XIV         | X            | XI          | XII         | TOTAL         |
|----------------------|-------------|-------------|-------------|-------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|-------------|-------------|---------------|
| CAMIÓN               | 326         | 592         | 568         | 529         | 1.249        | 2.442        | 17.667        | 2.391        | 2.852        | 1.172        | 2.223        | 1.780        | 832         | 2.443        | 363         | 325         | 37.754        |
| TRACTOCAMIÓN         | 213         | 317         | 347         | 187         | 284          | 1.367        | 7.982         | 598          | 783          | 206          | 961          | 275          | 108         | 606          | 51          | 183         | 14.468        |
| <b>TOTAL</b>         | <b>539</b>  | <b>909</b>  | <b>915</b>  | <b>716</b>  | <b>1.533</b> | <b>3.809</b> | <b>25.649</b> | <b>2.989</b> | <b>3.635</b> | <b>1.378</b> | <b>3.184</b> | <b>2.055</b> | <b>940</b>  | <b>3.049</b> | <b>414</b>  | <b>508</b>  | <b>52.222</b> |
| <b>PARTICIPACIÓN</b> | <b>1,0%</b> | <b>1,7%</b> | <b>1,8%</b> | <b>1,4%</b> | <b>2,9%</b>  | <b>7,3%</b>  | <b>49,1%</b>  | <b>5,7%</b>  | <b>7,0%</b>  | <b>2,6%</b>  | <b>6,1%</b>  | <b>3,9%</b>  | <b>1,8%</b> | <b>5,8%</b>  | <b>0,8%</b> | <b>1,0%</b> |               |

| REGIÓN                | CAMIÓN        |               |                 | TRACTOCAMIÓN  |              |                 | VENTA TOTAL   |               |                 |
|-----------------------|---------------|---------------|-----------------|---------------|--------------|-----------------|---------------|---------------|-----------------|
|                       | AÑO 2021      | AÑO 2020      | VARIACIÓN ANUAL | AÑO 2021      | AÑO 2020     | VARIACIÓN ANUAL | AÑO 2021      | AÑO 2020      | VARIACIÓN ANUAL |
| XV Arica y Parinacota | 326           | 213           | 53,1%           | 213           | 135          | 57,8%           | 539           | 613           | -12,1%          |
| I Tarapacá            | 592           | 474           | 24,9%           | 317           | 306          | 3,6%            | 909           | 1.110         | -18,1%          |
| II Antofagasta        | 568           | 438           | 29,7%           | 347           | 263          | 31,9%           | 915           | 621           | 47,3%           |
| III Atacama           | 529           | 331           | 59,8%           | 187           | 93           | 101,1%          | 716           | 300           | 138,7%          |
| IV Coquimbo           | 1.249         | 961           | 30,0%           | 284           | 199          | 42,7%           | 1.533         | 999           | 53,5%           |
| V Valparaíso          | 2.442         | 1.520         | 60,7%           | 1.367         | 673          | 103,1%          | 3.809         | 2.125         | 79,2%           |
| RM Metropolitana      | 17.667        | 10.857        | 62,7%           | 7.982         | 5.629        | 41,8%           | 25.649        | 17.660        | 45,2%           |
| VI O'Higgins          | 2.391         | 1.437         | 66,4%           | 598           | 421          | 42,0%           | 2.989         | 1.666         | 79,4%           |
| VII Maule             | 2.852         | 1.513         | 88,5%           | 783           | 383          | 104,4%          | 3.635         | 2.127         | 70,9%           |
| XVI Ñuble             | 1.172         | 624           | 87,8%           | 206           | 121          | 70,2%           | 1.378         | 669           | 106,0%          |
| VIII Bio-Bio          | 2.223         | 1.461         | 52,2%           | 961           | 583          | 64,8%           | 3.184         | 1.876         | 69,7%           |
| IX Araucanía          | 1.780         | 991           | 79,6%           | 275           | 142          | 93,7%           | 2.055         | 1.068         | 92,4%           |
| XIV Los Ríos          | 832           | 417           | 99,5%           | 108           | 69           | 56,5%           | 940           | 509           | 84,7%           |
| X Los Lagos           | 2.443         | 1.375         | 77,7%           | 606           | 462          | 31,2%           | 3.049         | 1.388         | 119,7%          |
| XIV Aysén             | 363           | 291           | 24,7%           | 51            | 58           | -12,1%          | 414           | 411           | 0,7%            |
| XII Magallanes        | 325           | 202           | 60,9%           | 183           | 113          | 61,9%           | 508           | 498           | 2,0%            |
| <b>NACIONAL</b>       | <b>37.754</b> | <b>23.105</b> | <b>63,4%</b>    | <b>14.468</b> | <b>9.650</b> | <b>49,9%</b>    | <b>52.222</b> | <b>33.640</b> | <b>55,2%</b>    |

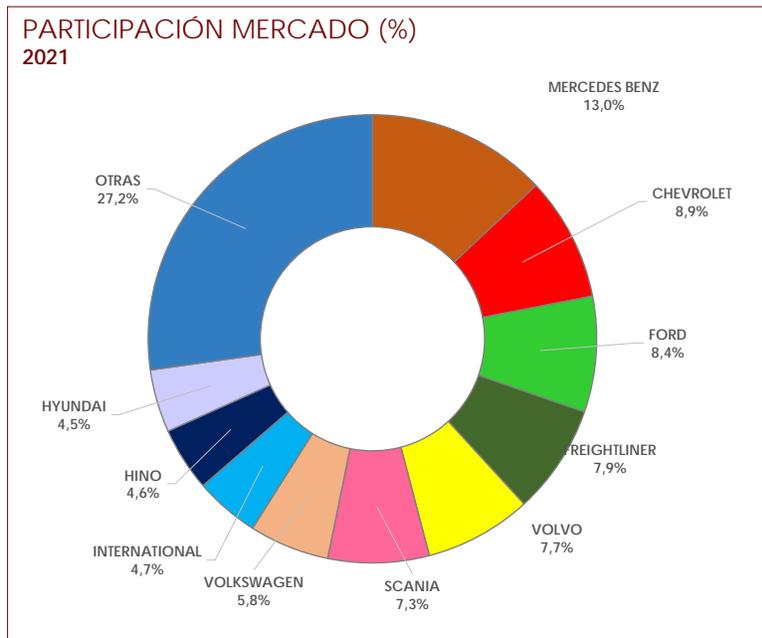
## PARTICIPACIÓN REGIONAL 2020 - 2021 (UNIDADES)



| MARCA | Arica y Parinacota | Tarapacá   | Antofagasta | Atacama    | Coquimbo   | Valparaíso   | Metropolitana | O'Higgins     | Maule        | Ñuble        | Bio-Bío      | Araucanía    | Los Ríos     | Los Lagos  | Aysén        | Magallanes | TOTAL      |               |
|-------|--------------------|------------|-------------|------------|------------|--------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|------------|------------|---------------|
|       | XV                 | I          | II          | III        | IV         | V            | RM            | VI            | VII          | XVI          | VIII         | IX           | XIV          | X          | XI           | XII        |            |               |
| 1     | MERCEDES BENZ      | 81         | 129         | 58         | 34         | 147          | 326           | 2805          | 289          | 510          | 213          | 536          | 409          | 184        | 843          | 86         | 142        | 6.792         |
| 2     | FREIGHTLINER       | 32         | 81          | 130        | 68         | 121          | 369           | 1955          | 145          | 223          | 58           | 311          | 180          | 116        | 243          | 18         | 69         | 4.119         |
| 3     | CHEVROLET          | 6          | 11          | 42         | 61         | 152          | 443           | 2238          | 244          | 349          | 181          | 280          | 162          | 121        | 348          | 12         | 16         | 4.666         |
| 4     | VOLVO              | 263        | 318         | 44         | 29         | 91           | 163           | 1975          | 166          | 255          | 98           | 277          | 102          | 51         | 139          | 21         | 44         | 4.036         |
| 5     | FORD               | 2          | 7           | 55         | 55         | 135          | 368           | 2063          | 345          | 334          | 158          | 268          | 173          | 81         | 268          | 42         | 12         | 4.366         |
| 6     | SCANIA             | 12         | 33          | 53         | 19         | 48           | 282           | 2013          | 409          | 429          | 64           | 133          | 98           | 21         | 107          | 25         | 59         | 3.805         |
| 7     | VOLKSWAGEN         | 3          | 6           | 36         | 24         | 82           | 199           | 1964          | 148          | 154          | 32           | 109          | 103          | 31         | 113          | 8          | 5          | 3.017         |
| 8     | HINO               | 8          | 28          | 55         | 58         | 111          | 132           | 1363          | 127          | 138          | 68           | 108          | 74           | 34         | 81           | 15         | 5          | 2.405         |
| 9     | INTERNATIONAL      | 7          | 17          | 90         | 36         | 59           | 316           | 1288          | 157          | 140          | 21           | 151          | 36           | 22         | 75           | 4          | 13         | 2.432         |
| 10    | HYUNDAI            | 23         | 34          | 45         | 34         | 75           | 125           | 1202          | 104          | 143          | 92           | 154          | 136          | 45         | 110          | 17         | 29         | 2.368         |
| 11    | MITSUBISHI         | 31         | 85          | 32         | 31         | 81           | 119           | 870           | 105          | 102          | 68           | 144          | 99           | 26         | 165          | 63         | 13         | 2.034         |
| 12    | MACK               | 4          | 16          | 57         | 48         | 77           | 222           | 1012          | 66           | 54           | 24           | 88           | 67           | 26         | 95           | 8          | 18         | 1.882         |
| 13    | JAC                | 1          | 4           | 43         | 63         | 35           | 99            | 752           | 59           | 83           | 42           | 73           | 48           | 17         | 55           | 15         | 17         | 1.406         |
| 14    | MAN                | 0          | 4           | 7          | 6          | 5            | 40            | 580           | 27           | 65           | 14           | 62           | 23           | 17         | 51           | 14         | 4          | 919           |
| 15    | KIA MOTORS         | 3          | 2           | 9          | 4          | 33           | 80            | 404           | 80           | 120          | 55           | 59           | 40           | 21         | 32           | 4          | 9          | 955           |
| 16    | IVECO              | 3          | 13          | 26         | 25         | 39           | 53            | 481           | 88           | 61           | 14           | 47           | 22           | 8          | 34           | 6          | 6          | 926           |
| 17    | ISUZU              | 7          | 20          | 8          | 13         | 48           | 110           | 212           | 79           | 113          | 44           | 69           | 54           | 36         | 66           | 13         | 2          | 894           |
| 18    | JMC                | 0          | 2           | 19         | 18         | 29           | 29            | 288           | 44           | 25           | 22           | 34           | 20           | 6          | 22           | 2          | 4          | 564           |
| 19    | RENAULT            | 0          | 8           | 13         | 7          | 16           | 31            | 315           | 19           | 41           | 15           | 45           | 12           | 8          | 25           | 4          | 12         | 571           |
| 20    | FOTON              | 2          | 3           | 10         | 11         | 20           | 38            | 271           | 25           | 18           | 13           | 22           | 20           | 21         | 15           | 3          | 2          | 494           |
| 21    | KENWORTH           | 6          | 3           | 12         | 23         | 23           | 33            | 204           | 23           | 20           | 4            | 24           | 13           | 3          | 15           | 0          | 4          | 410           |
| 22    | DFM                | 0          | 2           | 19         | 3          | 10           | 22            | 142           | 23           | 13           | 11           | 36           | 27           | 7          | 18           | 1          | 0          | 334           |
| 23    | YUEJIN             | 1          | 5           | 22         | 13         | 14           | 30            | 228           | 22           | 12           | 10           | 26           | 30           | 4          | 26           | 4          | 2          | 449           |
| 24    | TOYOTA             | 8          | 19          | 2          | 1          | 10           | 19            | 76            | 18           | 37           | 8            | 36           | 30           | 7          | 19           | 8          | 2          | 300           |
| 25    | HECHIZO            | 0          | 0           | 1          | 3          | 3            | 32            | 72            | 69           | 75           | 14           | 17           | 11           | 3          | 22           | 1          | 1          | 324           |
| 26    | NISSAN             | 26         | 31          | 4          | 8          | 11           | 10            | 54            | 16           | 19           | 8            | 19           | 15           | 5          | 7            | 6          | 6          | 245           |
| 27    | SINOTRUK           | 0          | 5           | 10         | 2          | 15           | 13            | 119           | 1            | 2            | 1            | 4            | 7            | 1          | 2            | 1          | 0          | 183           |
| 28    | DAF                | 2          | 1           | 1          | 3          | 1            | 5             | 206           | 6            | 19           | 2            | 1            | 2            | 1          | 7            | 0          | 1          | 258           |
| 29    | FAW                | 0          | 0           | 2          | 1          | 10           | 14            | 94            | 1            | 2            | 2            | 6            | 2            | 1          | 4            | 0          | 0          | 139           |
| 30    | MAZDA              | 4          | 11          | 0          | 1          | 0            | 0             | 5             | 3            | 3            | 1            | 1            | 1            | 1          | 2            | 2          | 2          | 37            |
|       | OTRAS              | 4          | 11          | 10         | 14         | 32           | 87            | 398           | 81           | 76           | 21           | 44           | 39           | 15         | 40           | 11         | 9          | 892           |
|       | <b>TOTAL</b>       | <b>539</b> | <b>909</b>  | <b>915</b> | <b>716</b> | <b>1.533</b> | <b>3.809</b>  | <b>25.649</b> | <b>2.989</b> | <b>3.635</b> | <b>1.378</b> | <b>3.184</b> | <b>2.055</b> | <b>940</b> | <b>3.049</b> | <b>414</b> | <b>508</b> | <b>52.222</b> |

|    | MARCAS        | VENTA 2021 | PARTICIPACIÓN DE MERCADO |
|----|---------------|------------|--------------------------|
| 1  | MERCEDES BENZ | 6.792      | 13,0%                    |
| 2  | CHEVROLET     | 4.666      | 8,9%                     |
| 3  | FORD          | 4.366      | 8,4%                     |
| 4  | FREIGHTLINER  | 4.119      | 7,9%                     |
| 5  | VOLVO         | 4.036      | 7,7%                     |
| 6  | SCANIA        | 3.805      | 7,3%                     |
| 7  | VOLKSWAGEN    | 3.017      | 5,8%                     |
| 8  | INTERNATIONAL | 2.432      | 4,7%                     |
| 9  | HINO          | 2.405      | 4,6%                     |
| 10 | HYUNDAI       | 2.368      | 4,5%                     |
| 11 | MITSUBISHI    | 2.034      | 3,9%                     |
| 12 | MACK          | 1.882      | 3,6%                     |
| 13 | JAC           | 1.406      | 2,7%                     |
| 14 | KIA MOTORS    | 955        | 1,8%                     |
| 15 | IVECO         | 926        | 1,8%                     |
| 16 | MAN           | 919        | 1,8%                     |

|    | MARCAS       | VENTA 2021    | PARTICIPACIÓN DE MERCADO |
|----|--------------|---------------|--------------------------|
| 17 | ISUZU        | 894           | 1,7%                     |
| 18 | RENAULT      | 571           | 1,1%                     |
| 19 | JMC          | 564           | 1,1%                     |
| 20 | FOTON        | 494           | 0,9%                     |
| 21 | YUEJIN       | 449           | 0,9%                     |
| 22 | KENWORTH     | 410           | 0,8%                     |
| 23 | DONFENG      | 334           | 0,6%                     |
| 24 | HECHIZO      | 324           | 0,6%                     |
| 25 | TOYOTA       | 300           | 0,6%                     |
| 26 | DAF          | 258           | 0,5%                     |
| 27 | NISSAN       | 245           | 0,5%                     |
| 28 | SINOTRUK     | 183           | 0,4%                     |
| 29 | FAW          | 139           | 0,3%                     |
| 30 | MAZDA        | 37            | 0,1%                     |
|    | OTRAS        | 892           | 1,7%                     |
|    | <b>TOTAL</b> | <b>52.222</b> |                          |



| CONCENTRACIÓN DE MERCADO                                | 5 MARCAS | 10 MARCAS | 15 MARCAS | 20 MARCAS |
|---------------------------------------------------------|----------|-----------|-----------|-----------|
| MERCEDES BENZ - CHEVROLET - FORD - FREIGHTLINER - VOLVO | 45,9%    |           |           |           |
| SCANIA - VOLKSWAGEN - INTERNATIONAL - HINO - HYUNDAI    |          | 72,8%     |           |           |
| MITSUBISHI - MACK - JAC - KIA MOTORS - IVECO            |          |           | 86,6%     |           |
| MAN - ISUZU - RENAULT - JMC - FOTON                     |          |           |           | 93,2%     |

| MARCA | MES           |              |              |              |              |              |              |              |              |              |              |              | TOTAL        |               |
|-------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
|       | ENERO         | FEBRERO      | MARZO        | ABRIL        | MAYO         | JUNIO        | JULIO        | AGOSTO       | SEPTIEMBRE   | OCTUBRE      | NOVIEMBRE    | DICIEMBRE    |              |               |
| 1     | MERCEDES BENZ | 434          | 532          | 680          | 499          | 555          | 533          | 580          | 691          | 624          | 576          | 565          | 523          | 6.792         |
| 2     | CHEVROLET     | 338          | 382          | 446          | 352          | 369          | 368          | 402          | 471          | 379          | 403          | 380          | 376          | 4.666         |
| 3     | FORD          | 323          | 273          | 455          | 326          | 319          | 369          | 410          | 404          | 363          | 396          | 383          | 345          | 4.366         |
| 4     | FREIGHTLINER  | 298          | 334          | 381          | 338          | 338          | 341          | 363          | 356          | 363          | 304          | 348          | 355          | 4.119         |
| 5     | VOLVO         | 259          | 269          | 406          | 363          | 340          | 324          | 392          | 368          | 326          | 302          | 333          | 357          | 4.039         |
| 6     | SCANIA        | 231          | 232          | 370          | 344          | 330          | 251          | 357          | 396          | 323          | 295          | 368          | 305          | 3.802         |
| 7     | VOLKSWAGEN    | 191          | 209          | 269          | 253          | 258          | 230          | 291          | 335          | 189          | 228          | 241          | 228          | 2.922         |
| 8     | INTERNATIONAL | 216          | 202          | 227          | 208          | 193          | 200          | 244          | 231          | 284          | 190          | 192          | 140          | 2.527         |
| 9     | HYUNDAI       | 214          | 165          | 203          | 211          | 146          | 169          | 234          | 255          | 207          | 192          | 213          | 181          | 2.390         |
| 10    | HINO          | 179          | 165          | 222          | 195          | 204          | 218          | 217          | 214          | 183          | 191          | 210          | 183          | 2.381         |
| 11    | MITSUBISHI    | 184          | 149          | 182          | 157          | 175          | 151          | 193          | 175          | 185          | 186          | 163          | 136          | 2.036         |
| 12    | MACK          | 133          | 163          | 198          | 149          | 147          | 142          | 153          | 247          | 146          | 165          | 108          | 131          | 1.882         |
| 13    | JAC           | 103          | 100          | 128          | 115          | 103          | 138          | 119          | 135          | 121          | 111          | 117          | 116          | 1.406         |
| 14    | MAN           | 70           | 46           | 101          | 80           | 89           | 78           | 71           | 114          | 90           | 63           | 80           | 61           | 943           |
| 15    | KIA           | 50           | 77           | 97           | 52           | 67           | 94           | 81           | 121          | 66           | 77           | 82           | 79           | 943           |
| 16    | IVECO         | 64           | 69           | 90           | 78           | 76           | 60           | 91           | 84           | 72           | 83           | 73           | 83           | 923           |
| 17    | ISUZU         | 63           | 56           | 81           | 76           | 79           | 73           | 84           | 102          | 72           | 74           | 70           | 43           | 873           |
| 18    | JMC           | 44           | 50           | 32           | 49           | 51           | 56           | 53           | 54           | 47           | 44           | 47           | 45           | 572           |
| 19    | RENAULT       | 50           | 43           | 50           | 59           | 51           | 52           | 39           | 52           | 62           | 30           | 47           | 34           | 569           |
| 20    | FOTON         | 27           | 27           | 40           | 31           | 39           | 39           | 57           | 46           | 31           | 48           | 53           | 40           | 478           |
| 21    | YUEJIN        | 29           | 46           | 31           | 36           | 41           | 44           | 40           | 36           | 33           | 38           | 35           | 43           | 452           |
| 22    | KENWORTH      | 33           | 25           | 30           | 26           | 41           | 39           | 34           | 35           | 39           | 31           | 37           | 46           | 416           |
| 23    | DONGFENG      | 22           | 17           | 18           | 33           | 20           | 33           | 20           | 44           | 30           | 31           | 27           | 32           | 327           |
| 24    | HECHIZO       | 19           | 23           | 28           | 26           | 24           | 24           | 24           | 30           | 28           | 27           | 33           | 38           | 324           |
| 25    | TOYOTA        | 25           | 26           | 25           | 14           | 28           | 28           | 29           | 33           | 30           | 18           | 21           | 26           | 303           |
| 26    | NISSAN        | 18           | 17           | 28           | 21           | 11           | 18           | 27           | 27           | 26           | 27           | 12           | 16           | 248           |
| 27    | DAF           | 15           | 8            | 23           | 9            | 5            | 13           | 24           | 24           | 0            | 24           | 41           | 15           | 201           |
| 28    | SINOTRUK      | 13           | 14           | 16           | 21           | 19           | 10           | 14           | 14           | 13           | 17           | 12           | 14           | 177           |
| 29    | DAHIATSU      | 9            | 3            | 17           | 14           | 19           | 10           | 12           | 12           | 15           | 9            | 21           | 14           | 155           |
| 30    | FAW           | 10           | 8            | 16           | 8            | 6            | 5            | 11           | 11           | 15           | 9            | 12           | 5            | 116           |
|       | OTRAS         | 69           | 66           | 77           | 59           | 60           | 84           | 72           | 105          | 102          | 58           | 70           | 52           | 874           |
|       | <b>TOTAL</b>  | <b>3.733</b> | <b>3.796</b> | <b>4.967</b> | <b>4.202</b> | <b>4.203</b> | <b>4.194</b> | <b>4.738</b> | <b>5.222</b> | <b>4.464</b> | <b>4.247</b> | <b>4.394</b> | <b>4.062</b> | <b>52.222</b> |

# MARCAS / VENTA TRIMESTRAL Y SEMESTRAL

|    | MARCA         | TRIMESTRE     |               |               |               | ANUAL         | SEMESTRE      |               |               |
|----|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|    |               | I             | II            | III           | IV            |               | I             | II            | ANUAL         |
| 1  | MERCEDES BENZ | 1.646         | 1.587         | 1.895         | 1.664         | 6.792         | 3.233         | 3.559         | 6.792         |
| 2  | CHEVROLET     | 1.166         | 1.089         | 1.252         | 1.159         | 4.666         | 2.255         | 2.411         | 4.666         |
| 3  | FORD          | 1.051         | 1.014         | 1.177         | 1.124         | 4.366         | 2.065         | 2.301         | 4.366         |
| 4  | FREIGHTLINER  | 1.013         | 1.017         | 1.082         | 1.007         | 4.119         | 2.030         | 2.089         | 4.119         |
| 5  | VOLVO         | 934           | 1.027         | 1.086         | 992           | 4.039         | 1.961         | 2.078         | 4.039         |
| 6  | SCANIA        | 833           | 925           | 1.076         | 968           | 3.802         | 1.758         | 2.044         | 3.802         |
| 7  | VOLKSWAGEN    | 669           | 741           | 815           | 697           | 2.922         | 1.410         | 1.512         | 2.922         |
| 8  | INTERNATIONAL | 645           | 601           | 759           | 522           | 2.527         | 1.246         | 1.281         | 2.527         |
| 9  | HYUNDAI       | 582           | 526           | 696           | 586           | 2.390         | 1.108         | 1.282         | 2.390         |
| 10 | HINO          | 566           | 617           | 614           | 584           | 2.381         | 1.183         | 1.198         | 2.381         |
| 11 | MITSUBISHI    | 515           | 483           | 553           | 485           | 2.036         | 998           | 1.038         | 2.036         |
| 12 | MACK          | 494           | 438           | 546           | 404           | 1.882         | 932           | 950           | 1.882         |
| 13 | JAC           | 331           | 356           | 375           | 344           | 1.406         | 687           | 719           | 1.406         |
| 14 | MAN           | 217           | 247           | 275           | 204           | 943           | 464           | 479           | 943           |
| 15 | KIA           | 224           | 213           | 268           | 238           | 943           | 437           | 506           | 943           |
| 16 | IVECO         | 223           | 214           | 247           | 239           | 923           | 437           | 486           | 923           |
| 17 | ISUZU         | 200           | 228           | 258           | 187           | 873           | 428           | 445           | 873           |
| 18 | JMC           | 126           | 156           | 154           | 136           | 572           | 282           | 290           | 572           |
| 19 | RENAULT       | 143           | 162           | 153           | 111           | 569           | 305           | 264           | 569           |
| 20 | FOTON         | 94            | 109           | 134           | 141           | 478           | 203           | 275           | 478           |
| 21 | YUEJIN        | 106           | 121           | 109           | 116           | 452           | 227           | 225           | 452           |
| 22 | KENWORTH      | 88            | 106           | 108           | 114           | 416           | 194           | 222           | 416           |
| 23 | DONGFENG      | 57            | 86            | 94            | 90            | 327           | 143           | 184           | 327           |
| 24 | HECHIZO       | 70            | 74            | 82            | 98            | 324           | 144           | 180           | 324           |
| 25 | TOYOTA        | 76            | 70            | 92            | 65            | 303           | 146           | 157           | 303           |
| 26 | NISSAN        | 63            | 50            | 80            | 55            | 248           | 113           | 135           | 248           |
| 27 | DAF           | 46            | 27            | 48            | 80            | 201           | 73            | 128           | 201           |
| 28 | SINOTRUK      | 43            | 50            | 41            | 43            | 177           | 93            | 84            | 177           |
| 29 | DAHIATSU      | 29            | 43            | 39            | 44            | 155           | 72            | 83            | 155           |
| 30 | FAW           | 34            | 19            | 37            | 26            | 116           | 53            | 63            | 116           |
|    | OTRAS         | 212           | 203           | 279           | 180           | 874           | 415           | 459           | 874           |
|    | <b>TOTAL</b>  | <b>12.496</b> | <b>12.599</b> | <b>14.424</b> | <b>12.703</b> | <b>52.222</b> | <b>25.095</b> | <b>27.127</b> | <b>52.222</b> |

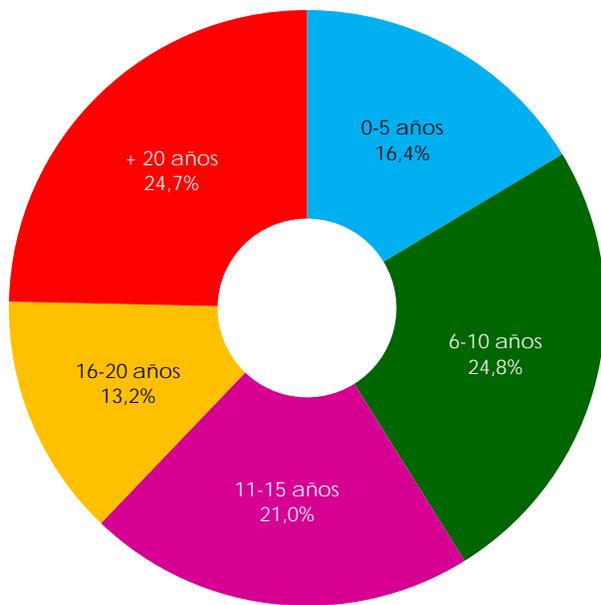
| MARCA | VENTA ANUAL   |               | VARIACIÓN ANUAL | PARTICIPACIÓN DE MERCADO |       | VARIACIÓN |        |
|-------|---------------|---------------|-----------------|--------------------------|-------|-----------|--------|
|       | 2021          | 2020          |                 | 2021                     | 2020  |           |        |
| 1     | MERCEDES BENZ | 6.792         | 4.101           | 65,6%                    | 13,0% | 12,5%     | 3,9%   |
| 2     | CHEVROLET     | 4.666         | 2.927           | 59,4%                    | 8,9%  | 8,9%      | 0,0%   |
| 3     | FORD          | 4.366         | 2.881           | 51,5%                    | 8,4%  | 8,8%      | -4,9%  |
| 4     | FREIGHTLINER  | 4.119         | 2.870           | 43,5%                    | 7,9%  | 8,8%      | -10,0% |
| 5     | VOLVO         | 4.039         | 2.562           | 57,7%                    | 7,7%  | 7,8%      | -1,1%  |
| 6     | SCANIA        | 3.802         | 2.114           | 79,8%                    | 7,3%  | 6,5%      | 12,8%  |
| 7     | VOLKSWAGEN    | 2.922         | 1.745           | 67,4%                    | 5,6%  | 5,3%      | 5,0%   |
| 8     | INTERNATIONAL | 2.527         | 1.717           | 47,2%                    | 4,8%  | 5,2%      | -7,7%  |
| 9     | HYUNDAI       | 2.390         | 1.563           | 52,9%                    | 4,6%  | 4,8%      | -4,1%  |
| 10    | HINO          | 2.381         | 1.510           | 57,7%                    | 4,6%  | 4,6%      | -1,1%  |
| 11    | MITSUBISHI    | 2.036         | 1.297           | 57,0%                    | 3,9%  | 4,0%      | -1,5%  |
| 12    | MACK          | 1.882         | 1.224           | 53,8%                    | 3,6%  | 3,7%      | -3,6%  |
| 13    | JAC           | 1.406         | 902             | 55,9%                    | 2,7%  | 2,8%      | -2,2%  |
| 14    | MAN           | 943           | 575             | 64,0%                    | 1,8%  | 1,8%      | 2,9%   |
| 15    | KIA           | 943           | 537             | 75,6%                    | 1,8%  | 1,6%      | 10,1%  |
| 16    | IVECO         | 923           | 525             | 75,8%                    | 1,8%  | 1,6%      | 10,3%  |
| 17    | ISUZU         | 873           | 490             | 78,2%                    | 1,7%  | 1,5%      | 11,7%  |
| 18    | JMC           | 572           | 365             | 56,7%                    | 1,1%  | 1,1%      | -1,7%  |
| 19    | RENAULT       | 569           | 327             | 74,0%                    | 1,1%  | 1,0%      | 9,1%   |
| 20    | FOTON         | 478           | 314             | 52,2%                    | 0,9%  | 1,0%      | -4,5%  |
| 21    | YUEJIN        | 452           | 282             | 60,3%                    | 0,9%  | 0,9%      | 0,5%   |
| 22    | KENWORTH      | 416           | 256             | 62,5%                    | 0,8%  | 0,8%      | 1,9%   |
| 23    | DONGFENG      | 327           | 251             | 30,3%                    | 0,6%  | 0,8%      | -18,3% |
| 24    | HECHIZO       | 324           | 169             | 91,7%                    | 0,6%  | 0,5%      | 20,2%  |
| 25    | TOYOTA        | 303           | 162             | 87,0%                    | 0,6%  | 0,5%      | 17,3%  |
| 26    | NISSAN        | 248           | 143             | 73,4%                    | 0,5%  | 0,4%      | 8,8%   |
| 27    | DAF           | 201           | 140             | 43,6%                    | 0,4%  | 0,4%      | -9,9%  |
| 28    | SINOTRUK      | 177           | 135             | -                        | 0,3%  | 0,4%      | -      |
| 29    | DAHIATSU      | 155           | 100             | 55,0%                    | 0,3%  | 0,3%      | -2,8%  |
| 30    | FAW           | 116           | 70              | 65,7%                    | 0,2%  | 0,2%      | 3,9%   |
|       | OTRAS         | 874           | 501             | 74,5%                    | 1,7%  | 1,5%      | 9,4%   |
|       | <b>TOTAL</b>  | <b>52.222</b> | <b>32.755</b>   | <b>59,4%</b>             |       |           |        |

# ANTIGÜEDAD

| ANTIGÜEDAD   | TRANSFERENCIAS |
|--------------|----------------|
| 0-5 años     | 8.545          |
| 6-10 años    | 12.934         |
| 11-15 años   | 10.977         |
| 16-20 años   | 6.889          |
| + 20 años    | 12.877         |
| <b>TOTAL</b> | <b>52.222</b>  |

| ANTIGÜEDAD   |             | CAMIÓN        | %     | TRACTOCAMIÓN  | %     |
|--------------|-------------|---------------|-------|---------------|-------|
| 0-5 AÑOS     | 2018 - 2022 | 5.795         | 15,3% | 2.750         | 19,0% |
| 6-10 AÑOS    | 2013-2017   | 8.470         | 22,4% | 4.464         | 30,9% |
| 11-15 AÑOS   | 2008-2012   | 7.641         | 20,2% | 3.336         | 23,1% |
| 16-20 AÑOS   | 2003-2007   | 5.088         | 13,5% | 1.801         | 12,4% |
| + 20 AÑOS    | 2002 y ant. | 10.760        | 28,5% | 2.117         | 14,6% |
| <b>TOTAL</b> |             | <b>37.754</b> |       | <b>14.468</b> |       |

**TOTAL SEGMENTO**  
CAMIÓN USADO



**CAMIÓN**



**TRACTOCAMIÓN**

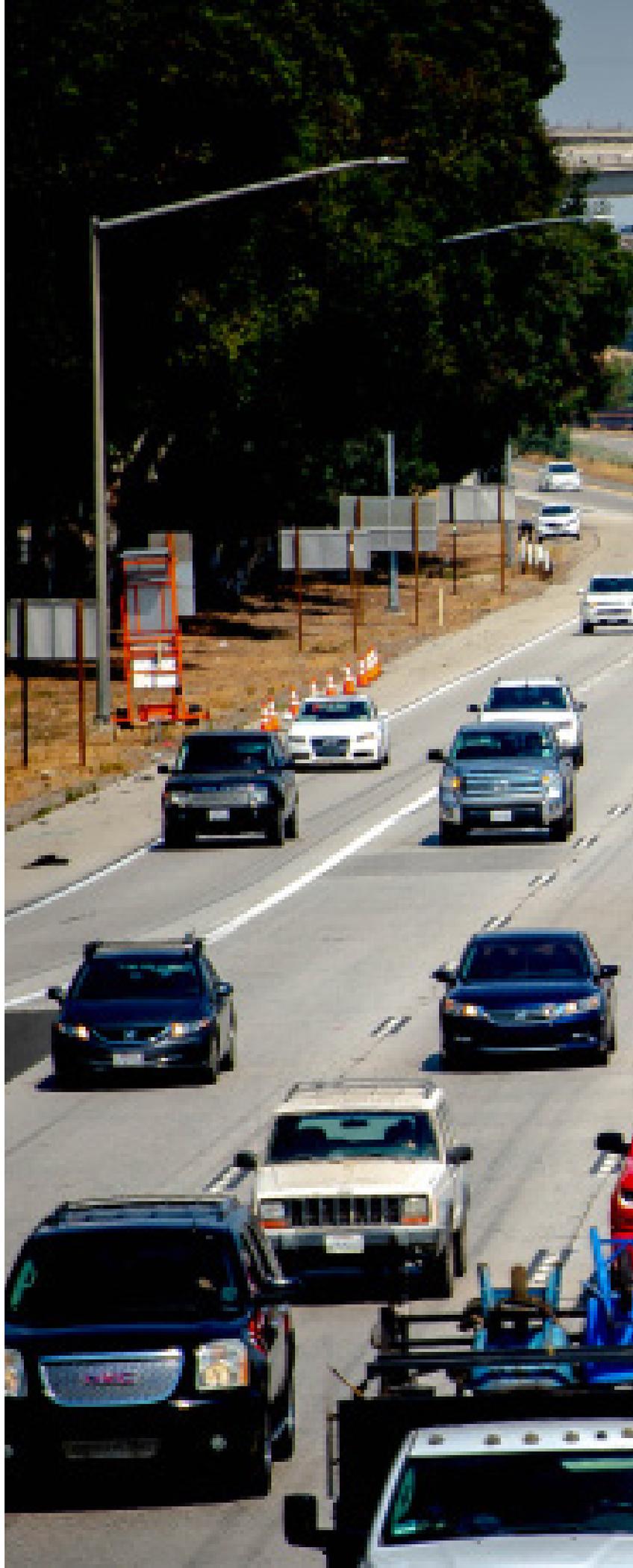


| ANTIGÜEDAD | AÑO        | TRANSFERENCIAS |
|------------|------------|----------------|
| 0          | 2022       | 4              |
| 1 año      | 2021       | 171            |
| 2 años     | 2020       | 531            |
| 3 años     | 2019       | 1.499          |
| 4 años     | 2018       | 3.127          |
| 5 años     | 2017       | 3.217          |
| 6 años     | 2016       | 2.313          |
| 7 años     | 2015       | 2.206          |
| 8 años     | 2014       | 2.485          |
| 9 años     | 2013       | 2.514          |
| 10 años    | 2012       | 3.416          |
| + 10 años  | Anteriores | 30.739         |

| ANTIGÜEDAD | CAMIÓN | TRACTOCAMIÓN |
|------------|--------|--------------|
| 0          | 3      | 1            |
| 1 año      | 146    | 25           |
| 2 años     | 438    | 93           |
| 3 años     | 1.204  | 295          |
| 4 años     | 2.086  | 1.041        |
| 5 años     | 1.921  | 1.296        |
| 6 años     | 1.382  | 931          |
| 7 años     | 1.469  | 737          |
| 8 años     | 1.637  | 848          |
| 9 años     | 1.663  | 851          |
| 10 años    | 2.319  | 1.097        |
| + 10 años  | 23.486 | 7.253        |

| MARCAS | ANTIGÜEDAD (AÑOS) |               |              |               |              |               |              |              |             |               |              |
|--------|-------------------|---------------|--------------|---------------|--------------|---------------|--------------|--------------|-------------|---------------|--------------|
|        | 0-5               | %             | 6-10         | %             | 11-15        | %             | 16-20        | %            | + de 20     | %             |              |
| 1      | MERCEDES BENZ     | 733           | 17,0%        | 901           | 20,9%        | 657           | 15,2%        | 454          | 10,5%       | 1.572         | 36,4%        |
| 2      | FREIGHTLINER      | 493           | 15,9%        | 1.264         | 40,8%        | 687           | 22,2%        | 365          | 11,8%       | 289           | 9,3%         |
| 3      | CHEVROLET         | 529           | 17,5%        | 1.200         | 39,7%        | 646           | 21,4%        | 205          | 6,8%        | 441           | 14,6%        |
| 4      | FORD              | 673           | 24,2%        | 630           | 22,6%        | 571           | 20,5%        | 518          | 18,6%       | 394           | 14,1%        |
| 5      | VOLVO             | 462           | 16,7%        | 574           | 20,8%        | 682           | 24,7%        | 256          | 9,3%        | 786           | 28,5%        |
| 6      | SCANIA            | 321           | 17,1%        | 440           | 23,4%        | 440           | 23,4%        | 190          | 10,1%       | 487           | 25,9%        |
| 7      | VOLKSWAGEN        | 281           | 15,4%        | 689           | 37,8%        | 510           | 28,0%        | 145          | 7,9%        | 199           | 10,9%        |
| 8      | HINO              | 289           | 17,7%        | 653           | 40,1%        | 376           | 23,1%        | 120          | 7,4%        | 191           | 11,7%        |
| 9      | HYUNDAI           | 489           | 30,7%        | 552           | 34,6%        | 283           | 17,8%        | 83           | 5,2%        | 187           | 11,7%        |
| 10     | INTERNATIONAL     | 335           | 21,7%        | 505           | 32,7%        | 289           | 18,7%        | 220          | 14,2%       | 195           | 12,6%        |
| 11     | MACK              | 142           | 10,5%        | 553           | 40,8%        | 307           | 22,7%        | 117          | 8,6%        | 236           | 17,4%        |
| 12     | MITSUBISHI        | 244           | 18,8%        | 336           | 25,9%        | 346           | 26,6%        | 147          | 11,3%       | 226           | 17,4%        |
| 13     | JAC               | 321           | 36,8%        | 524           | 60,0%        | 28            | 3,2%         | 0            | 0,0%        | 0             | 0,0%         |
| 14     | IVECO             | 73            | 12,5%        | 166           | 28,5%        | 117           | 20,1%        | 70           | 12,0%       | 157           | 26,9%        |
| 15     | KIA MOTORS        | 0             | 0,0%         | 54            | 9,3%         | 99            | 17,1%        | 166          | 28,7%       | 259           | 44,8%        |
| 16     | ISUZU             | 1             | 0,2%         | 1             | 0,2%         | 11            | 2,0%         | 6            | 1,1%        | 538           | 96,6%        |
| 17     | MAN               | 175           | 35,4%        | 151           | 30,6%        | 100           | 20,2%        | 41           | 8,3%        | 27            | 5,5%         |
| 18     | RENAULT           | 55            | 14,0%        | 124           | 31,6%        | 138           | 35,1%        | 38           | 9,7%        | 38            | 9,7%         |
| 19     | FOTON             | 91            | 28,1%        | 215           | 66,4%        | 18            | 5,6%         | 0            | 0,0%        | 0             | 0,0%         |
| 20     | JMC               | 138           | 46,0%        | 160           | 53,3%        | 2             | 0,7%         | 0            | 0,0%        | 0             | 0,0%         |
| 21     | YUEJIN            | 37            | 13,4%        | 134           | 48,4%        | 106           | 38,3%        | 0            | 0,0%        | 0             | 0,0%         |
| 22     | NISSAN            | 45            | 17,2%        | 86            | 33,0%        | 28            | 10,7%        | 23           | 8,8%        | 79            | 30,3%        |
| 23     | KENWORTH          | 0             | 0,0%         | 1             | 0,4%         | 17            | 6,7%         | 45           | 17,8%       | 190           | 75,1%        |
| 24     | DFM               | 1             | 0,4%         | 3             | 1,2%         | 20            | 8,2%         | 42           | 17,2%       | 178           | 73,0%        |
| 25     | TOYOTA            | 56            | 23,2%        | 173           | 71,8%        | 12            | 5,0%         | 0            | 0,0%        | 0             | 0,0%         |
| 26     | HECHIZO           | 0             | 0,0%         | 0             | 0,0%         | 0             | 0,0%         | 0            | 0,0%        | 206           | 100,0%       |
| 27     | PEGASO            | 0             | 0,0%         | 0             | 0,0%         | 11            | 10,0%        | 0            | 0,0%        | 99            | 90,0%        |
| 28     | SINOTRUK          | 0             | 0,0%         | 0             | 0,0%         | 0             | 0,0%         | 0            | 0,0%        | 101           | 100,0%       |
| 29     | FAW               | 35            | 35,7%        | 58            | 59,2%        | 5             | 5,1%         | 0            | 0,0%        | 0             | 0,0%         |
| 30     | DAIHATSU          | 40            | 42,1%        | 54            | 56,8%        | 1             | 1,1%         | 0            | 0,0%        | 0             | 0,0%         |
|        | OTRAS             | 6.133         | 18,2%        | 10.347        | 30,8%        | 6.542         | 19,4%        | 3.266        | 9,7%        | 7.352         | 21,9%        |
|        | <b>TOTAL</b>      | <b>12.192</b> | <b>18,3%</b> | <b>20.548</b> | <b>30,8%</b> | <b>13.049</b> | <b>19,6%</b> | <b>6.517</b> | <b>9,8%</b> | <b>14.427</b> | <b>21,6%</b> |

# MOTORIZACIÓN





# MOTORIZACIÓN

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TASA DE MOTORIZACIÓN

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TASA DE PÉRDIDA Y RENOVACIÓN VEHICULAR

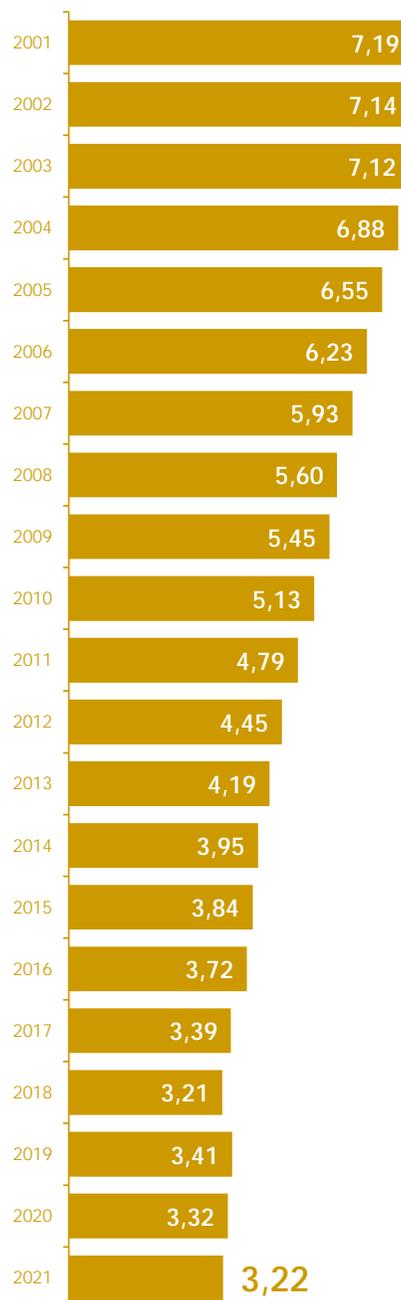
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# TASA DE MOTORIZACIÓN

| AÑO         | PARQUE VEHICULAR | VARIACIÓN DEL PARQUE | POBLACIÓN (MILES) | TASA DE MOTORIZACIÓN |
|-------------|------------------|----------------------|-------------------|----------------------|
| 2001        | 2.123.441        | 2,1%                 | 15.264            | 7,19                 |
| 2002        | 2.164.540        | 1,9%                 | 15.451            | 7,14                 |
| 2003        | 2.195.878        | 1,4%                 | 15.637            | 7,12                 |
| 2004        | 2.298.620        | 4,7%                 | 15.821            | 6,88                 |
| 2005        | 2.444.541        | 6,3%                 | 16.005            | 6,55                 |
| 2006        | 2.599.425        | 6,3%                 | 16.188            | 6,23                 |
| 2007        | 2.762.593        | 6,3%                 | 16.371            | 5,93                 |
| 2008        | 2.955.303        | 7,0%                 | 16.554            | 5,60                 |
| 2009        | 3.068.220        | 3,8%                 | 16.718            | 5,45                 |
| 2010        | 3.299.446        | 7,5%                 | 16.923            | 5,13                 |
| 2011        | 3.571.219        | 8,2%                 | 17.108            | 4,79                 |
| 2012        | 3.885.581        | 8,8%                 | 17.295            | 4,45                 |
| 2013        | 4.168.980        | 7,3%                 | 17.482            | 4,19                 |
| 2014        | 4.468.450        | 7,2%                 | 17.669            | 3,95                 |
| 2015        | 4.647.062        | 4,0%                 | 17.855            | 3,84                 |
| 2016        | 4.853.413        | 4,4%                 | 18.046            | 3,72                 |
| 2017        | 5.190.704        | 6,9%                 | 17.574            | 3,39                 |
| 2018        | 5.480.018        | 5,6%                 | 17.574            | 3,21                 |
| 2019        | 5.599.733        | 2,2%                 | 19.107            | 3,41                 |
| 2020        | 5.856.384        | 4,6%                 | 19.458            | 3,32                 |
| <b>2021</b> | <b>6.102.351</b> | <b>4,2%</b>          | <b>19.678</b>     | <b>3,22</b>          |

**TASA DE MOTORIZACIÓN**  
(Hab./Veh.)

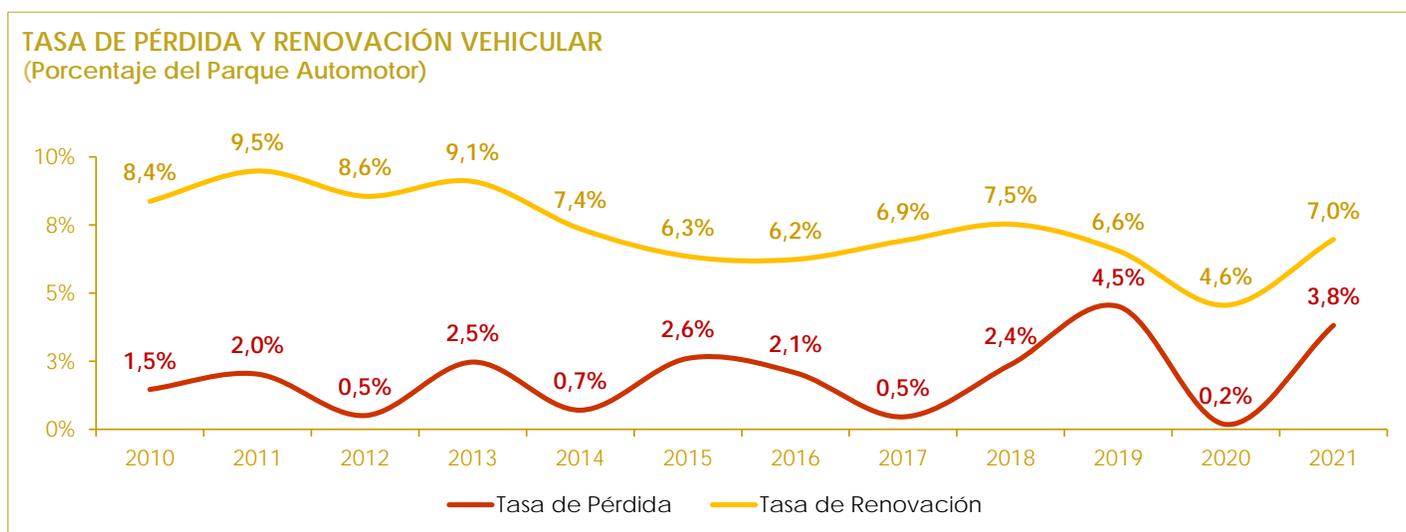


| REGIÓN                           | TASA DE MOTORIZACIÓN REGIONAL 2021 |
|----------------------------------|------------------------------------|
| XV DE ARICA Y PARINACOTA         | 3,18                               |
| I DE TARAPACÁ                    | 2,98                               |
| II DE ANTOFAGASTA                | 4,26                               |
| III DE ATACAMA                   | 3,29                               |
| IV DE COQUIMBO                   | 3,58                               |
| V DE VALPARAÍSO                  | 3,37                               |
| VI DE O'HIGGINS                  | 3,84                               |
| XIII METROPOLITANA               | 3,12                               |
| VII DEL MAULE                    | 2,78                               |
| XVI ÑUBLE                        | 3,25                               |
| VIII DEL BIOBÍO                  | 3,70                               |
| IX DE LA ARAUCANÍA               | 3,89                               |
| X DE LOS LAGOS                   | 3,59                               |
| XI DE AYSÉN                      | 3,36                               |
| XII DE MAGALLANES Y LA ANTÁRTICA | 2,60                               |
| XIV DE LOS RÍOS                  | 2,54                               |

| AÑO         | PARQUE AUTOMOTOR | VARIACIÓN ANUAL | VEHÍCULOS NUEVOS* | PÉRDIDA VEHÍCULOS | TASA DE PÉRDIDA | TASA DE RENOVACIÓN |
|-------------|------------------|-----------------|-------------------|-------------------|-----------------|--------------------|
| 2010        | 3.299.446        | 231.226         | 276.177           | -44.951           | 1,5%            | 8,4%               |
| 2011        | 3.571.219        | 271.773         | 338.719           | -66.946           | 2,0%            | 9,5%               |
| 2012        | 3.885.581        | 314.362         | 332.456           | -18.094           | 0,5%            | 8,6%               |
| 2013        | 4.168.980        | 283.399         | 379.396           | -95.997           | 2,5%            | 9,1%               |
| 2014        | 4.468.450        | 299.470         | 328.826           | -29.356           | 0,7%            | 7,4%               |
| 2015        | 4.647.062        | 178.612         | 295.081           | -116.469          | 2,6%            | 6,3%               |
| 2016        | 4.853.413        | 206.351         | 302.769           | -96.418           | 2,1%            | 6,2%               |
| 2017        | 5.190.704        | 337.291         | 359.515           | -22.224           | 0,5%            | 6,9%               |
| 2018        | 5.480.018        | 289.314         | 412.723           | -123.409          | 2,4%            | 7,5%               |
| 2019        | 5.599.733        | 119.715         | 367.064           | -247.349          | 4,5%            | 6,6%               |
| 2020        | 5.856.384        | 256.651         | 266.814           | -10.163           | 0,2%            | 4,6%               |
| <b>2021</b> | <b>6.102.351</b> | <b>245.967</b>  | <b>422.251</b>    | <b>-176.284</b>   | <b>3,0%</b>     | <b>6,9%</b>        |

El parque automotor en el 2021 llegó a las **6.102.351** unidades, **245.967** vehículos más que el 2020.

Los motorizados nuevos, tanto livianos y medianos como camiones, alcanzaron las **422.251** unidades, lo cual significó una tasa de renovación vehicular del **6,9%** a lo largo del país.



\* Nota: Incluye vehículos livianos y medianos y camiones nuevos

# AGENDA GREMIAL



# AGENDA GREMIAL



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## 94° ANIVERSARIO CARABINEROS DE CHILE

En el cuartel del Departamento de Encargos y Búsqueda de Vehículos SEBV, el miércoles 19 de mayo, CAVEM conmemoró un nuevo aniversario de la creación de Carabineros de Chile. Encabezando una delegación de Directores, el Presidente de la corporación, pronunció un discurso para resaltar el destacado rol que la institución.

El acto que contó con la presencia del Coronel Alex Chaván Espinosa, Jefe del SEBV, la totalidad de los Oficiales y personal especializado.

En la oportunidad se entregó el Premio CAVEM "Excelencia Profesional" al Teniente de carabineros Señor David González Tapia y al Cabo 2° de Carabineros Señor Alvaro Ramírez González, por su destacada trayectoria profesional, eficiente rol investigativo en el SEBV y permanente protección a la industria automotriz nacional.



De manera virtual, debido a las restricciones de aforos determinados por la Pandemia del Covid19, el jueves 23 de junio, y dando cumplimiento a los Estatutos de la corporación, se llevó a cabo la Asamblea Anual de Socios.

En la ocasión se dió a conocer el resultado de la elección de Directorio de la Cámara para el periodo 2021 - 2023.

Con la participación del Directorio y socios de la capital y provincias, se dió a conocer un pormenorizado balance financiero por parte del Director Tesorero Ernesto Angulo Ibáñez. La cuenta fue aprobada unánimemente por la asamblea; ejercicio contable que recibió el agradecimiento y felicitaciones de la mesa directiva.



La Cámara implementó un nuevo sistema de seminarios Online implementados para entregar contenidos a los socios, estos se denominan Webinar CAVEM y están orientados a discutir temas importantes para el sector y facilitar la participación de todos nuestros socios a nivel nacional, para esto se utiliza la plataforma ZOOM.

El primer Webinar se realizó el martes 13 de julio y trató sobre “**La aplicación de la semana corrida en el sector automotriz**”, que dictó el Abogado Álvaro Cruz G. de AAC Abogados.

El segundo Webinar se realizó el miércoles 25 de agosto y trató sobre “**La Ley de Protección al Consumidor y sus alcances en el Sector Automotor**”, presentado por el Sr. Jean Pierre Couchot, Subdirector Nacional del SERNAC.

Estos eventos cuentan con una participación de más de 100 participantes.



En la ocasión, celebrando el 50 aniversario de la creación de la Cámara, se realizaron los siguientes reconocimientos: Premio Edmundo Valdivielso Mayo al socio Sr. Carlos Verdugo Ramirez de Arellano por su destacada trayectoria empresarial, invariable compromiso gremial y relevantes cualidades personales, en la misma ceremonia se entregó el Premio Empresa Automotriz a INALCO S.A. por su brillante trayectoria empresarial, como asimismo a las relevantes cualidades personales del equipo profesional que la conforma, recibió este galardón el Señor Osvaldo Rivas.

Por último, se entregó un reconocimiento a la trayectoria profesional y gremial del Sr. Roberto Maristany, destacado ejecutivo de la industria automotriz, de los seguros y ex presidente de ANAC, en la ocasión recibió este reconocimiento el Sr. Diego Mendoza, secretario general de ANAC, quién agradeció en nombre del Sr. Maristany, destacando la cooperación entre Cavem y ANAC para el desarrollo y fortalecimiento del Sector Automotor.



# 11° ENCUENTRO AUTOMOTOR DE CHILE

La nueva versión del 11° Encuentro Automotor de Chile, se realizó con una transmisión vía Streaming del evento en vivo organizado por nuestra entidad y BCI Seguros, con una asistencia presencial y on line de 330 invitados totales, entre asociados, empresarios y ejecutivos del rubro, representantes de los principales centros de estudios de la industria y expertos vinculados al mundo de los negocios.

En el evento caratulado “**Los desafíos de la Industria en un Entorno Híbrido**”, como panelistas intervinieron el economista Sebastian Edwards, con el tema “**La economía global en la post-pandemia: desafíos, peligros y oportunidades**”; Albert Gallegos Director International Affairs de NADA, que expuso sobre “**Ventas de Automóviles Nuevos y la incidencia y futuro de los Vehículos Eléctricos**” y Edwin Derteano, consultor, expresidente de la AAP con el tema: “**Adaptándonos A Los Cambios**”.

**Bci Seguros** **CAVEM**  
Seminario Automotor 2021  
**Los desafíos de la industria en un entorno híbrido**  
Martes **09** Noviembre 2021

Sebastian Edwards  
Economista

Albert Gallegos  
Director - International Affairs

Edwin Derteano  
Consultor - Ex Presidente AAP y ALADUE



**Cristián Ferrer Villanueva**  
Director

**León Valdés Flores**  
Director

**Iván Carrasco Popovic**  
Director

**Gonzalo Marín Bianchi**  
Gerente General



**Ernesto Angulo Ibañez**  
Director Tesorero

**Guillermo Valdivielso Mayo**  
Vice Presidente

**Martín Bresciani Durán**  
Presidente

**Carlos Dumay Perwitz**  
Past President

**Sergio Escobar Miranda**  
Director Regiones

## MISIÓN

Representar los intereses de sus asociados y del sector automotor, ante las autoridades, instituciones y organismos nacionales y extranjeros.

Fomentar la permanente modernización y capacitación de los socios, tendiente a profesionalizar la actividad y transparentar la gestión comercial.

SOCIOS ZONA NORTE

| RAZÓN SOCIAL                     | SITIO WEB                                                                | CIUDAD       |
|----------------------------------|--------------------------------------------------------------------------|--------------|
| A & R AUTOMOTRIZ                 | <a href="http://www.arteagarebolledo.cl">www.arteagarebolledo.cl</a>     | VIÑA DEL MAR |
| ASPILLAGA Y HORNAUER Y CIA LTDA. | <a href="http://www.aspillagahornahuer.cl">www.aspillagahornahuer.cl</a> | VIÑA DEL MAR |
| AUTOMOTORA ARICA                 | <a href="http://www.automotoraarica.com">www.automotoraarica.com</a>     | ARICA        |
| AUTOMOTRIZ MIRANDA LTDA.         | <a href="http://www.miranda2000.cl">www.miranda2000.cl</a>               | ANTOFAGASTA  |
| AUTOMOTRIZ ROSSELOT S.A.         | <a href="http://www.rosselot.cl">www.rosselot.cl</a>                     | VIÑA DEL MAR |
| CALLEGARI E HIJAS LTDA.          | <a href="http://www.callegari.cl">www.callegari.cl</a>                   | LA SERENA    |
| CARTONI Y CARTONI LTDA.          | <a href="http://www.cartoni.cl">www.cartoni.cl</a>                       | VIÑA DEL MAR |
| COMERCIAL TOCORNAL AUTOS LTDA.   | <a href="http://www.tocornalautos.cl">www.tocornalautos.cl</a>           | SAN FELIPE   |
| E. KOVACS Y CIA. LTDA.           | <a href="http://www.kovacs.cl">www.kovacs.cl</a>                         | VALPARAISO   |
| H. MOTORES S.A.                  | <a href="http://www.hmotores.cl">www.hmotores.cl</a>                     | VIÑA DEL MAR |
| IMPORTADORA EXPORT STOP S.A.     | <a href="http://www.importadorastop.cl">www.importadorastop.cl</a>       | IQUIQUE      |
| INVERSIONES OLMUE S.A.           | <a href="http://www.verschae.cl">www.verschae.cl</a>                     | VIÑA DEL MAR |
| MACH VIÑA S.A.                   | <a href="http://www.mach.cl">www.mach.cl</a>                             | VIÑA DEL MAR |
| MENESES Y DIAZ LTDA.             | <a href="http://www.menesesydiaz.cl">www.menesesydiaz.cl</a>             | VALPARAISO   |
| R Y R PINTO LTDA.                | <a href="http://www.ryrpinto.cl">www.ryrpinto.cl</a>                     | SAN FELIPE   |
| SUZUVAL LTDA.                    | <a href="http://www.suzuval.cl">www.suzuval.cl</a>                       | VIÑA DEL MAR |

SOCIOS ZONA SUR

| RAZÓN SOCIAL                         | SITIO WEB                                                                  | CIUDAD       |
|--------------------------------------|----------------------------------------------------------------------------|--------------|
| ÁLAMOS S.A. DISTRIBUIDORA AUTOMOTRIZ | <a href="http://www.inalcosur.cl">www.inalcosur.cl</a>                     | TEMUCO       |
| AUTOMOTORA ALAMEDA LTDA.             | <a href="http://www.automotoraalameda.cl">www.automotoraalameda.cl</a>     | RANCAGUA     |
| AUTOMOTORA GOMA LTDA.                | <a href="http://www.automotoragoma.cl">www.automotoragoma.cl</a>           | TEMUCO       |
| AUTOMOTRIZ ARAUCO LTDA.              | <a href="http://www.automotoraarauco.cl">www.automotoraarauco.cl</a>       | OSORNO       |
| AUTOMOTRIZ BILBAO AUTOS S.A.         | <a href="http://www.bilbaoautos.cl">www.bilbaoautos.cl</a>                 | OSORNO       |
| AUTOMOTRIZ COADIG LTDA.              | <a href="http://www.coadig.cl">www.coadig.cl</a>                           | CURICÓ       |
| AUTOMOTRIZ SALFA SUR LTDA.           | <a href="http://www.salfasur.cl">www.salfasur.cl</a>                       | PUERTO MONTT |
| BRUNO FRITSCH LTDA.                  | <a href="http://www.brunofritsch.cl">www.brunofritsch.cl</a>               | CONCEPCIÓN   |
| COMERCIAL VIOLIC LTDA.               |                                                                            | PUNTA ARENAS |
| DE CAR S.A.                          | <a href="http://www.automovilesdecar.cl">www.automovilesdecar.cl</a>       | TEMUCO       |
| DIFOR CHILE S.A.                     | <a href="http://www.diforchile.cl">www.diforchile.cl</a>                   | CONCEPCIÓN   |
| DIVEMOTOR S.A.                       | <a href="http://www.divemotor.cl">www.divemotor.cl</a>                     | PUNTA ARENAS |
| ESTEBAN GUIC Y CIA. LTDA.            | <a href="http://www.recasur.cl">www.recasur.cl</a>                         | PUNTA ARENAS |
| EXEQUIEL BERRIOS Y CIA. LTDA.        | <a href="http://www.berrios.cl">www.berrios.cl</a>                         | PUERTO MONTT |
| L.L. AUTOS LTDA.                     | <a href="http://www.llaautos.cl">www.llaautos.cl</a>                       | CHILLÁN      |
| MARITANO EBERSPEGER LTDA.            | <a href="http://www.mye.cl">www.mye.cl</a>                                 | CONCEPCIÓN   |
| NALLAR AUTOS                         | <a href="http://www.nallarautos.cl">www.nallarautos.cl</a>                 | OSORNO       |
| NANDWANI Y CIA LTDA.                 |                                                                            | PUNTA ARENAS |
| PEDRO CUMSILLE Y CIA LTDA.           | <a href="http://www.dercocentercumsille.cl">www.dercocentercumsille.cl</a> | SAN FERNANDO |
| PEMARCO S.A.C.                       | <a href="http://www.pemarco.cl">www.pemarco.cl</a>                         | RANCAGUA     |
| RENT A CAR EVIS (AVIS)               | <a href="http://www.avis.cl">www.avis.cl</a>                               | PUNTA ARENAS |
| SALAZAR ISRAEL                       | <a href="http://www.salazarisrael.cl">www.salazarisrael.cl</a>             | CONCEPCIÓN   |
| SERGIO ESCOBAR Y CIA LTDA.           | <a href="http://www.sergioescobar.cl">www.sergioescobar.cl</a>             | CONCEPCIÓN   |
| SERVIMAQ S.A.                        | <a href="http://www.servimaq.cl">www.servimaq.cl</a>                       | OSORNO       |

## SOCIOS REGIÓN METROPOLITANA

| RAZÓN SOCIAL                            | SITIO WEB                                                                      | COMUNA           |
|-----------------------------------------|--------------------------------------------------------------------------------|------------------|
| AGUSAVI                                 | <a href="http://www.agusavi.cl">www.agusavi.cl</a>                             | VITACURA         |
| ALAMEDA RENT A CAR                      | <a href="http://www.alamedarentacar.cl">www.alamedarentacar.cl</a>             | ESTACION CENTRAL |
| AUGUSTO NOGUEIRA Y CIA. LTDA.           | <a href="http://www.augutonoguera.cl">www.augutonoguera.cl</a>                 | PROVIDENCIA      |
| AUTAZO SPA                              | <a href="http://www.autazo.cl">www.autazo.cl</a>                               | ÑUÑO A           |
| AUTO SUMMIT CHILE S.A.                  | <a href="http://www.autosummit.cl">www.autosummit.cl</a>                       | SAN JOAQUÍN      |
| AUTOCORP LTDA.                          | <a href="http://www.autocorp.cl">www.autocorp.cl</a>                           | PROVIDENCIA      |
| AUTOEASTERN S.A.                        | <a href="http://www.autoeastern.cl">www.autoeastern.cl</a>                     | SANTIAGO         |
| AUTOMOTORA BILBAO S.A.                  | <a href="http://www.automotorabilbao.cl">www.automotorabilbao.cl</a>           | PROVIDENCIA      |
| AUTOMOTORA FLORENCIA S.A.               | <a href="http://www.automotoraflorencia.cl">www.automotoraflorencia.cl</a>     | LAS CONDES       |
| AUTOMOTORA INALCO S.A.                  | <a href="http://www.inalco.cl">www.inalco.cl</a>                               | PROVIDENCIA      |
| AUTOMOTORA VALP                         | <a href="http://www.automotoravalp.cl">www.automotoravalp.cl</a>               | PROVIDENCIA      |
| AUTOMOTRIZ AVENTURA MOTORS LTDA.        | <a href="http://www.aventuramotors.cl">www.aventuramotors.cl</a>               | VITACURA         |
| AUTOMOTRIZ CARLOS VERDUGO LTDA.         | <a href="http://www.verdugo.cl">www.verdugo.cl</a>                             | PROVIDENCIA      |
| AUTOMOTRIZ CURIFOR S.A.                 | <a href="http://www.curifor.cl">www.curifor.cl</a>                             | LA FLORIDA       |
| AUTOMOTRIZ DANIEL ACHONDO S.A.          | <a href="http://www.danielachondo.cl">www.danielachondo.cl</a>                 | LA REINA         |
| AUTOMOTRIZ EUGENIO AVILÉS G. SPA        | <a href="http://www.eugenioaviles.peugeot.cl">www.eugenioaviles.peugeot.cl</a> | PROVIDENCIA      |
| AUTOMOTRIZ FORCENTER S.A.               | <a href="http://www.forcenter.cl">www.forcenter.cl</a>                         | ÑUÑO A           |
| AUTOMOTRIZ JULIO INFANTE Y CIA LTDA.    | <a href="http://www.julioinfante.com">www.julioinfante.com</a>                 | VITACURA         |
| AUTOMOTRIZ PORTEZUELO S.A.              | <a href="http://www.portilloauto.cl">www.portilloauto.cl</a>                   | VITACURA         |
| AUTOMOTRIZ ROSSELOT S.A.                | <a href="http://www.rosselot.cl">www.rosselot.cl</a>                           | LA REINA         |
| AUTOMOTRIZ SANTA CATALINA LTDA.         | <a href="http://www.santacatalina.cl">www.santacatalina.cl</a>                 | ÑUÑO A           |
| AUTOMOTRIZ SIGLO XXI S.A.               | <a href="http://www.sigloxxi.cl">www.sigloxxi.cl</a>                           | PROVIDENCIA      |
| BRUNO FRITSCH LTDA.                     | <a href="http://www.brunofritsch.cl">www.brunofritsch.cl</a>                   | LAS CONDES       |
| CARLOS DUMAY S.A.                       | <a href="http://www.dumay.cl">www.dumay.cl</a>                                 | PROVIDENCIA      |
| CARMEISTER S.A.                         | <a href="http://www.carmeister.cl">www.carmeister.cl</a>                       | PUDAHUEL         |
| CHILEAUTOS SPA                          | <a href="http://www.chileautos.cl">www.chileautos.cl</a>                       | VITACURA         |
| CIDEF COMERCIAL S.A.                    | <a href="http://www.cidef.cl">www.cidef.cl</a>                                 | SANTIAGO         |
| CITROEN CHILE S.A.                      | <a href="http://www.citroen.cl">www.citroen.cl</a>                             | PROVIDENCIA      |
| CLASIC MOTORS S.A.                      | <a href="http://www.clasic.cl">www.clasic.cl</a>                               | SANTIAGO         |
| COMERC. Y ADMINISTRADORA FAVAL LTDA     | <a href="http://www.faval.cl">www.faval.cl</a>                                 | SAN BERNARDO     |
| COMERCIAL AUTOMOTRIZ S.A.               | <a href="http://www.parqueautomotriz.cl">www.parqueautomotriz.cl</a>           | QUILICURA        |
| COMERCIAL AUTOVISION LTDA.              | <a href="http://www.autovision.cl">www.autovision.cl</a>                       | PROVIDENCIA      |
| COMERCIAL CUETO LTDA.                   | <a href="http://www.cuetoautos.cl">www.cuetoautos.cl</a>                       | SANTIAGO         |
| COMERCIAL GRASS Y ARUESTE LTDA.         | <a href="http://www.grassyarueste.cl">www.grassyarueste.cl</a>                 | ÑUÑO A           |
| COMERCIAL LARRAÍN VERGARA Y CIA LTDA.   | <a href="http://www.chileanrentacar.cl">www.chileanrentacar.cl</a>             | PROVIDENCIA      |
| COMERCIAL PH LTDA.                      | <a href="http://www.chilecar.cl">www.chilecar.cl</a>                           | LAS CONDES       |
| COMERCIALIZADORA DON CARLOS LTDA.       | <a href="http://www.afarellones.cl">www.afarellones.cl</a>                     | PROVIDENCIA      |
| COMPAÑÍA LEASING TATTERSAL S.A.         | <a href="http://www.tattersal.cl">www.tattersal.cl</a>                         | PUDAHUEL         |
| COSECHE S.A.                            | <a href="http://www.coseche.cl">www.coseche.cl</a>                             | MACUL            |
| CURIFOR RENT A CAR S.A.                 | <a href="http://www.curifor.cl">www.curifor.cl</a>                             | LA FLORIDA       |
| DISTRIBUIDORA AUTOMOTRIZ MARUBENI LTDA. | <a href="http://www.marubeni.cl">www.marubeni.cl</a>                           | PUDAHUEL         |
| DISTRIBUIDORA CHILENA DE MOTOCICLETAS   | <a href="http://www.h-dsantiago.cl">www.h-dsantiago.cl</a>                     | VITACURA         |
| DITALCAR AUTOMOTRIZ S.A.                | <a href="http://www.ditalcar.cl">www.ditalcar.cl</a>                           | SAN JOAQUÍN      |
| EMPRESA IRRIBARRA AUTOMOTRIZ SPA        | <a href="http://www.irribarraautomotriz.cl">www.irribarraautomotriz.cl</a>     | PROVIDENCIA      |
| FAVAL LTDA.                             | <a href="http://www.faval.cl">www.faval.cl</a>                                 | SANTIAGO         |
| FREE RENT A CAR                         | <a href="http://www.freerentacar.cl">www.freerentacar.cl</a>                   | LA REINA         |
| GUILLERMO MORALES LTDA.                 | <a href="http://www.guillermomoraes.cl">www.guillermomoraes.cl</a>             | VITACURA         |
| GUSTAVO SAAVEDRA Y COMPAÑÍA LTDA.       | <a href="http://www.gustavosaavedra.cl">www.gustavosaavedra.cl</a>             | PROVIDENCIA      |
| HDMOTORS SPA                            | <a href="http://www.chileautos.cl/hdmotors">www.chileautos.cl/hdmotors</a>     | LO BARNECHEA     |
| HERNANDEZ MOTORES S.A.                  | <a href="http://www.hmotores.cl">www.hmotores.cl</a>                           | MAIPU            |
| INVERSIONES EL ALBA LTDA.               |                                                                                | LAS CONDES       |

SOCIOS REGIÓN METROPOLITANA

| RAZÓN SOCIAL                                   | SITIO WEB                                                                                          | COMUNA      |
|------------------------------------------------|----------------------------------------------------------------------------------------------------|-------------|
| INVERSIONES MONACO SPA                         |                                                                                                    | MACUL       |
| JORGE VALENZUELA V. Y CIA LTDA.                | <a href="http://www.valdelarze.cl">www.valdelarze.cl</a>                                           | PROVIDENCIA |
| JPN AUTOS                                      | <a href="http://www.jpnautos.cl">www.jpnautos.cl</a>                                               | VITACURA    |
| KAVAK                                          | <a href="http://www.kavak.com/cl">www.kavak.com/cl</a>                                             | LAS CONDES  |
| KOVACS RENTAUTOS LTDA.                         | <a href="http://www.kovacs.cl">www.kovacs.cl</a>                                                   | PROVIDENCIA |
| LARRAÍN & VALDES LTDA.                         | <a href="http://www.lyv.cl">www.lyv.cl</a>                                                         | LA REINA    |
| LARRAÍN SIERRA Y CIA. LTDA.                    | <a href="http://www.liralarrain.cl">www.liralarrain.cl</a>                                         | PROVIDENCIA |
| L y H SPA                                      | <a href="http://www.owlcars.cl">www.owlcars.cl</a>                                                 | VITACURA    |
| LUCANO RENT A CAR S.A.                         | <a href="http://www.lucanorent.cl">www.lucanorent.cl</a>                                           | VITACURA    |
| MACAL LTDA.                                    | <a href="http://www.macal.cl">www.macal.cl</a>                                                     | SANTIAGO    |
| MEDITERRÁNEO AUTOMOTORES S.A                   | <a href="http://www.circulotoyota.cl">www.circulotoyota.cl</a>                                     | ÑUÑO A      |
| OLX AUTOS                                      | <a href="http://www.olxautos.cl">www.olxautos.cl</a>                                               | PROVIDENCIA |
| OVALLE HERMANOS LTDA.                          | <a href="http://www.suzukiovalle.cl">www.suzukiovalle.cl</a>                                       | RECOLETA    |
| PATRICIO GRACIA Y CIA. LTDA.                   | <a href="http://www.patriciogracia.cl">www.patriciogracia.cl</a>                                   | ÑUÑO A      |
| PATRICIO HIDALGO S.A.                          | <a href="http://www.patriciohidalgo.cl">www.patriciohidalgo.cl</a>                                 | SANTIAGO    |
| PIAMONTE RENT A CAR                            | <a href="http://www.piamonte.cl">www.piamonte.cl</a>                                               | ÑUÑO A      |
| PIAMONTE S.A.                                  | <a href="http://www.piamonte.cl">www.piamonte.cl</a>                                               | ÑUÑO A      |
| PIRETTA S.A.                                   | <a href="http://www.piretta.cl">www.piretta.cl</a>                                                 | VITACURA    |
| POMPEYO CARRASCO AUTOMOTRIZ LTDA.              | <a href="http://www.pompeyo.cl">www.pompeyo.cl</a>                                                 | ÑUÑO A      |
| POMPEYO CARRASCO AUTOMÓVILES LTDA.             | <a href="http://www.pompeyo.cl">www.pompeyo.cl</a>                                                 | ÑUÑO A      |
| POMPEYO CARRASCO DISTRIBUIDORA AUTOMOTRIZ S.A. | <a href="http://www.pompeyo.cl">www.pompeyo.cl</a>                                                 | ÑUÑO A      |
| PRO MOTORS S.A.                                | <a href="http://www.anfrunsmotors.cl">www.anfrunsmotors.cl</a>                                     | PROVIDENCIA |
| RELSA S.A.                                     | <a href="http://www.autocargo.cl">www.autocargo.cl</a>                                             | SANTIAGO    |
| SALAZAR ISRAEL                                 | <a href="http://www.salazarisrael.cl">www.salazarisrael.cl</a>                                     | VITACURA    |
| SOCIEDAD SOLUCIONES ACEVEDO GARCÍA LTDA.       | <a href="http://www.autosoluciones.cl">www.autosoluciones.cl</a>                                   | MACUL       |
| STAR RENT A CAR                                | <a href="http://www.starrental.cl">www.starrental.cl</a>                                           | ÑUÑO A      |
| TALCIANI Y BASUALDO LTDA.                      | <a href="http://www.tyb.cl">www.tyb.cl</a>                                                         | PROVIDENCIA |
| TECNEX                                         | <a href="http://www.tecnex.cl">www.tecnex.cl</a>                                                   | RECOLETA    |
| TOYOTA CHILE S.A.                              | <a href="http://www.toyota.cl">www.toyota.cl</a>                                                   | PUDAHUEL    |
| VICTOR MANUEL PALACIOS HURTADO                 | <a href="http://www.chileautos.cl/victormanuelpalacios">www.chileautos.cl/victormanuelpalacios</a> | LA REINA    |

SOCIOS ADHERENTES

| RAZÓN SOCIAL                                    | SITIO WEB                                                              | COMUNA      |
|-------------------------------------------------|------------------------------------------------------------------------|-------------|
| AUTOFIN S.A.                                    | <a href="http://www.autofin.cl">www.autofin.cl</a>                     | PROVIDENCIA |
| BANCO FALABELLA                                 | <a href="http://www.bancofalabella.cl">www.bancofalabella.cl</a>       | SANTIAGO    |
| CÍA. SEGUROS CONSORCIO NACIONAL DE SEGUROS S.A. | <a href="http://www.consorcio.cl">www.consorcio.cl</a>                 | LAS CONDES  |
| FORUM SERVICIOS FINANCIEROS LTDA.               | <a href="http://www.forum.cl">www.forum.cl</a>                         | LAS CONDES  |
| INVERSIONES E INMOBILIARIA EL ROSAL S.A.        | <a href="http://www.movicenter.cl">www.movicenter.cl</a>               | HUECHURABA  |
| MUNDOCREDITO                                    | <a href="http://www.mundoicredito.cl">www.mundoicredito.cl</a>         | LAS CONDES  |
| SANTANDER CONSUMER CHILE S.A.                   | <a href="http://www.santanderconsumer.cl">www.santanderconsumer.cl</a> | SANTIAGO    |
| TANNER SERVICIOS FINANCIEROS                    | <a href="http://www.tanner.cl">www.tanner.cl</a>                       | SANTIAGO    |

# CÁMARA DE COMERCIO AUTOMOTRIZ DE CHILE



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