

INFORME DEL **SECTOR AUTOMOTOR**

Abril 2024

Edición:
Mayo 2024

Informe elaborado por:
**Gerencia de Estudios
Económicos y
Estadística**



RESULTADOS DEL SECTOR AUTOMOTOR A ABRIL DE 2024

La venta de vehículos nuevos registró un incremento anual durante abril del presente año, en todos los segmentos que lo componen.

Según información oficial de SUNARP, la venta de vehículos livianos nuevos avanzó a 12,953 unidades durante el cuarto mes del 2024, reportando un crecimiento de 5.1% frente a abril del año pasado. En tanto, durante los primeros cuatro meses del presente año, dichas ventas se situaron en 52,631 unidades, y registró un descenso de -9.2% respecto a similar periodo del 2023. Respecto a los resultados correspondientes a abril último, es importante señalar que el mes de comparación (abril 2023) tuvo menos días laborables (solo 17) ya que se celebró la Semana Santa y además tuvo un feriado público adicional (30 de abril), mientras que en el cuarto mes del presente año los días laborables sumaron 22, situación que fue determinante para el crecimiento observado en el periodo de análisis.

Por otra parte, en el segmento de vehículos pesados, la venta de camiones y tractocamiones ascendió a 1,396 unidades en abril de 2024, y anotó un incremento de 26.1% a tasa interanual; mientras que en el periodo enero-abril del presente año acumuló 5,098 unidades comercializadas, superando en 11.4% a lo vendido en igual periodo del 2023. La expansión observada en lo que va del año se explica por la

recuperación que vienen registrando algunos sectores que demandan intensivamente dichos vehículos, principalmente la construcción, sumado al dinamismo que mantiene la actividad minera, así como por la baja base de comparación de abril de 2023.

En cuanto a la venta de minibús y ómnibus, dicho segmento registró 207 unidades vendidas en el cuarto mes del 2024, alcanzando un incremento de 47.9% a tasa anual; en tanto que durante los primeros cuatro meses del año anotó 805 unidades comercializadas, cifra superior en 26% en relación a similar lapso del 2023. El dinamismo reportado por dicho rubro estuvo influenciado por la recuperación de diversas actividades asociadas al transporte de personas, como es el caso del turismo, el cual viene recuperándose tras diversos sucesos acontecidos en el 2023, como la mayor conflictividad social y eventos climáticos adversos.

Finalmente, la venta de vehículos menores se situó en 31,486 unidades en abril del presente año, aumentando en 20.2% en comparación con similar mes del 2023; sin embargo, entre enero y abril de 2024 las ventas llegaron a 109,865 unidades, número menor en -1.9% respecto al primer cuatrimestre del año pasado. Las cifras desagregadas por segmento muestran que la venta de motos llegó a 76,923 unidades (-1.1%) y la de trimotos fue de 32,942 unidades (-3.9%). Tal como lo hemos repetido anteriormente, la demanda por dichos vehículos viene atravesando un proceso de normalización, luego del notable incremento observado en el 2021, aunque se espera que en el corto plazo alcance su punto de equilibrio.

El comportamiento observado en abril último estuvo dentro de lo esperado, ya que se anticipaba un crecimiento importante debido a la mayor cantidad de días laborables en el mes de análisis respecto a abril de 2023, situación inversa a lo acontecido en marzo pasado. A partir de mayo el comportamiento de las ventas de vehículos nuevos estaría libre de efectos que alteren su tasa de crecimiento, tal como el embalse de unidades observado a inicios del 2023 y las diferencias significativas en la cantidad de días laborables, por lo que los resultados deberían

reflejar de mejor manera el estado actual del mercado. En ese sentido, consideramos que la venta de vehículos nuevos mostraría una tendencia alcista, en donde la recuperación del consumo privado y los ingresos extraordinarios que recibirían un sector de la población (liberación de la CTS y retiro de AFP), sumado a una inflación controlada y condiciones para el financiamiento más favorables, impulsarían las ventas de los referidos vehículos. Del mismo modo, en el caso de los vehículos pesados, se espera que continúe mostrando un mayor dinamismo, gracias a la recuperación de la inversión, tanto privada como pública, que viene impulsado segmentos como la construcción así como del transporte de personas. En cuanto a la venta de vehículos menores, se espera que la tasa de crecimiento siga siendo cada vez menos negativa, lo que augura que en este año se estaría alcanzando el nivel de demanda de equilibrio en dicho segmento.

VENTA DE VEHÍCULOS LIVIANOS

En el primer cuatrimestre del 2024 se vendieron **52,631 unidades**, cifra menor en **-9.2%** con relación con similar periodo del 2023.

Ventas por segmentos a abril de **2024** y variación con relación igual lapso del **2023**:


Automóvil, SW

9,733

Unidades

-23.7%

Variación



Pick up, furgonetas

9,969

Unidades

-11.1%

Variación



Camionetas

7,643

Unidades

-4%

Variación



SUV, todoterrenos

25,286

Unidades

-2.8%

Variación

VENTA DE VEHÍCULOS PESADOS

A abril de 2024 se comercializaron **5,903 unidades**, cifra superior en **13.2%** respecto a similar periodo del 2023.

Ventas por segmentos entre enero y abril de **2024** y variación en comparación a igual lapso del **2023**:


Camiones, tracto [**5,098**] **11.4%**
Unidades Variación


Minibús y ómnibus [**805**] **26%**
Unidades Variación

VENTA DE VEHÍCULOS MENORES

En los primeros cuatro meses del 2024 se vendieron **109,865 unidades**, cifra menor en **-1.9%** con relación a igual periodo del 2023.

Ventas por segmentos a abril de **2024** y variación respecto a similar lapso del **2023**:



Motos

76,923
Unidades

-1.1%
Variación



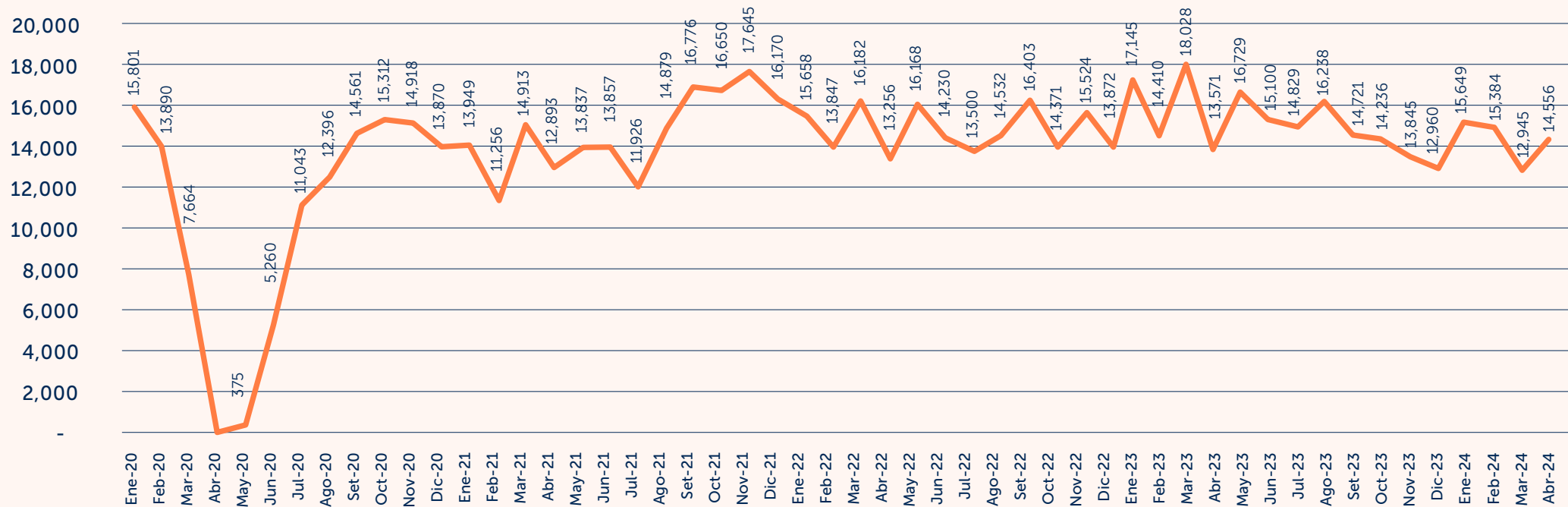
Trimotos

32,942
Unidades

-3.9%
Variación

VENTA DE VEHÍCULOS LIVIANOS Y PESADOS

Evolución mensual



Fuente: SUNARP - AAP Elaboración: GEE - AAP

VENTA DE VEHÍCULOS LIVIANOS Y PESADOS

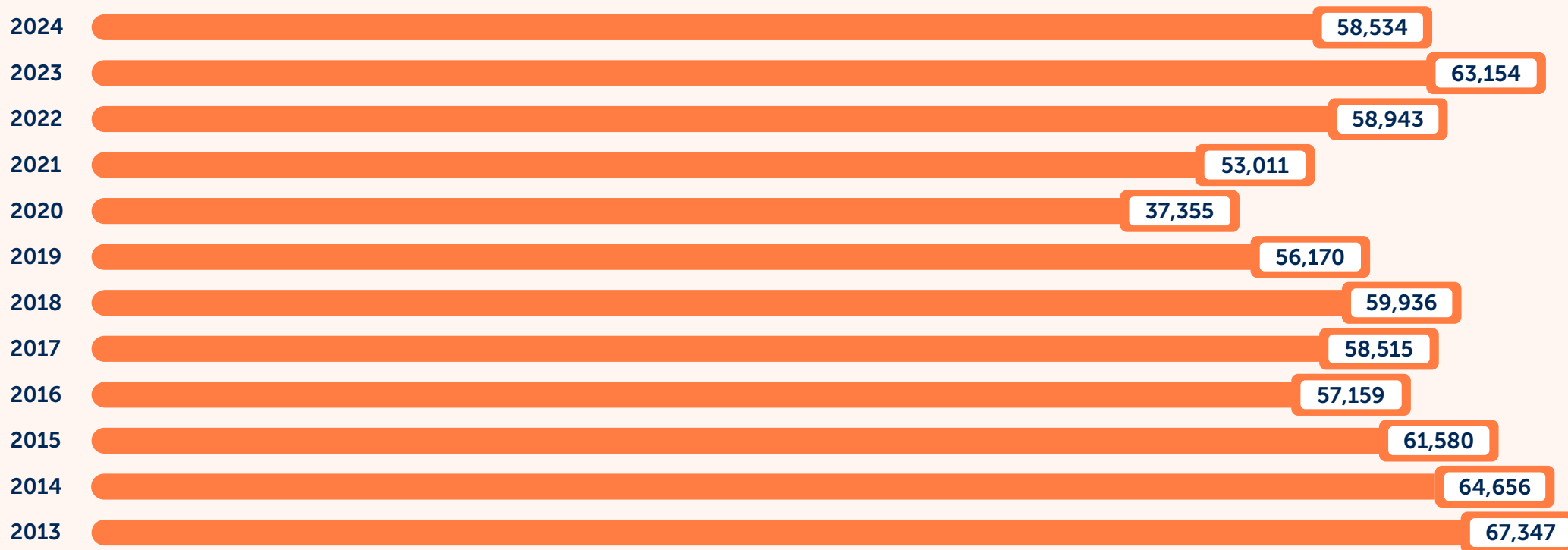
Evolución mensual

AÑO	ENE	FEB	MAR	ABR	MAY	JUN	JUL	AGO	SET	OCT	NOV	DIC	TOTAL ABRIL	TOTAL ANUAL
2015	16,566	14,510	15,647	14,857	14,351	14,773	12,845	15,015	14,061	12,749	13,611	14,101	61,580	173,086
2016	13,932	13,121	14,855	15,251	14,175	13,675	12,349	13,844	14,914	14,420	14,354	15,130	57,159	170,020
2017	15,868	14,292	15,701	12,654	16,006	14,537	13,447	17,026	15,014	14,137	15,419	16,180	58,515	180,281
2018	14,804	14,056	14,193	16,883	16,587	13,507	12,827	13,153	12,462	13,099	12,772	11,459	59,936	165,802
2019	15,367	13,901	13,269	13,633	14,935	12,508	13,309	13,563	14,742	14,174	13,424	15,822	56,170	168,647
2020	15,801	13,890	7,664	-	375	5,260	11,043	12,396	14,561	15,312	14,918	13,870	37,355	125,090
2021	13,949	11,256	14,913	12,893	13,837	13,857	11,926	14,879	16,776	16,650	17,645	16,170	53,011	174,751
2022	15,658	13,847	16,182	13,256	16,168	14,230	13,500	14,532	16,403	14,371	15,524	13,872	58,943	177,543
2023	17,145	14,410	18,028	13,571	16,729	15,100	14,829	16,238	14,721	14,236	13,845	12,960	63,154	181,812
2024	15,649	15,384	12,945	14,556									58,534	
Var. % 16/15	-15.9%	-9.6%	-5.1%	2.7%	-1.2%	-7.4%	-3.9%	-7.8%	6.1%	13.1%	5.5%	7.3%	-7.2%	-1.8%
Var. % 17/16	13.9%	8.9%	5.7%	-17.0%	12.9%	6.3%	8.9%	23.0%	0.7%	-2.0%	7.4%	6.9%	2.4%	6.0%
Var. % 18/17	-6.7%	-1.7%	-9.6%	33.4%	3.6%	-7.1%	-4.6%	-22.7%	-17.0%	-7.3%	-17.2%	-29.2%	2.4%	-8.0%
Var. % 19/18	3.8%	-1.1%	-6.5%	-19.3%	-10.0%	-7.4%	3.8%	3.1%	18.3%	8.2%	5.1%	38.1%	-6.3%	1.7%
Var. % 20/19	2.8%	-0.1%	-42.2%	-100.0%	-97.5%	-57.9%	-17.0%	-8.6%	-1.2%	8.0%	11.1%	-12.3%	-33.5%	-25.8%
Var. % 21/20	-11.7%	-19.0%	94.6%	-	3589.9%	163.4%	8.0%	20.0%	15.2%	8.7%	18.3%	16.6%	41.9%	39.7%
Var. % 22/21	12.3%	23.0%	8.5%	2.8%	16.8%	2.7%	13.2%	-2.3%	-2.2%	-13.7%	-12.0%	-14.2%	11.2%	1.6%
Var. % 23/22	9.5%	4.1%	11.4%	2.4%	3.5%	6.1%	9.8%	11.7%	-10.3%	-0.9%	-10.8%	-6.6%	7.1%	2.4%
Var. % 24/23	-8.7%	6.8%	-28.2%	7.3%									-7.3%	

Fuente: SUNARP - AAP Elaboración: GEE - AAP

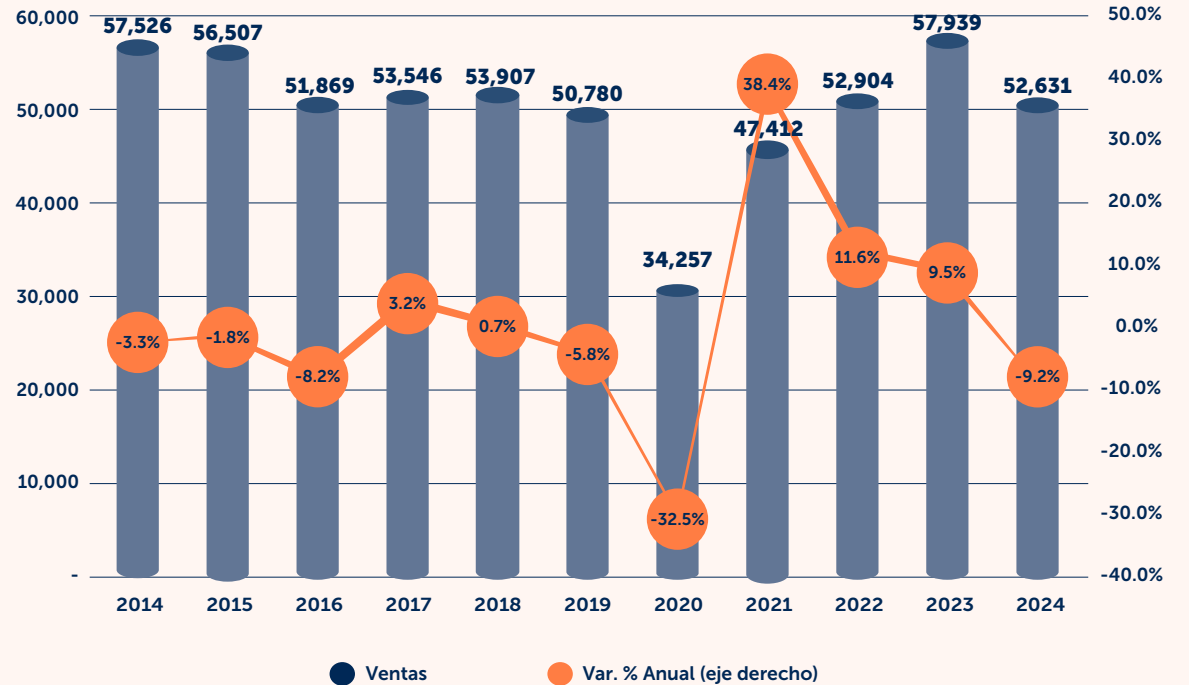
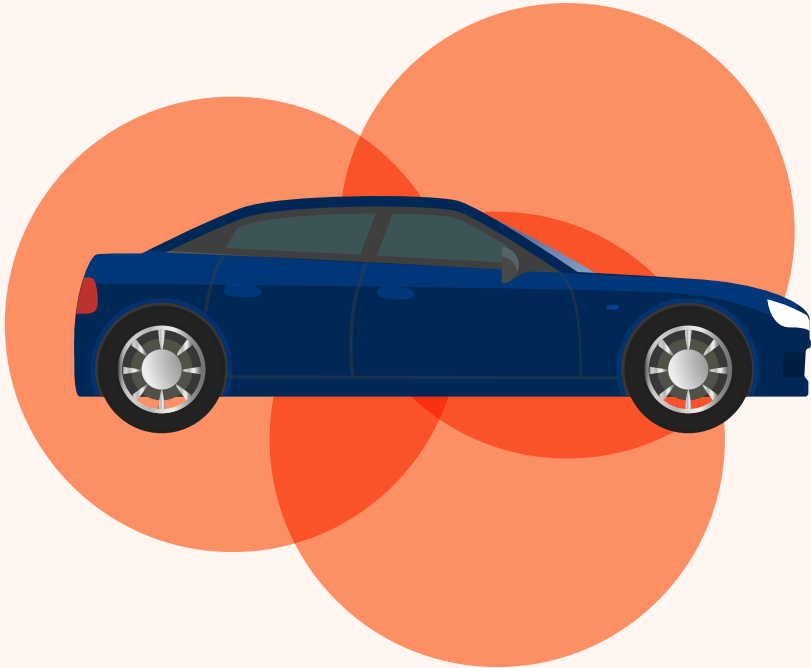
VENTA DE VEHÍCULOS LIVIANOS Y PESADOS

A Abril de cada año



VENTA DE VEHÍCULOS LIVIANOS

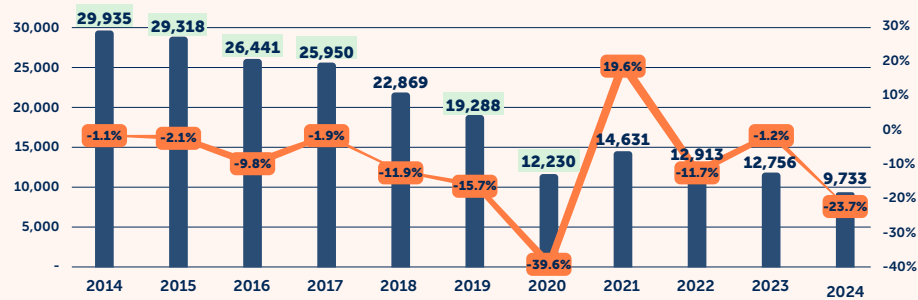
A Abril de cada año



VENTA DE VEHÍCULOS LIVIANOS

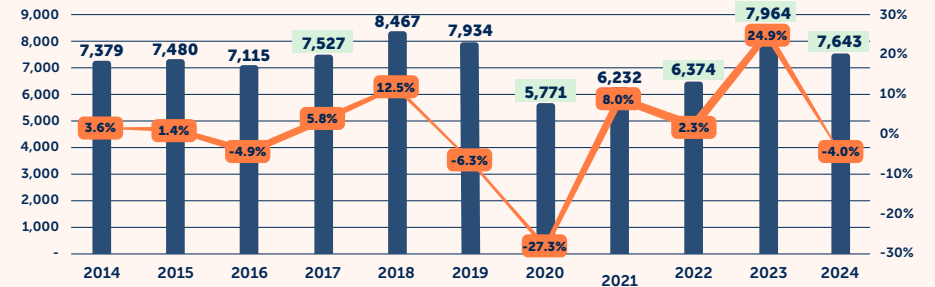
AUTOMÓVILES, SW

A Abril de cada año



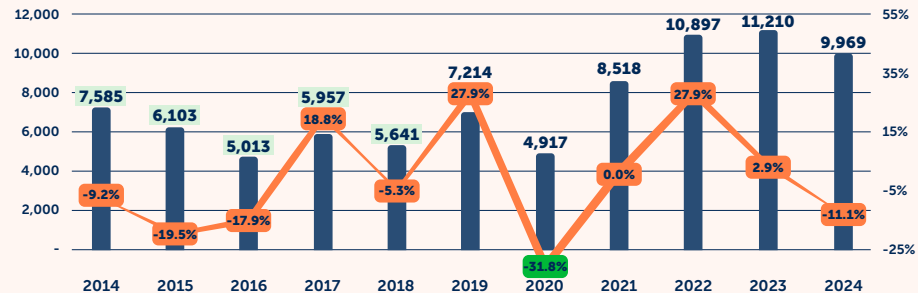
CAMIONETAS

A Abril de cada año



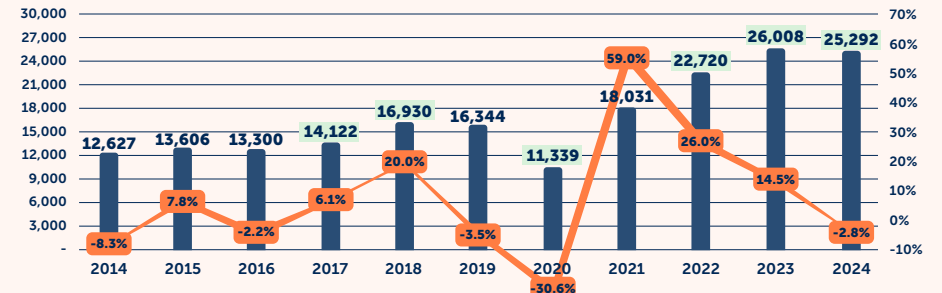
PICK UP, FURGONETAS

A Abril de cada año



SUV, TODOTERRENO

A Abril de cada año

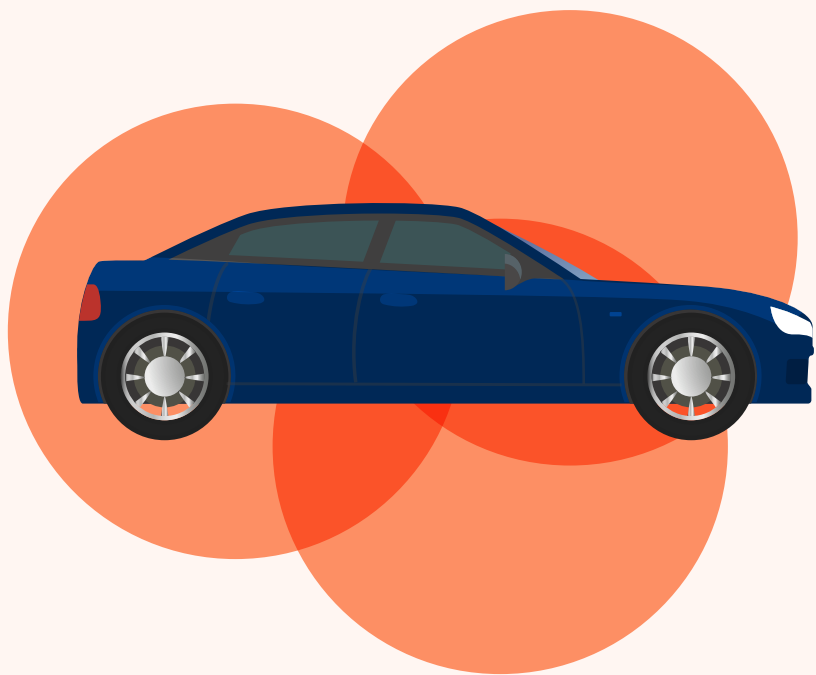


● Ventas ● Var. % Anual (eje derecho)

Fuente: SUNARP - AAP Elaboración: GEE - AAP

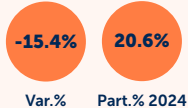
VENTA DE VEHÍCULOS LIVIANOS POR MARCA

A Abril de cada año



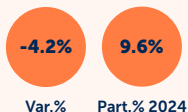
1. TOYOTA

2023: 12,827
2024: 10,849



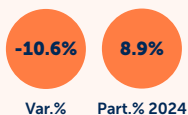
2. HYUNDAI

2023: 5,278
2024: 5,056



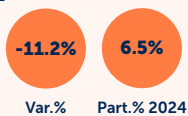
3. KIA

2023: 5,220
2024: 4,668



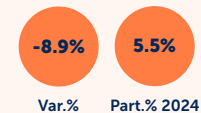
4. CHEVROLET

2023: 3,862
2024: 3,430



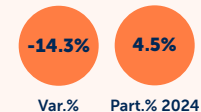
5. CHANGAN

2023: 3,169
2024: 2,888



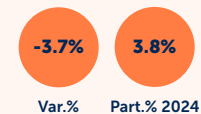
6. DFSK

2023: 2,770
2024: 2,374



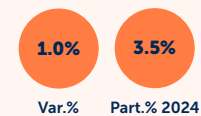
7. NISSAN

2023: 2,072
2024: 1,996



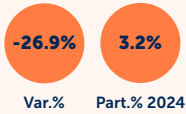
8. SUZUKI

2023: 1,821
2024: 1,840



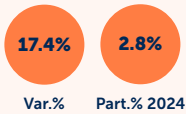
9. JAC

2023: 2,288
2024: 1,672



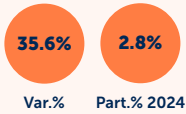
10. FORD

2023: 1,264
2024: 1,484



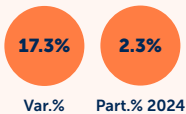
11. MITSUBISHI

2023: 1,070
2024: 1,451



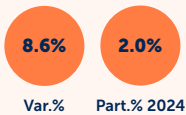
12. JETOUR

2023: 1,044
2024: 1,225



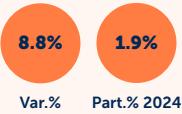
13. GEELY

2023: 947
2024: 1,028



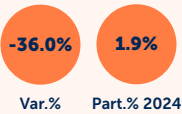
14. HONDA

2023: 921
2024: 1,002



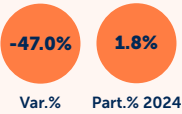
15. CHERY

2023: 1,558
2024: 997



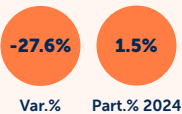
16. VOLKSWAGEN

2023: 1,756
2024: 930



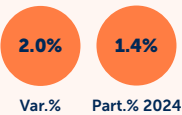
17. MAZDA

2023: 1,105
2024: 800



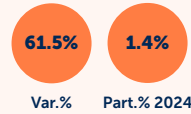
18. SUBARU

2023: 738
2024: 753



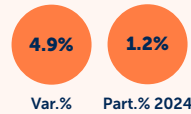
19. MG

2023: 462
2024: 746



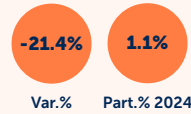
20. GREAT WALL

2023: 592
2024: 621



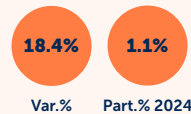
21. RENAULT

2023: 760
2024: 597



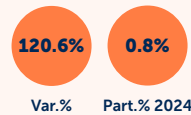
22. FOTON

2023: 499
2024: 591



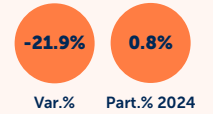
23. JMC

2023: 194
2024: 428



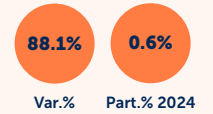
24. DONGFENG

2023: 540
2024: 422



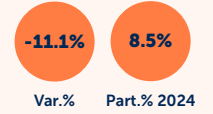
25. KYC

2023: 177
2024: 333



OTROS

2023: 5,005
2024: 4,450



TOTAL

2023: 57,939
2024: 52,631



VENTA DE VEHÍCULOS LIVIANOS

AUTOMÓVILES, SW

A Abril de cada año

RANK.	MARCA	2023	2024	VAR.%	PART. % 2024
1	Kia	3,122	2,564	-17.9%	26.3%
2	Hyundai	2,668	2,236	-16.2%	23.0%
3	Toyota	2,576	2,020	-21.6%	20.8%
4	Suzuki	605	672	11.1%	6.9%
5	Nissan	786	469	-40.3%	4.8%
6	Chevrolet	1,300	436	-66.5%	4.5%
7	Changan	115	303	163.5%	3.1%
8	Renault	112	141	25.9%	1.4%
9	Mazda	131	128	-2.3%	1.3%
10	Volkswagen	466	127	-72.7%	1.3%
	Otros	873	636	-27.1%	6.5%
TOTAL		12,754	9,732	-23.7%	100.0%

CAMIONETAS

A Abril de cada año

RANK.	MARCA	2023	2024	VAR.%	PART. % 2024
1	Changan	1,601	1,583	-1.1%	20.7%
2	Toyota	1,587	1,414	-10.9%	18.5%
3	Chevrolet	1,086	1,355	24.8%	17.7%
4	DFSK	981	744	-24.2%	9.7%
5	Mitsubishi	151	433	186.8%	5.7%
6	Shineray	405	313	-22.7%	4.1%
7	KYC	48	251	422.9%	3.3%
8	Suzuki	424	243	-42.7%	3.2%
9	King Long	132	200	51.5%	2.6%
10	Jac	190	144	-24.2%	1.9%
	Otros	1,359	963	-29.1%	12.6%
TOTAL		7,964	7,643	-4.0%	100.0%

PICK UP, FURGONETAS

A Abril de cada año

RANK.	MARCA	2023	2024	VAR.%	PART. % 2024
1	Toyota	4,724	3,468	-26.6%	34.8%
2	Ford	645	774	20.0%	7.8%
3	Jac	978	673	-31.2%	6.8%
4	Great Wall	592	621	4.9%	6.2%
5	Mitsubishi	623	595	-4.5%	6.0%
6	Nissan	323	481	48.9%	4.8%
7	Hyundai	451	467	3.5%	4.7%
8	Foton	359	448	24.8%	4.5%
9	JMC	183	405	121.3%	4.1%
10	Chevrolet	161	305	89.4%	3.1%
	Otros	2,172	1,732	-20.3%	17.4%
TOTAL		11,211	9,969	-11.1%	100.0%

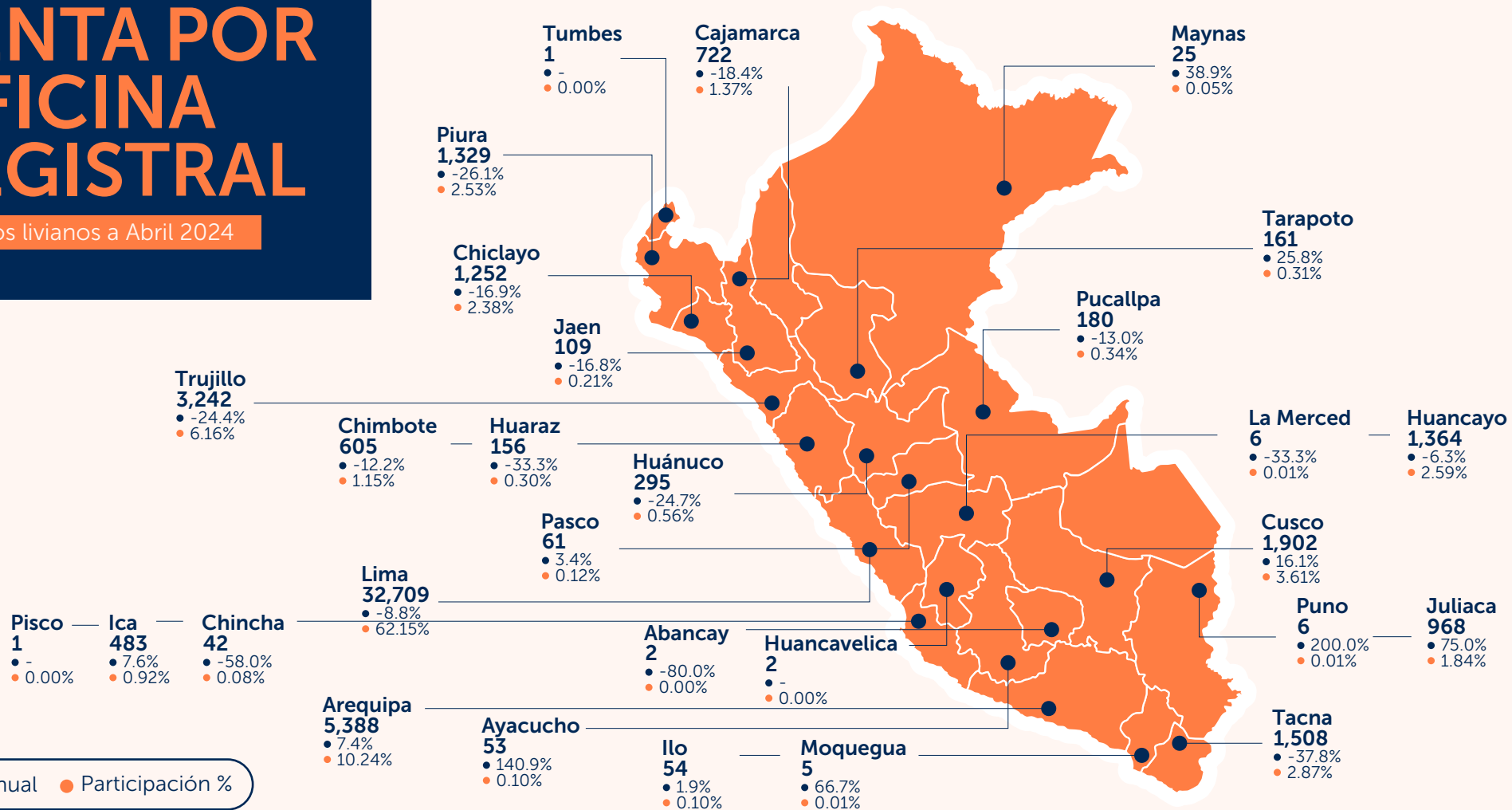
SUV, TODOTERRENO

A Abril de cada año

RANK.	MARCA	2023	2024	VAR.%	PART. % 2024
1	Toyota	3,940	3,947	0.2%	15.6%
2	Hyundai	1,892	2,278	20.4%	9.0%
3	Kia	1,774	1,820	2.6%	7.2%
4	DFSK	1,767	1,572	-11.0%	6.2%
5	Chevrolet	1,315	1,334	1.4%	5.3%
6	Jetour	1,044	1,225	17.3%	4.8%
7	Geely	947	1,000	5.6%	4.0%
8	Nissan	853	972	14.0%	3.8%
9	Chery	1,337	948	-29.1%	3.7%
10	Honda	805	946	17.5%	3.7%
	Otros	10,334	9,244	-10.5%	36.6%
TOTAL		26,008	25,286	-2.8%	100.0%

VENTA POR OFICINA REGISTRAL

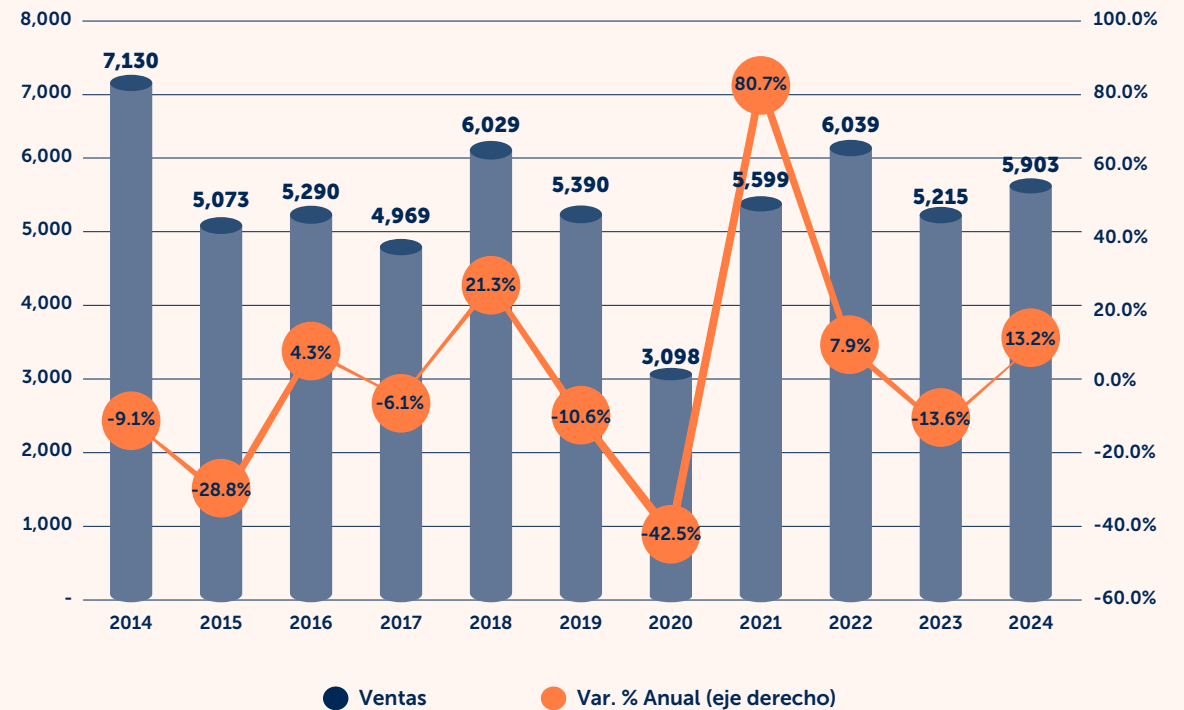
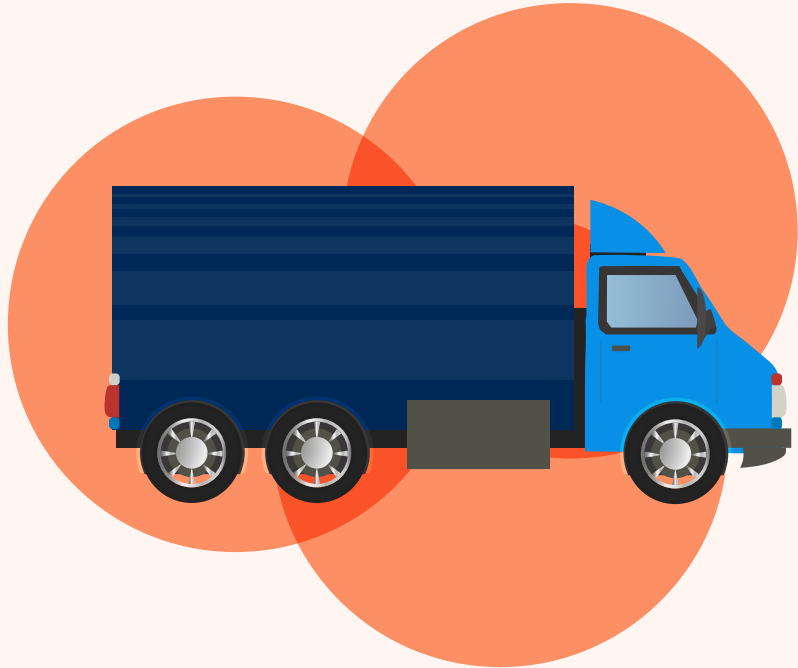
Vehículos livianos a Abril 2024



● Var. % Anual ● Participación %

VENTA DE VEHÍCULOS PESADOS

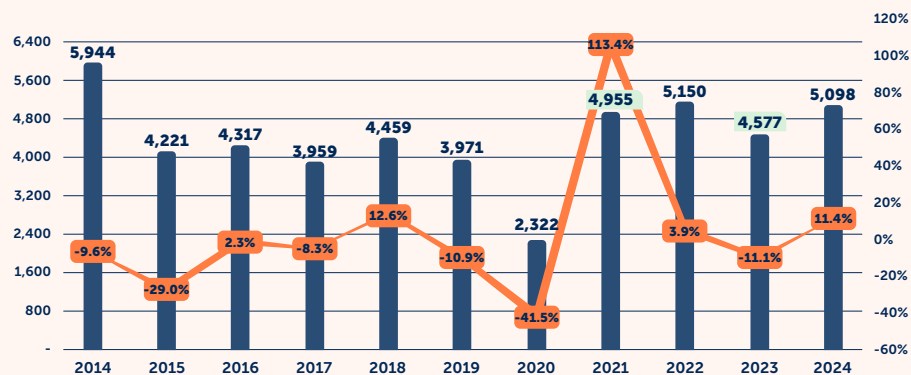
A Abril de cada año



VENTA DE VEHÍCULOS PESADOS

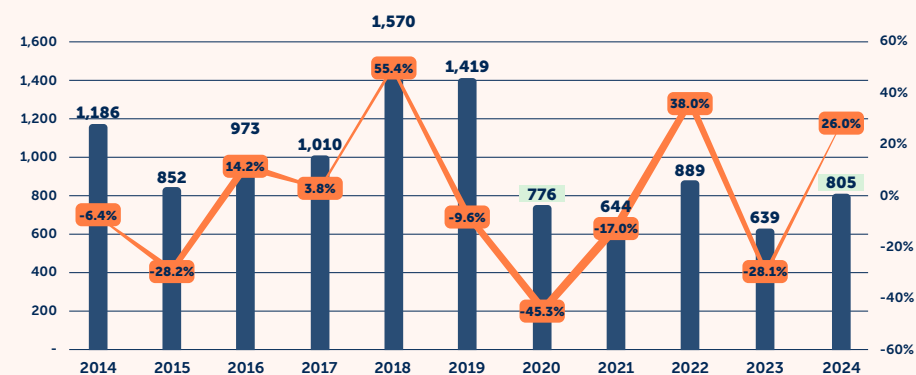
CAMIONES Y TRACTO

A Abril de cada año



MINIBUS, OMNIBUS

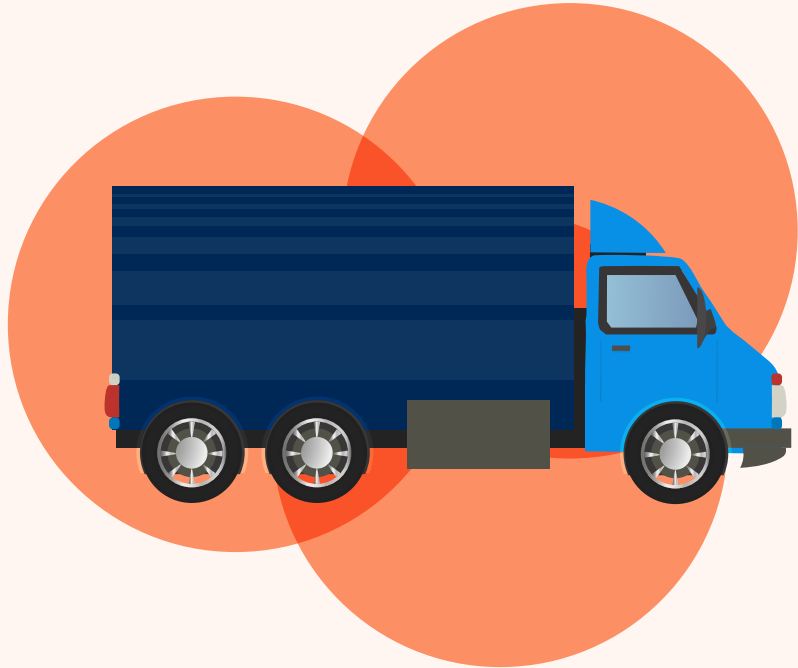
A Abril de cada año



● Ventas ● Var. % Anual (eje derecho)

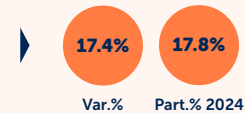
VENTA DE CAMIONES POR MARCA

A Abril de cada año



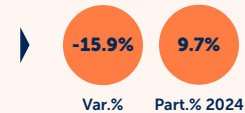
1. ISUZU

2023: 620
2024: 728



2. FUSO

2023: 472
2024: 397



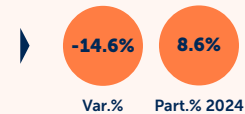
3. VOLVO

2023: 415
2024: 388



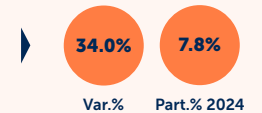
4. HINO

2023: 410
2024: 350



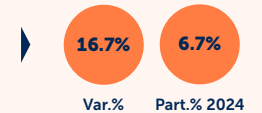
5. FOTON

2023: 238
2024: 319



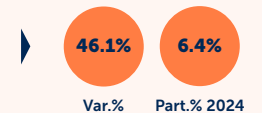
6. MERCEDES BENZ

2023: 234
2024: 273



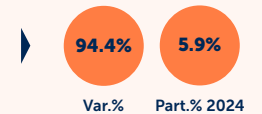
7. SINOTRUK

2023: 178
2024: 260



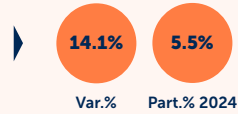
8. SHACMAN

2023: 125
2024: 243



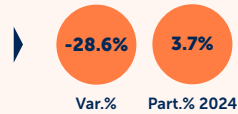
9. JAC

2023: 199
2024: 227



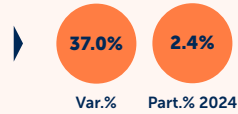
10. HYUNDAI

2023: 210
2024: 150



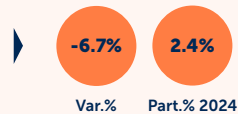
11. JMC

2023: 73
2024: 100



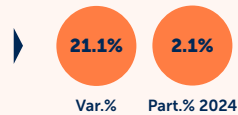
12. DONGFENG

2023: 104
2024: 97



13. VOLKSWAGEN

2023: 71
2024: 86



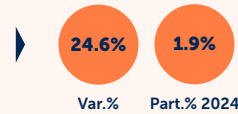
14. FORLAND

2023: 99
2024: 79



15. SCANIA

2023: 61
2024: 76



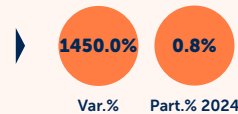
16. FAW

2023: 67
2024: 59



17. CNJ

2023: 2
2024: 31



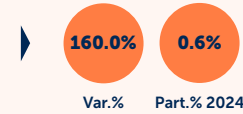
18. T-KING

2023: 36
2024: 30



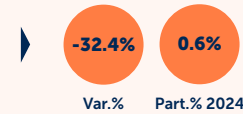
19. HOWO

2023: 10
2024: 26



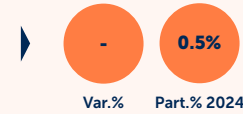
20. KAWA

2023: 34
2024: 23



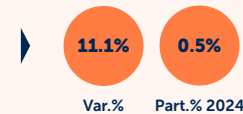
21. MAN

2023: -
2024: 20



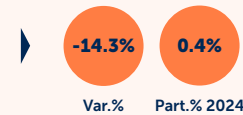
22. CAMC

2023: 18
2024: 20



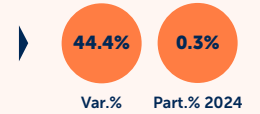
23. IVECO

2023: 21
2024: 18



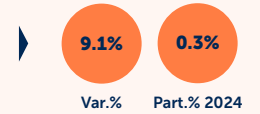
24. CLAVE 7

2023: 9
2024: 13



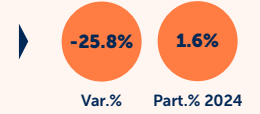
25. INTERNATIONAL

2023: 11
2024: 12



OTROS

2023: 89
2024: 66



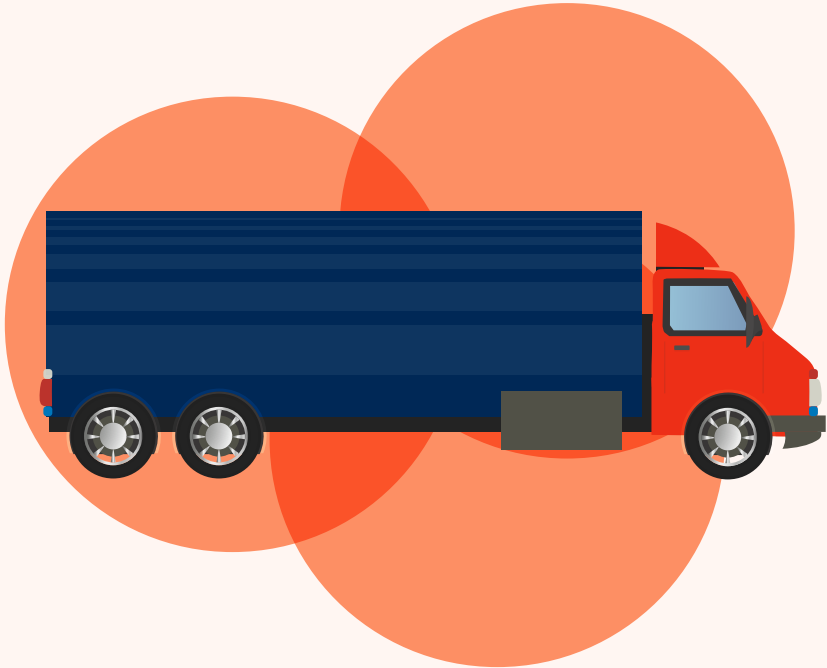
TOTAL

2023: 3,806
2024: 4,091



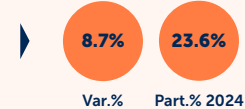
VENTA DE TRACTOCAMIONES POR MARCA

A Abril de cada año



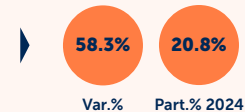
1. VOLVO

2023: 219
2024: 238



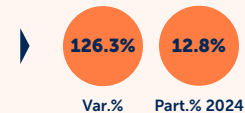
2. SCANIA

2023: 132
2024: 209



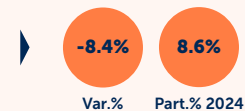
3. FOTON

2023: 57
2024: 129



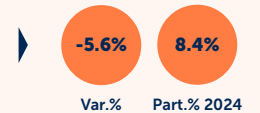
4. FREIGHTLINER

2023: 95
2024: 87



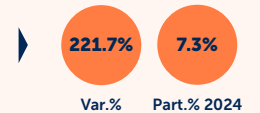
5. INTERNATIONAL

2023: 90
2024: 85



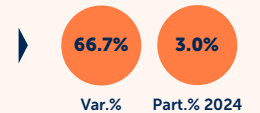
6. SHACMAN

2023: 23
2024: 74



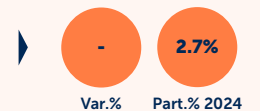
7. MERCEDES BENZ

2023: 18
2024: 30



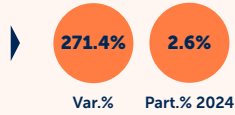
8. HOWO MAX

2023: -
2024: 27



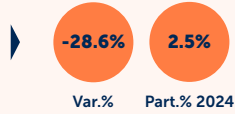
9. KENWORTH

2023: 7
2024: 26



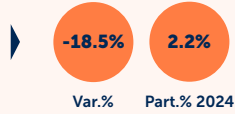
10. FAW

2023: 35
2024: 25



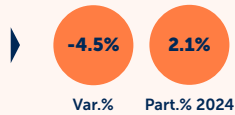
11. SINOTRUK

2023: 27
2024: 22



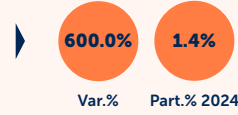
12. SITRAK

2023: 22
2024: 21



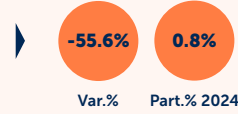
13. DONGFENG

2023: 2
2024: 14



14. CAMC

2023: 18
2024: 8



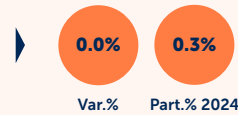
15. IVECO

2023: -
2024: 4



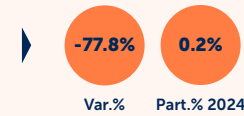
16. DAF

2023: 3
2024: 3



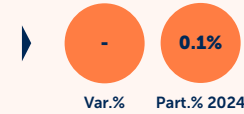
17. JAC

2023: 9
2024: 2



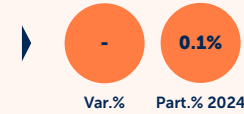
18. XCMG

2023: -
2024: 1



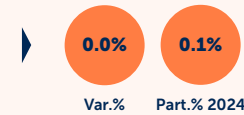
19. ISUZU

2023: -
2024: 1



20. VOLKSWAGEN

2023: 1
2024: 1



21. DAYUN

2023: 3
2024: -



22. HOWO

2023: 6
2024: -



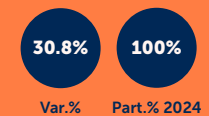
23. SITRAK C7H

2023: 3
2024: -



TOTAL

2023: 770
2024: 1,007



VENTA DE MINIBUS Y OMNIBUS POR MARCA

A Abril de cada año



1. MERCEDES BENZ

2023: 156
2024: 193

23.7%

24.0%

Var.%

Part.% 2024

2. HYUNDAI

2023: 68
2024: 78

14.7%

9.7%

Var.%

Part.% 2024

3. JAC

2023: 50
2024: 68

36.0%

8.4%

Var.%

Part.% 2024

4. FUSO

2023: 38
2024: 62

63.2%

7.7%

Var.%

Part.% 2024

5. FOTON

2023: 58
2024: 61

5.2%

7.6%

Var.%

Part.% 2024

6. HINO

2023: 19
2024: 47

147.4%

5.8%

Var.%

Part.% 2024

7. IVECO

2023: 13
2024: 46

253.8%

5.7%

Var.%

Part.% 2024

8. VOLVO

2023: 29
2024: 44

51.7%

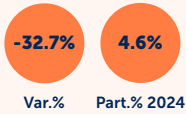
5.5%

Var.%

Part.% 2024

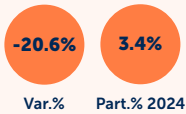
9. JOYLONG

2023: 55
2024: 37



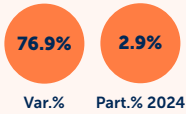
10. VOLKSWAGEN

2023: 34
2024: 27



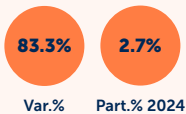
11. YUTONG

2023: 13
2024: 23



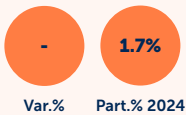
12. RAY

2023: 12
2024: 22



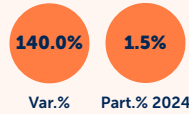
13. VANCHE

2023: -
2024: 14



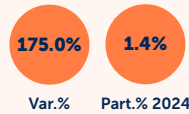
14. EURISE

2023: 5
2024: 12



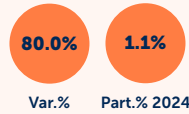
15. DONGFENG

2023: 4
2024: 11



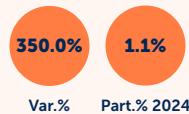
16. GOLDEN DRAGON

2023: 5
2024: 9



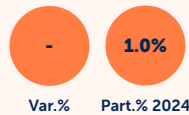
17. MAXUS

2023: 2
2024: 9



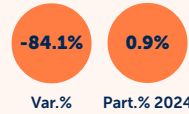
18. JMC

2023: -
2024: 8



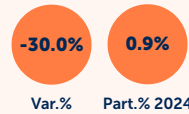
19. SCANIA

2023: 44
2024: 7



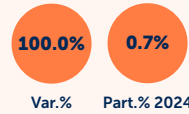
20. HIGER

2023: 10
2024: 7



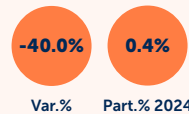
21. KING LONG

2023: 3
2024: 6



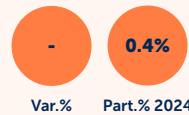
22. AGRALE

2023: 5
2024: 3



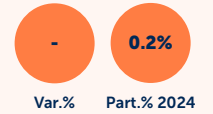
23. VOLARE

2023: -
2024: 3



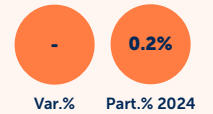
24. SKYWELL

2023: -
2024: 2



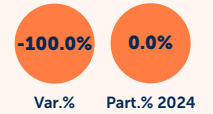
25. HUAXIN

2023: -
2024: 2



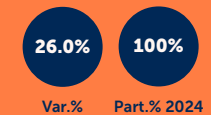
OTROS

2023: 16
2024: 4



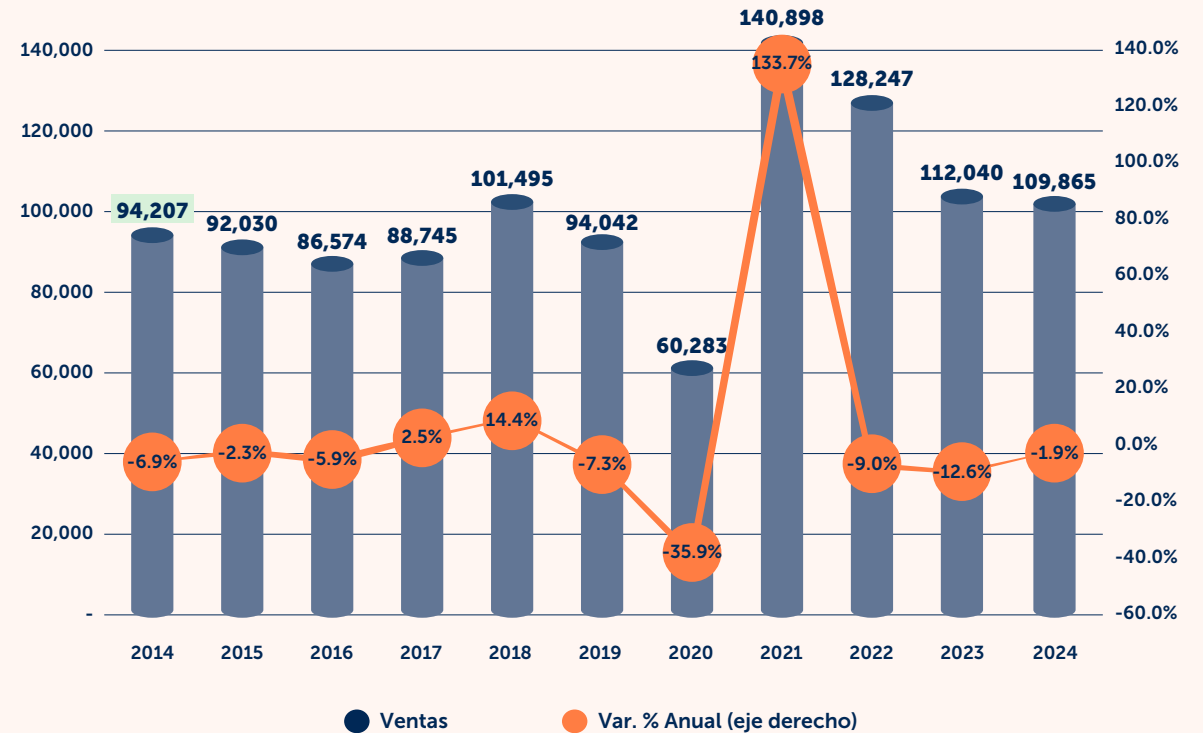
TOTAL

2023: 639
2024: 805



VENTA DE VEHÍCULOS MENORES

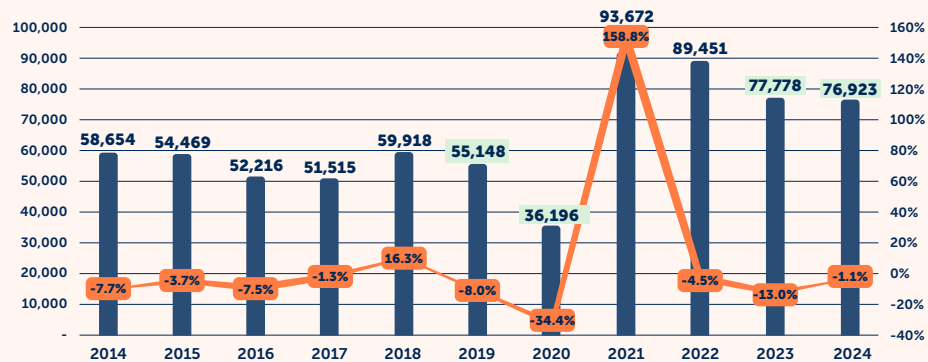
A Abril de cada año



VENTA DE VEHÍCULOS MENORES

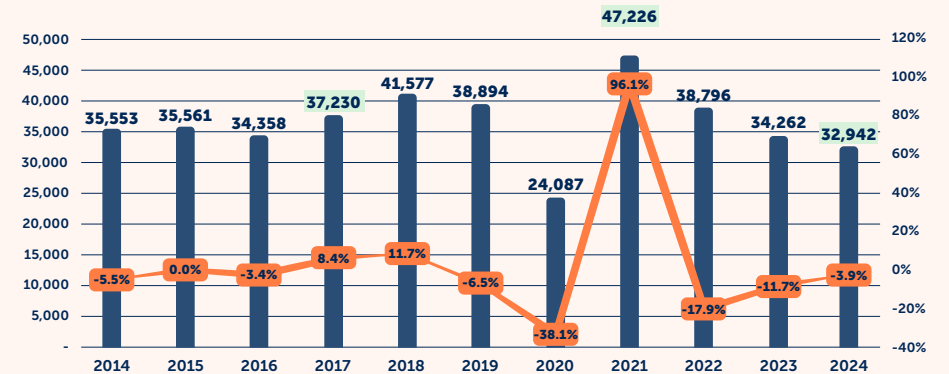
MOTOS

A Abril de cada año



TRIMOTOS

A Abril de cada año



● Ventas

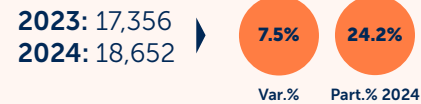
● Var. % Anual (eje derecho)

VENTA DE MOTOS POR MARCA

A Abril de cada año



1. MOTOKAR/HONDA



2. BAJAJ



3. RONCO



4. WANXIN



5. ZONGSHEN



6. JCH



7. SENDA

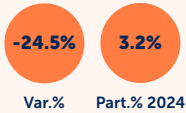


8. NEXUS



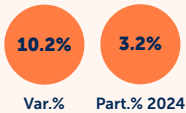
9. YAMAHA

2023: 3,248
2024: 2,451



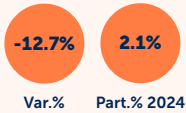
10. LIFAN

2023: 2,217
2024: 2,443



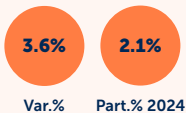
11. JETTOR

2023: 1,890
2024: 1,650



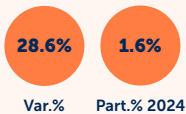
12. MAVILA

2023: 1,547
2024: 1,603



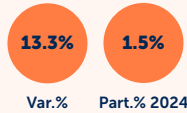
13. HERO

2023: 972
2024: 1,250



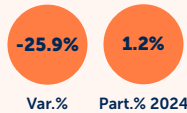
14. ADVANCE

2023: 1,013
2024: 1,148



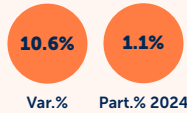
15. CROSS

2023: 1,288
2024: 954



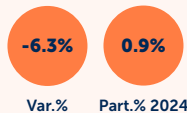
16. REZZIO

2023: 757
2024: 837



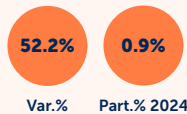
17. KTM

2023: 741
2024: 694



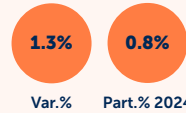
18. SONLINK

2023: 450
2024: 685



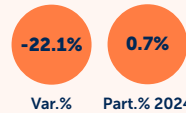
19. FURBO

2023: 599
2024: 607



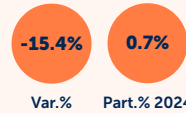
20. EVANS

2023: 689
2024: 537



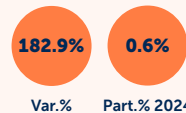
21. SUMO

2023: 616
2024: 521



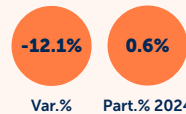
22. JIAPENG

2023: 175
2024: 495



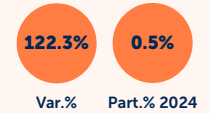
23. NAMI

2023: 544
2024: 478



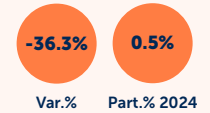
24. KATERS

2023: 184
2024: 409



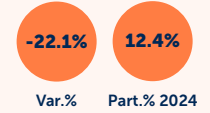
25. ALESIN

2023: 609
2024: 388



OTROS

2023: 12,217
2024: 9,518



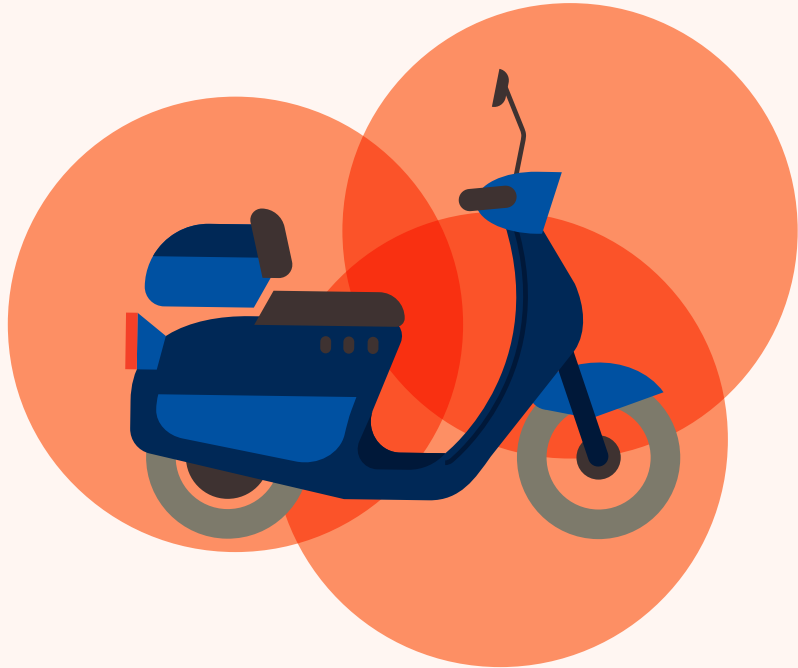
TOTAL

2023: 77,778
2024: 76,923



VENTA DE TRIMOTOS POR MARCA

A Abril de cada año



1. MOTOKAR/HONDA

2023: 8,448
2024: 7,880

▶ **-6.7%** **23.9%**
Var.% Part.% 2024

2. WANXIN

2023: 7,766
2024: 7,212

▶ **-7.1%** **21.9%**
Var.% Part.% 2024

3. BAJAJ

2023: 3,821
2024: 4,400

▶ **15.2%** **13.4%**
Var.% Part.% 2024

4. TVS

2023: 1,251
2024: 1,668

▶ **33.3%** **5.1%**
Var.% Part.% 2024

5. ZONGSHEN

2023: 1,914
2024: 1,641

▶ **-14.3%** **5.0%**
Var.% Part.% 2024

6. GUSSUEM

2023: 65
2024: 871

▶ **1240.0%** **2.6%**
Var.% Part.% 2024

7. MAVILA

2023: 474
2024: 691

▶ **45.8%** **2.1%**
Var.% Part.% 2024

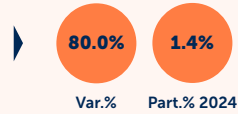
8. SSENDÁ

2023: 583
2024: 683

▶ **17.2%** **2.1%**
Var.% Part.% 2024

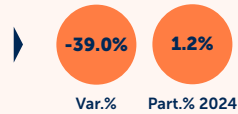
9. GDM

2023: 250
2024: 450



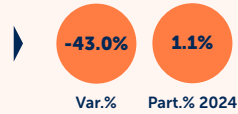
10. RONCO

2023: 638
2024: 389



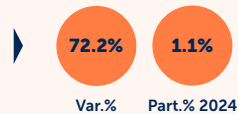
11. YANSUMI

2023: 639
2024: 364



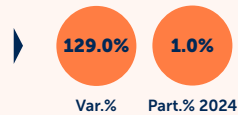
12. LAND ROYS

2023: 205
2024: 353



13. KATERS

2023: 145
2024: 332



14. SHENGLI

2023: 283
2024: 277



15. STILOS

2023: 299
2024: 275



16. ARTSUN

2023: 289
2024: 259



17. LUMERS FORCE

2023: 247
2024: 237



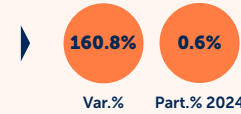
18. KAMAX

2023: 350
2024: 222



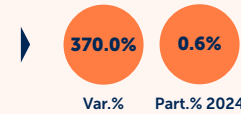
19. JIAPENG

2023: 74
2024: 193



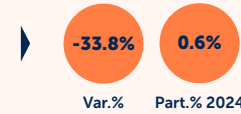
20. SAETA

2023: 40
2024: 188



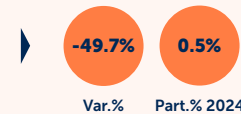
21. LIFAN

2023: 284
2024: 188



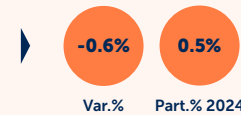
22. LUMERS

2023: 342
2024: 172



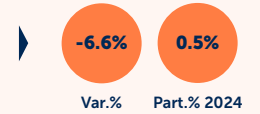
23. VFM

2023: 158
2024: 157



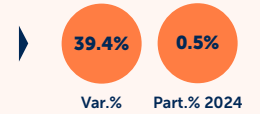
24. CHEMOTO

2023: 166
2024: 155



25. SUMAX

2023: 109
2024: 152



OTROS

2023: 5,422
2024: 3,533



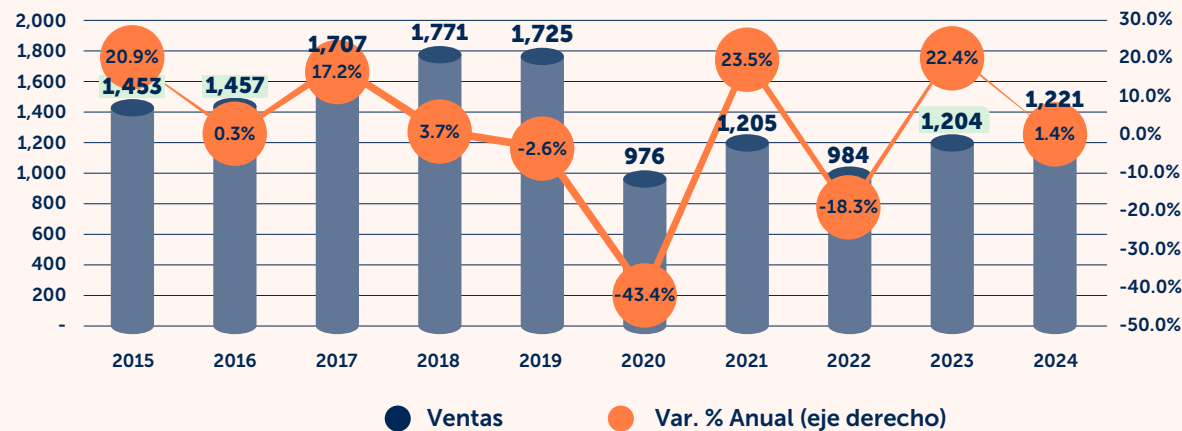
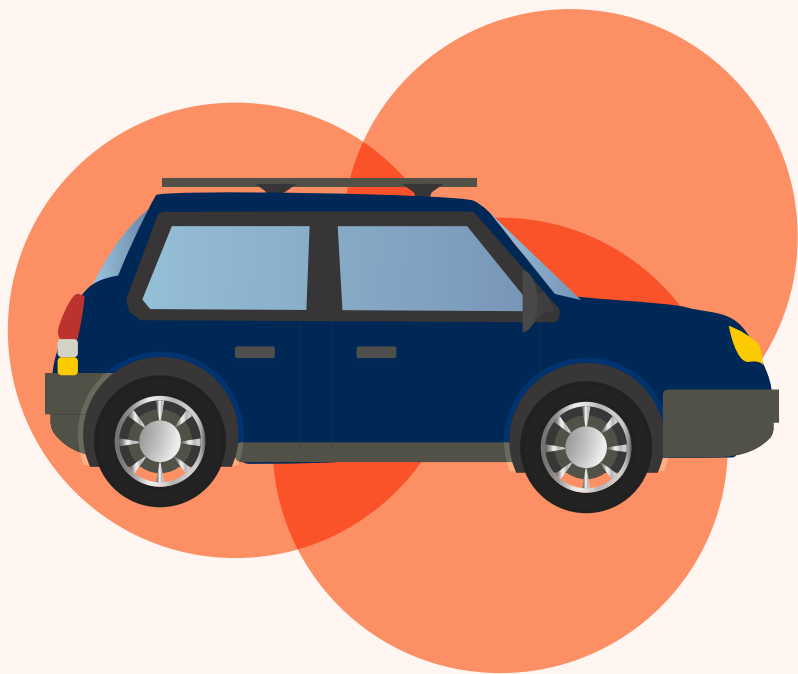
TOTAL

2023: 34,262
2024: 32,942



VENTA DE VEHÍCULOS LIVIANOS - SEGMENTO DE LUJO

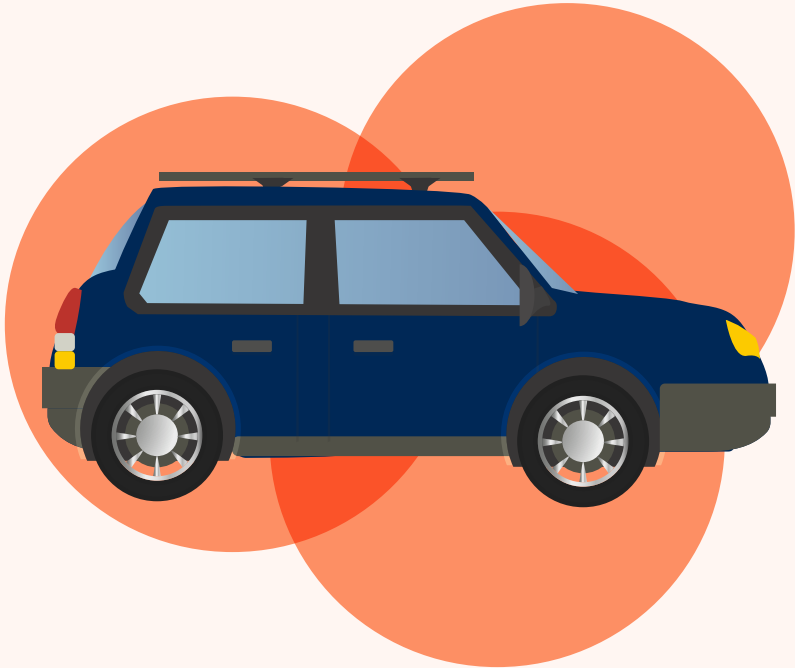
A Abril de cada año



CLASE	ABR 23	MAR 24	ABR 24	VAR.% ABR24 VS MAR24	VAR.% ABR24 VS ABR23	ACUM. ABR23	ACUM. ABR24	VAR.% ACUM. ABR24 VS ACUM. ABR23	PART.% ACUM. ABR24
SUV	208	216	249	15.3%	19.7%	896	951	6.1%	77.9%
SEDAN	72	45	48	6.7%	-33.3%	221	179	-19.0%	14.7%
HATCHBACK	9	14	19	35.7%	111.1%	59	74	25.4%	6.1%
COUPE	4	4	2	-50.0%	-50.0%	21	13	-38.1%	1.1%
CONVERTIBLE	4	1	1	-	-75.0%	7	4	-42.9%	0.3%
TOTAL GENERAL	297	280	319	13.9%	7.4%	1,204	1,221	1.4%	100.0%

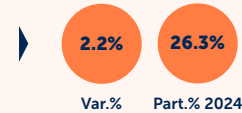
VENTA DE VEHÍCULOS LIVIANOS DE LUJO POR MARCA

A Abril de cada año



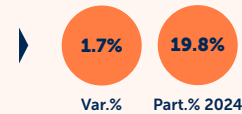
1. BMW

2023: 314
2024: 321



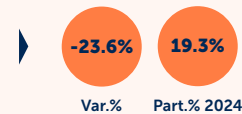
2. MERCEDES BENZ

2023: 238
2024: 242



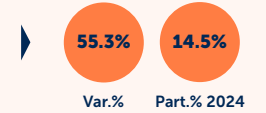
3. AUDI

2023: 309
2024: 236



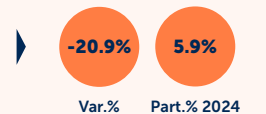
4. VOLVO

2023: 114
2024: 177



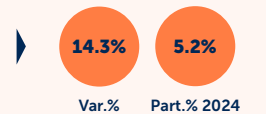
5. MINI

2023: 91
2024: 72



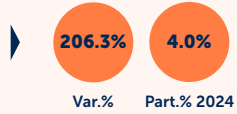
6. LEXUS

2023: 56
2024: 64



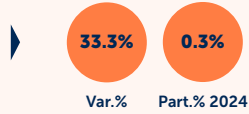
7. LAND ROVER

2023: 16
2024: 49



10. LAMBORGHINI

2023: 3
2024: 4



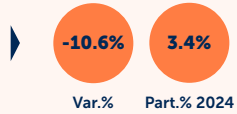
13. BENTLEY

2023: -
2024: 2



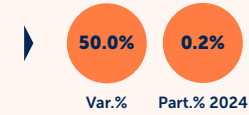
8. PORSCHE

2023: 47
2024: 42



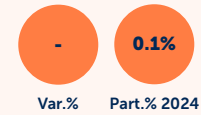
11. FERRARI

2023: 2
2024: 3



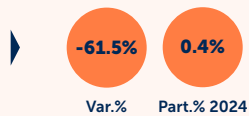
14. ASTON MARTIN

2023: -
2024: 1



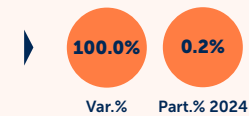
9. MASERATI

2023: 13
2024: 5



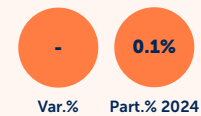
12. JAGUAR

2023: 1
2024: 2



15. MCLAREN

2023: -
2024: 1



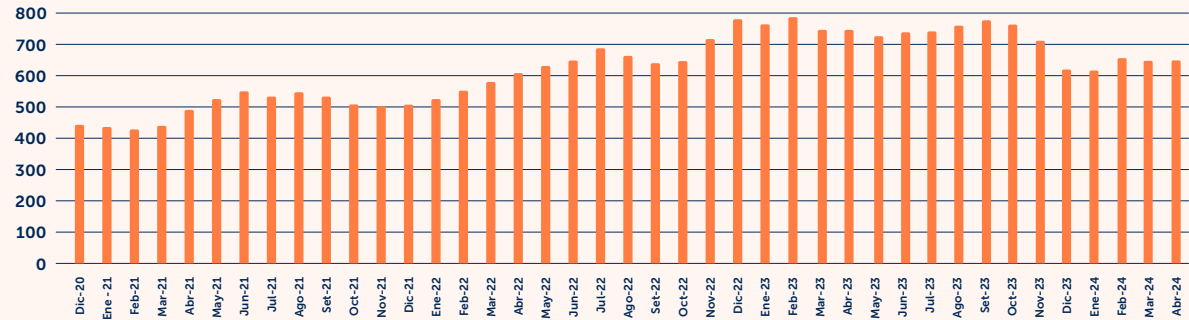
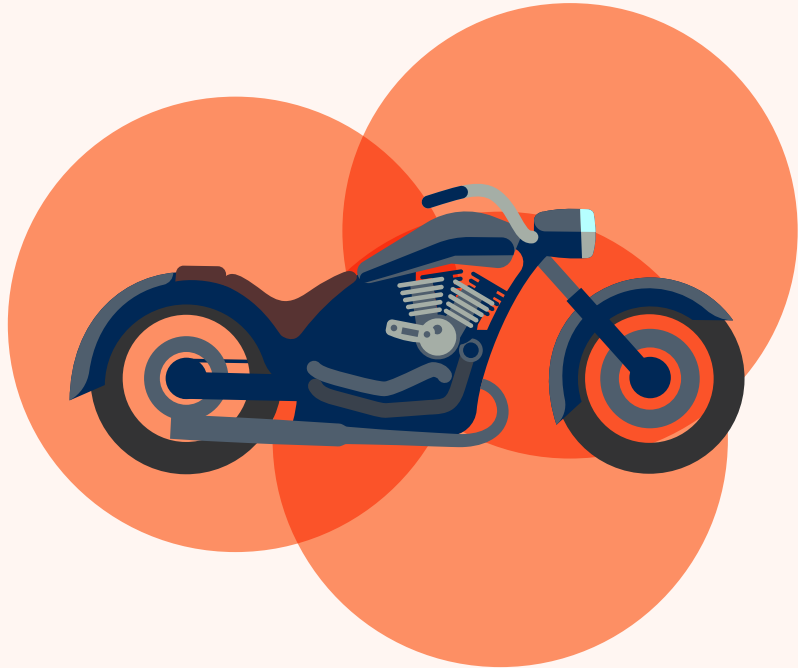
TOTAL

2023: 1,204
2024: 1,221



VENTA DE MOTOS SEGMENTO DE LUJO

Acumulado 12 meses

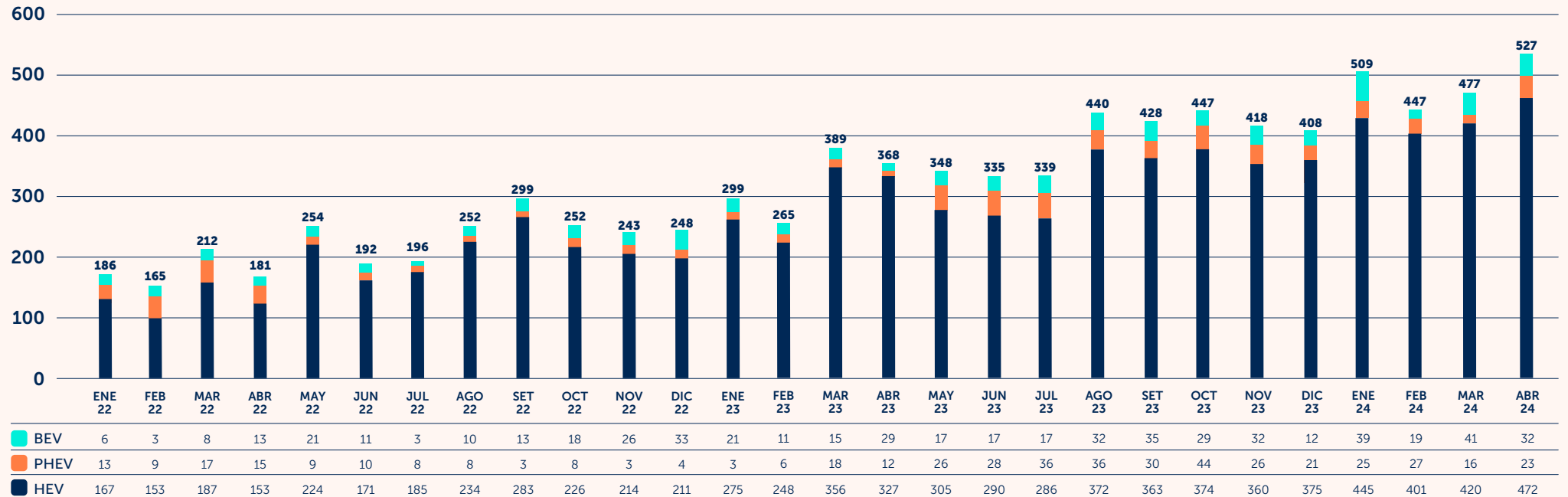


MARCA	ABR 23	MAR 24	ABR 24	VAR% ABR24 VS MAR24	VAR.% ABR24 VS ABR23	ACUM. ABR23	ACUM. ABR24	VAR% ACUM ABR24 VS ACUM. ABR23	PART.% ACUM ABR24
HONDA	20	32	28	-12.5%	40.0%	72	111	54.2%	46.4%
BMW	9	8	13	62.5%	44.4%	42	43	2.4%	18.0%
YAMAHA	4	5	4	-20.0%	0.0%	19	25	31.6%	10.5%
KAWASAKI	6	3	4	33.3%	-33.3%	27	23	-14.8%	9.6%
BENELLI	6	2	2	0.0%	-66.7%	12	8	-33.3%	3.3%
KTM	2	3	3	0.0%	50.0%	15	8	-46.7%	3.3%
SUZUKI	0	1	2	100.0%	-	0	8	-	3.3%
TRIUMPH	3	1	0	-100.0%	-100.0%	10	7	-30.0%	2.9%
DUCATI	4	0	0	-	-100.0%	10	4	-60.0%	1.7%
HARLEY DAVIDSON	1	0	0	-	-100.0%	1	2	100.0%	0.8%
TOTAL GENERAL	55	55	56	1.8%	1.8%	208	239	14.9%	100.0%

Nota: Se definió el segmento de motocicletas de lujo considerando los siguientes criterios:

1. Marcas: KTM, BMW, KAWASAKI, HARLEY DAVIDSON, DUCATI, TRIUMPH, SUZUKI, HONDA, YAMAHA, BENELLI 2. Cilindrada >=450 cc.

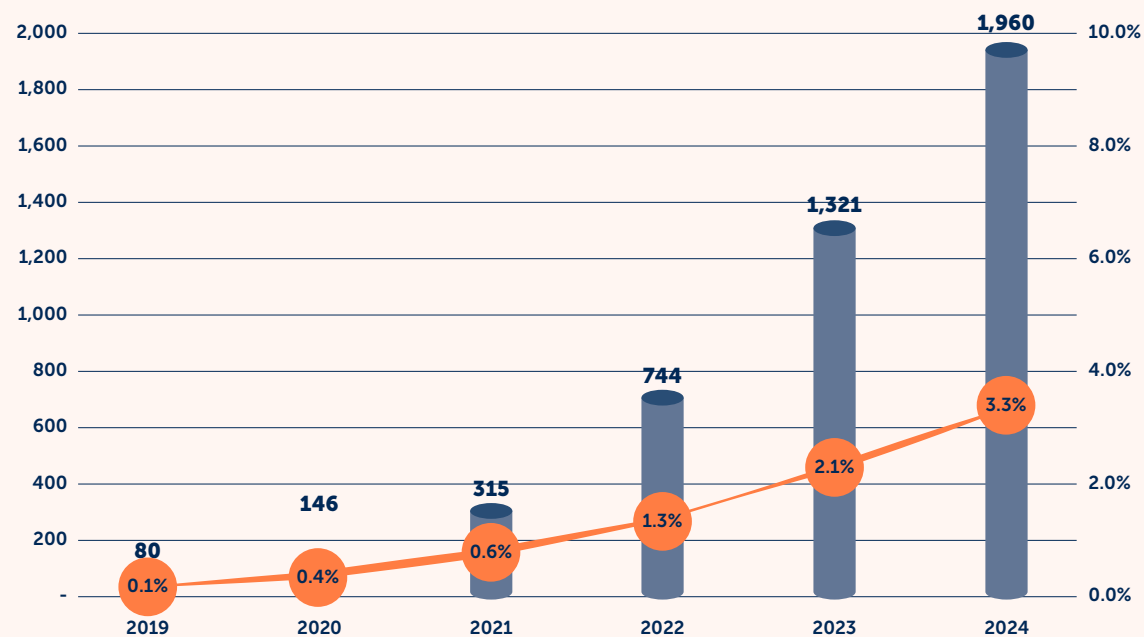
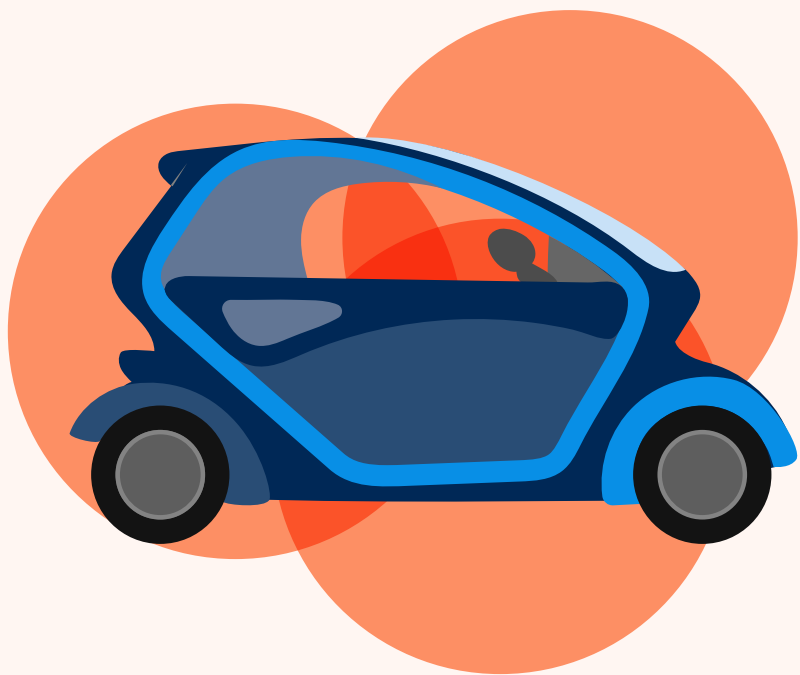
VENTA DE VEHÍCULOS ELÉCTRICOS E HÍBRIDOS



BEV: Battery Electric Vehicle | **HEV:** Hybrid Electric Vehicle | **PHEV:** Plug-in Hybrid Electric Vehicle

VENTA DE VEHÍCULOS ELECTRIFICADOS Y PENETRACIÓN

A Abril de cada año

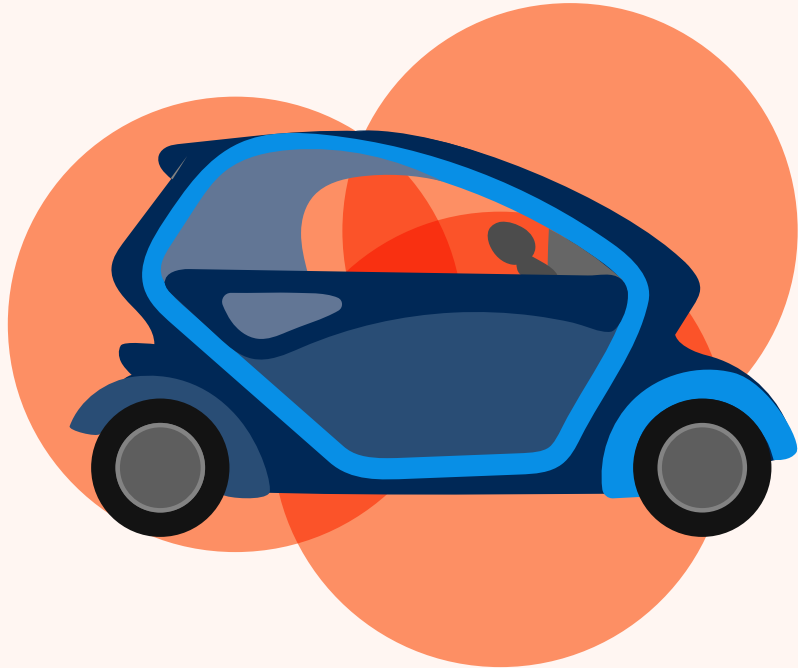


Fuente: SUNARP - AAP Elaboración: GEE - AAP

● Unidades ● Participación en la venta total (eje derecho)

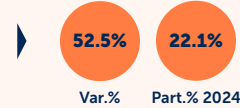
VENTA DE VEHÍCULOS ELECTRIFICADOS POR MARCA

A Abril de cada año



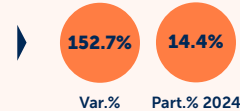
1. TOYOTA

2023: 284
2024: 433



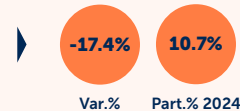
2. SUZUKI

2023: 112
2024: 283



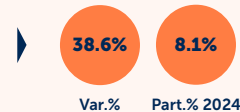
3. GEELY

2023: 253
2024: 209



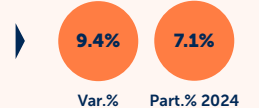
4. VOLVO

2023: 114
2024: 158



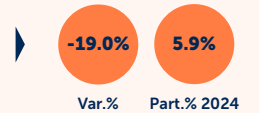
5. MERCEDES BENZ

2023: 128
2024: 140



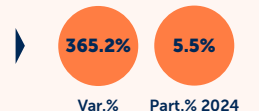
6. AUDI

2023: 142
2024: 115



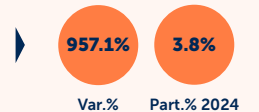
7. BMW

2023: 23
2024: 107



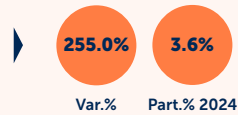
8. HYUNDAI

2023: 7
2024: 74



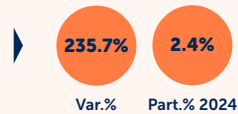
9. FORD

2023: 20
2024: 71



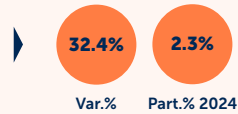
10. LAND ROVER

2023: 14
2024: 47



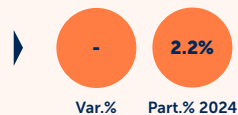
11. LEXUS

2023: 34
2024: 45



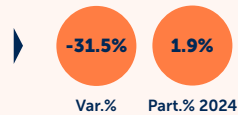
12. NISSAN

2023: -
2024: 44



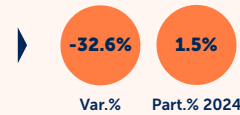
13. SUBARU

2023: 54
2024: 37



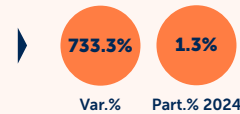
14. KIA

2023: 43
2024: 29



15. CHERY

2023: 3
2024: 25



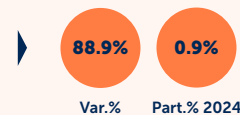
16. JAC

2023: 21
2024: 18



17. HAVAL

2023: 9
2024: 17



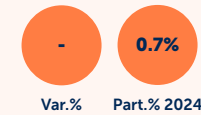
18. MINI

2023: 3
2024: 15



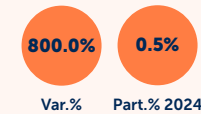
19. MAPLE

2023: -
2024: 13



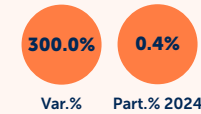
20. PORSCHE

2023: 1
2024: 9



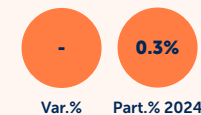
21. DONGFENG

2023: 2
2024: 8



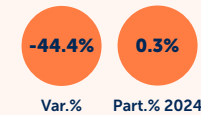
22. QINGLING

2023: -
2024: 6



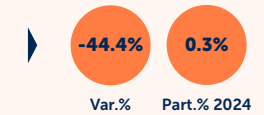
23. BYD

2023: 9
2024: 5



24. MASERATI

2023: 9
2024: 5



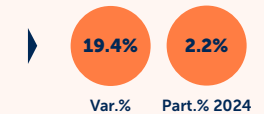
25. KEYU

2023: -
2024: 4



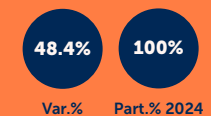
OTROS

2023: 36
2024: 43



TOTAL

2023: 1,321
2024: 1,960



VENTA DE VEHÍCULOS ELECTRIFICADOS

Por tipo de tecnología

BEV		
MARCA	ENE-ABR 2024	% PART
Jac	18	14.9%
Kia	15	12.4%
Maple	13	10.7%
BMW	9	7.4%
Qingling	6	5.0%
BYD	5	4.1%
Dongfeng	5	4.1%
Audi	4	3.3%
Mini	4	3.3%
Keyton	4	3.3%
Otros	38	31.4%
TOTAL	121	100.0%

PHEV		
MARCA	ENE-ABR 2024	% PART
BMW	53	54.6%
Volvo	11	11.3%
Mini	11	11.3%
Porsche	9	9.3%
Land Rover	6	6.2%
Ferrari	3	3.1%
Chery	3	3.1%
McLaren	1	1.0%
TOTAL	97	100.0%

HEV		
MARCA	ENE-ABR 2024	% PART
Toyota	433	58.1%
Hyundai	73	9.8%
Ford	71	9.5%
Lexus	45	6.0%
Nissan	44	5.9%
Subaru	37	5.0%
Haval	17	2.3%
Kia	14	1.9%
BMW	8	1.1%
Dongfeng	3	0.4%
TOTAL	745	100.0%

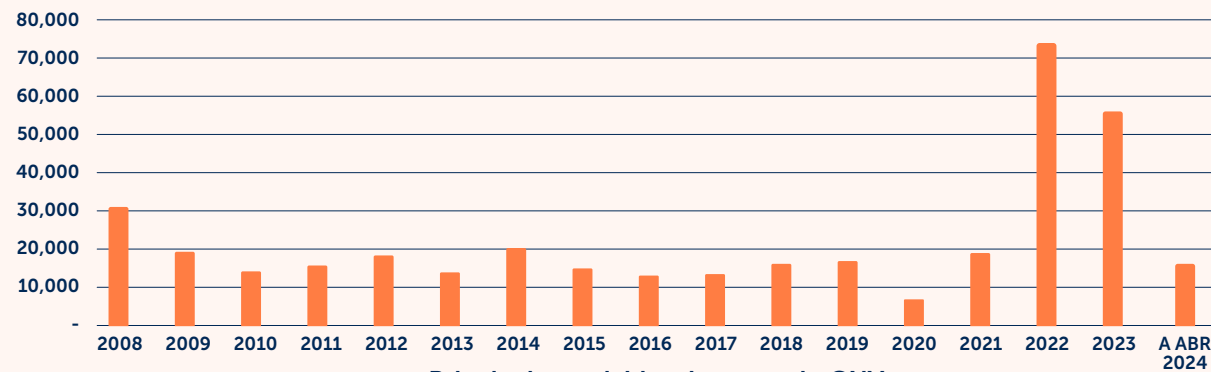
MHEV		
MARCA	ENE-ABR 2024	% PART
Suzuki	283	28.4%
Geely	209	21.0%
Volvo	144	14.4%
Mercedes Benz	139	13.9%
Audi	111	11.1%
Land Rover	41	4.1%
BMW	37	3.7%
Chery	22	2.2%
Maserati	5	0.5%
RAM	3	0.3%
Otros	3	0.3%
TOTAL	997	100.0%

BEV: Battery Electric Vehicle | **HEV:** Hybrid Electric Vehicle | **PHEV:** Plug-in Hybrid Electric Vehicle | **MHEV:** Mild Hybrid Electric Vehicle

VEHÍCULOS A GNV



Vehículos convertidos a GNV



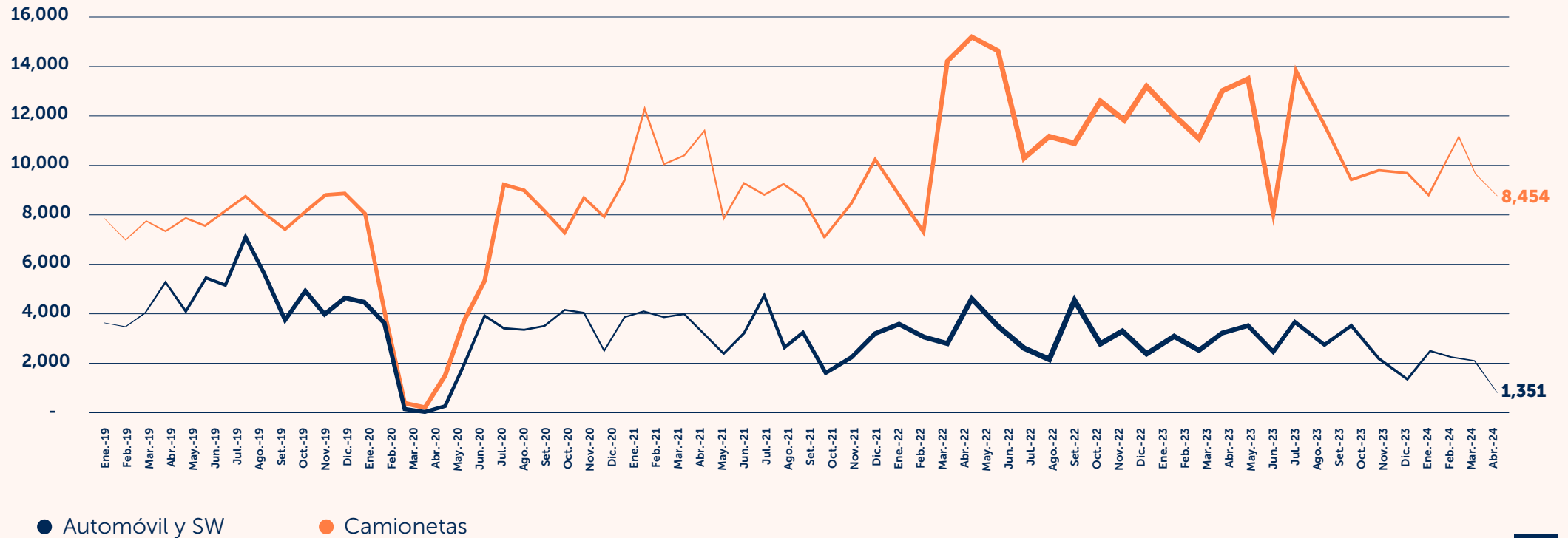
Principales variables de mercado GNV

	DIC 22	DIC 23	A ABR 24
Vehículos Convertidos	73,601	55,893	16,405
Vehículos Nuevos*	904	1,054	362
Vehículos Activados	74,505	56,947	16,767
Vehículos activos que registran consumos en el mes	276,222	313,333	322,164
Stock de Talleres de Conversión	243	295	307
Stock de Estaciones de Carga	341	341	342

*Considera vehículos importados a GNV y vehículos convertidos localmente antes de su venta al público.

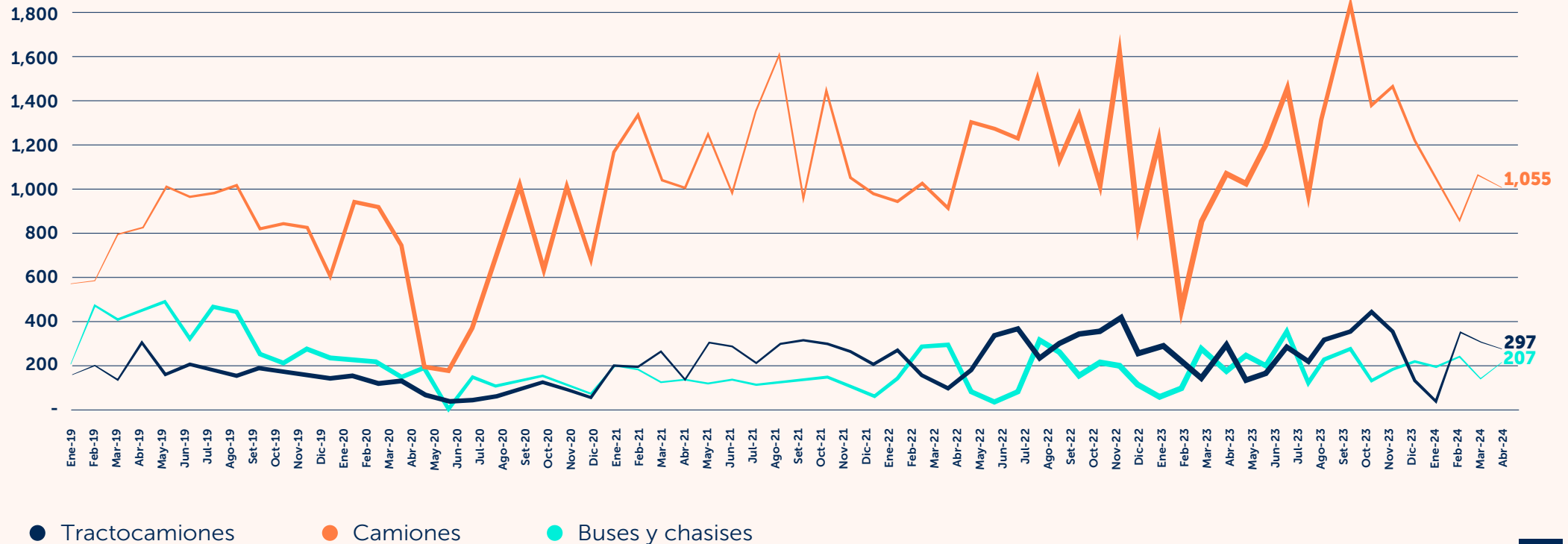
IMPORTACIÓN VEHÍCULOS LIVIANOS

(Unidades)



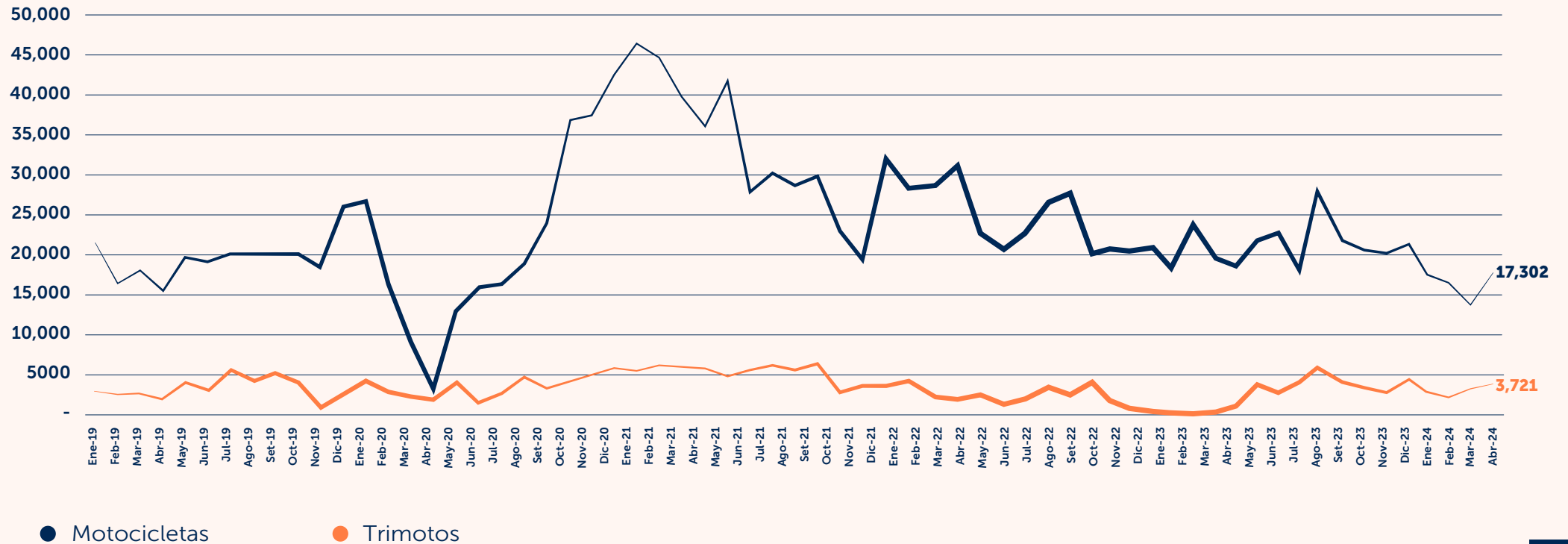
IMPORTACIÓN VEHÍCULOS PESADOS

(Unidades)



IMPORTACIÓN VEHÍCULOS MENORES








(Unidades)



IMPORTACIONES

(Unidades)



Clase	ABR 23	MAR 24	ABR 24	Var. % ABR24/ ABR23	Var. % ABR24/ MAR24	Acum ABR23	Acum ABR24	Var. % Acum. ABR24/ABR23
 Automóvil, SW	2,627	2,041	1,351	-48.6%	-33.8%	11,459	8,132	-29.0%
 Camionetas	9,104	9,929	8,454	-7.1%	-14.9%	46,010	38,396	-16.5%
 Camiones	1,054	1,138	1,055	0.1%	-7.3%	3,489	4,236	21.4%
 Buses y chasis	245	174	207	-15.5%	19.0%	861	784	-8.9%
 Tractocamiones	170	305	297	74.7%	-2.6%	804	1,065	32.5%
 Motocicletas	18,898	14,061	17,302	-8.4%	23.0%	79,967	67,076	-16.1%
 Trimotos	3,089	3,505	3,721	20.5%	6.2%	11,046	12,863	16.4%

IMPORTACIÓN DE SUMINISTROS

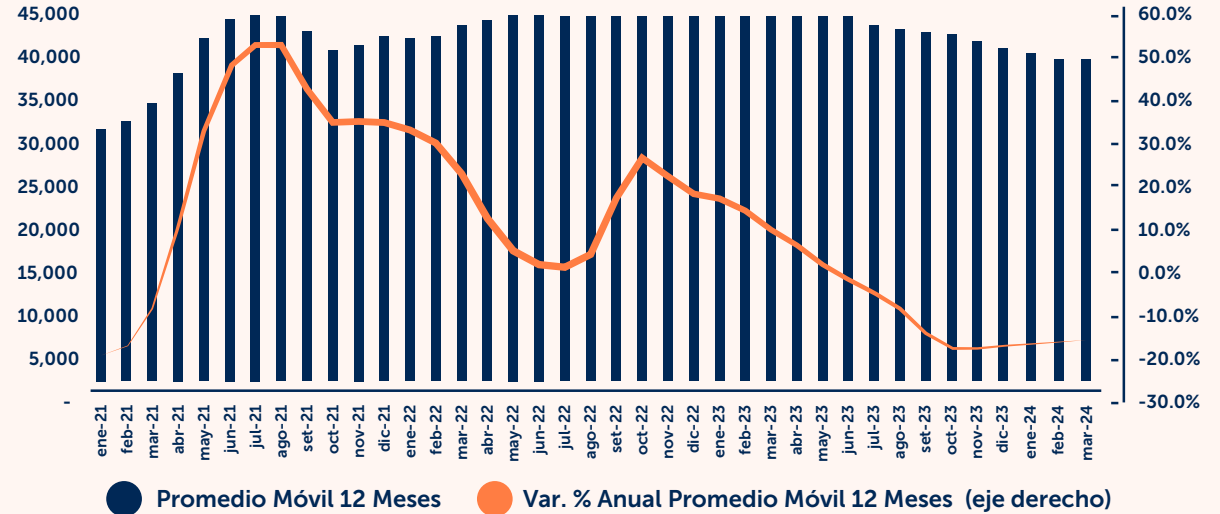
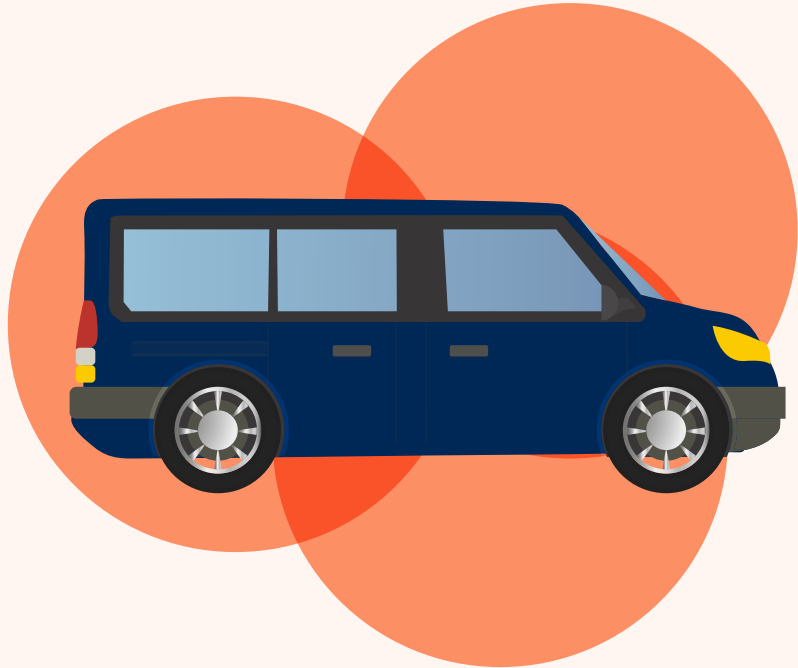
Valor FOB US\$

TIPO DE SUMINISTRO	ABR23	MAR24	ABR24	Var. % ABR24/ABR23	Var. % ABR24/MAR24	Acum. ABR23	Acum. ABR24	Var.% Acum.	% Part ABRIL 2024
Neumáticos	40,233,312	35,605,606	51,806,703	28.8%	45.5%	156,618,793	159,439,597	1.8%	22.7%
Lubricantes	26,220,846	31,617,931	36,864,589	40.6%	16.6%	118,644,466	140,049,828	18.0%	19.9%
Partes de Motor	23,978,148	33,433,026	34,965,059	45.8%	4.6%	101,079,912	128,862,926	27.5%	18.3%
Filtros	12,439,343	14,244,383	19,958,192	60.4%	40.1%	51,369,138	62,420,612	21.5%	8.9%
Otros consumibles	9,616,533	10,735,169	13,098,265	36.2%	22.0%	40,248,822	42,600,034	5.8%	6.1%
Sistema de transmisión	8,841,187	7,612,094	6,999,586	-20.8%	-8.0%	33,521,050	28,435,894	-15.2%	4.0%
Partes eléctricas	6,698,250	6,596,238	7,734,937	15.5%	17.3%	24,972,515	27,127,391	8.6%	3.9%
Partes de carrocería	6,212,448	5,911,656	7,147,935	15.1%	20.9%	28,208,924	25,094,189	-11.0%	3.6%
Sistema de frenos	3,585,789	5,055,245	4,719,584	31.6%	-6.6%	14,425,367	17,891,808	24.0%	2.5%
Sistema de suspensión	2,360,676	3,235,909	3,754,589	59.0%	16.0%	11,042,698	13,550,191	22.7%	1.9%
Baterías	2,763,418	2,905,065	3,085,818	11.7%	6.2%	11,175,214	12,315,257	10.2%	1.8%
Productos de caucho	2,195,154	2,381,559	3,258,681	48.4%	36.8%	10,452,292	9,722,998	-7.0%	1.4%
Accesorios	2,332,490	2,293,310	2,711,590	16.3%	18.2%	8,525,941	9,701,009	13.8%	1.4%
Sistema de dirección	1,657,804	2,031,313	2,128,533	28.4%	4.8%	5,521,626	8,197,592	48.5%	1.2%
Sistema de enfriamiento	1,009,083	1,108,950	1,176,903	16.6%	6.1%	3,885,487	5,357,835	37.9%	0.8%
Ruedas y sus partes	1,177,914	946,406	1,203,501	2.2%	27.2%	5,286,574	4,934,773	-6.7%	0.7%
Ejes y diferencial	970,450	970,134	1,249,976	28.8%	28.8%	4,065,498	4,274,333	5.1%	0.6%
Sistema de escape	392,262	755,509	805,008	105.2%	6.6%	1,596,264	3,074,245	92.6%	0.4%
Total	152,685,107	167,439,503	202,669,447	32.7%	21.0%	630,640,583	703,050,509	11.5%	100.0%

Fuente: SUNAT, Regimenes Definitivos Elaboración: GEE - AAP

TRANSFERENCIA DE VEHÍCULOS LIVIANOS USADOS

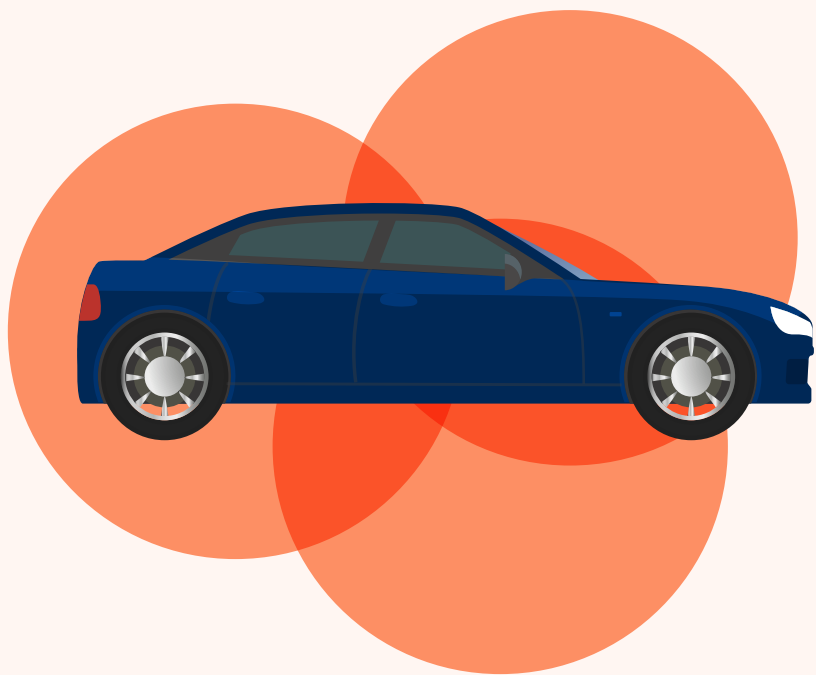
Promedio móvil 12 meses y tasa de variación anual



Transferencias	MAR 23	FEB 24	MAR 24	VAR.% MAR24/MAR23	Var.% MAR24/FEB24	Acum. MAR23	Acum. MAR24	Var.% Acum. MAR24/Acum.MAR23
Vehículos livianos usados	51,137	39,046	41,447	-18.9%	6.1%	138,444	123,105	-11.1%

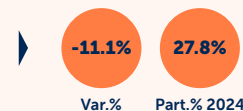
TRANSFERENCIA DE VEHÍCULOS SEMINUEVOS LIVIANOS POR MARCA

A Marzo de 2024



1. TOYOTA

2023: 38,477
2024: 34,190



2. HYUNDAI

2023: 15,741
2024: 14,103



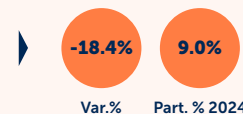
3. KIA

2023: 12,204
2024: 11,118



4. NISSAN

2023: 13,508
2024: 11,022



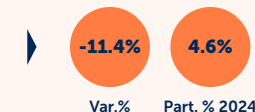
5. CHEVROLET

2023: 7,390
2024: 6,623



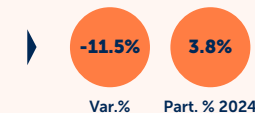
6. SUZUKI

2023: 6,372
2024: 5,647



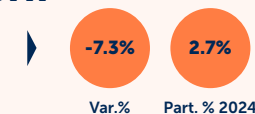
7. VOLKSWAGEN

2023: 5,237
2024: 4,636



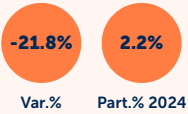
8. MITSUBISHI

2023: 3,546
2024: 3,287



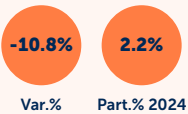
9. DAEWOO

2023: 3,465
2024: 2,709



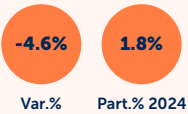
10. MAZDA

2023: 2,979
2024: 2,656



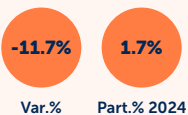
11. RENAULT

2023: 2,355
2024: 2,246



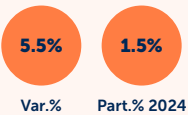
12. HONDA

2023: 2,381
2024: 2,102



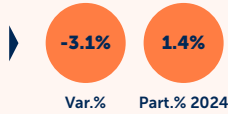
13. CHANGAN

2023: 1,806
2024: 1,905



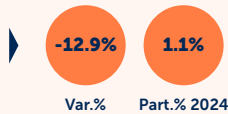
14. FORD

2023: 1,813
2024: 1,756



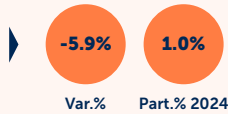
15. SUBARU

2023: 1,530
2024: 1,332



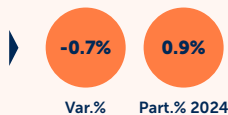
16. JAC

2023: 1,306
2024: 1,229



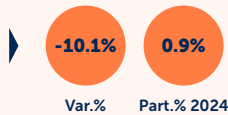
17. CHERY

2023: 1,156
2024: 1,148



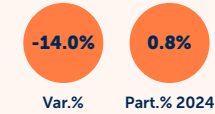
18. BMW

2023: 1,234
2024: 1,109



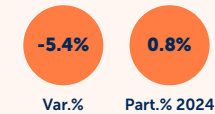
19. GREAT WALL

2023: 1,193
2024: 1,026



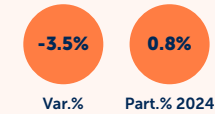
20. DFSK

2023: 1,048
2024: 991



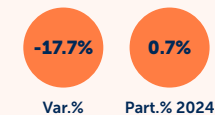
21. JEEP

2023: 1,016
2024: 980



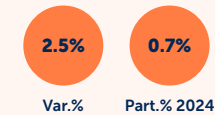
22. MERCEDES BENZ

2023: 1,112
2024: 915



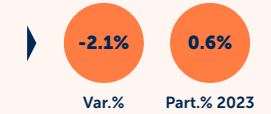
23. PEUGEOT

2023: 886
2024: 908



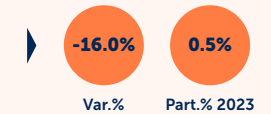
24. AUDI

2023: 756
2024: 740



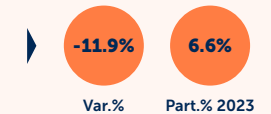
25. FOTON

2023: 675
2024: 567



OTROS

2023: 9,257
2024: 8,160

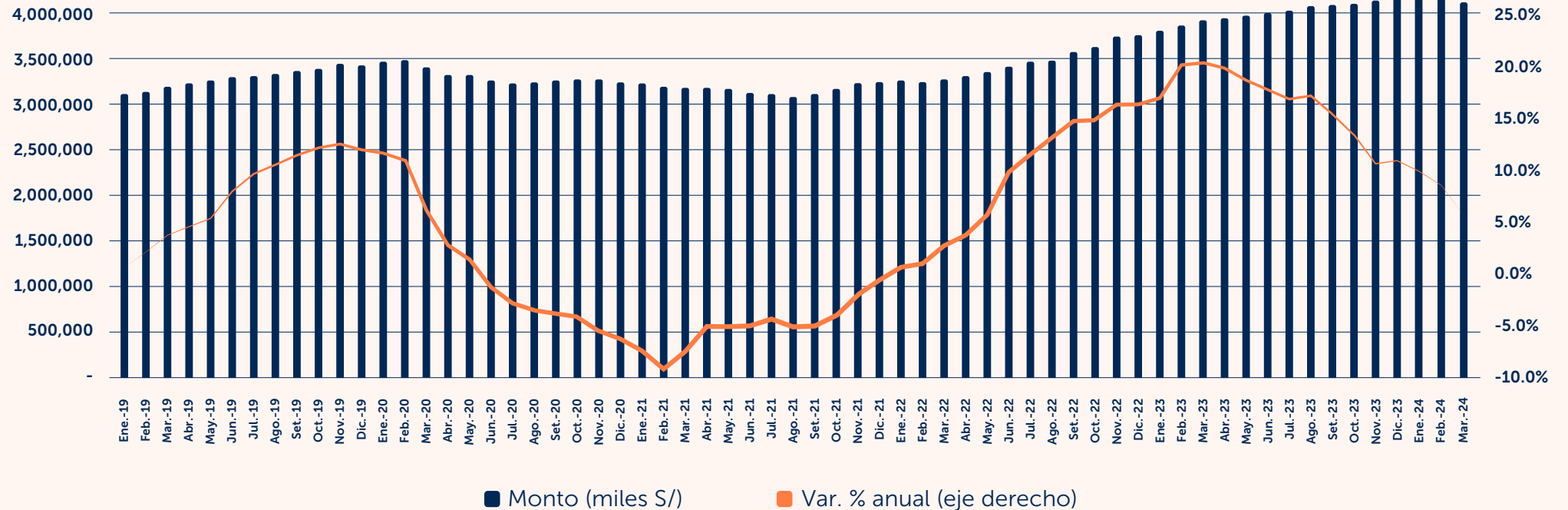


TOTAL

2023: 138,443
2024: 123,105



SALDO DE CRÉDITOS VEHICULARES SISTEMA FINANCIERO: ENE19 - MAR24



SALDO DE CRÉDITOS VEHICULARES POR ENTIDAD FINANCIERA (S/ MILES)

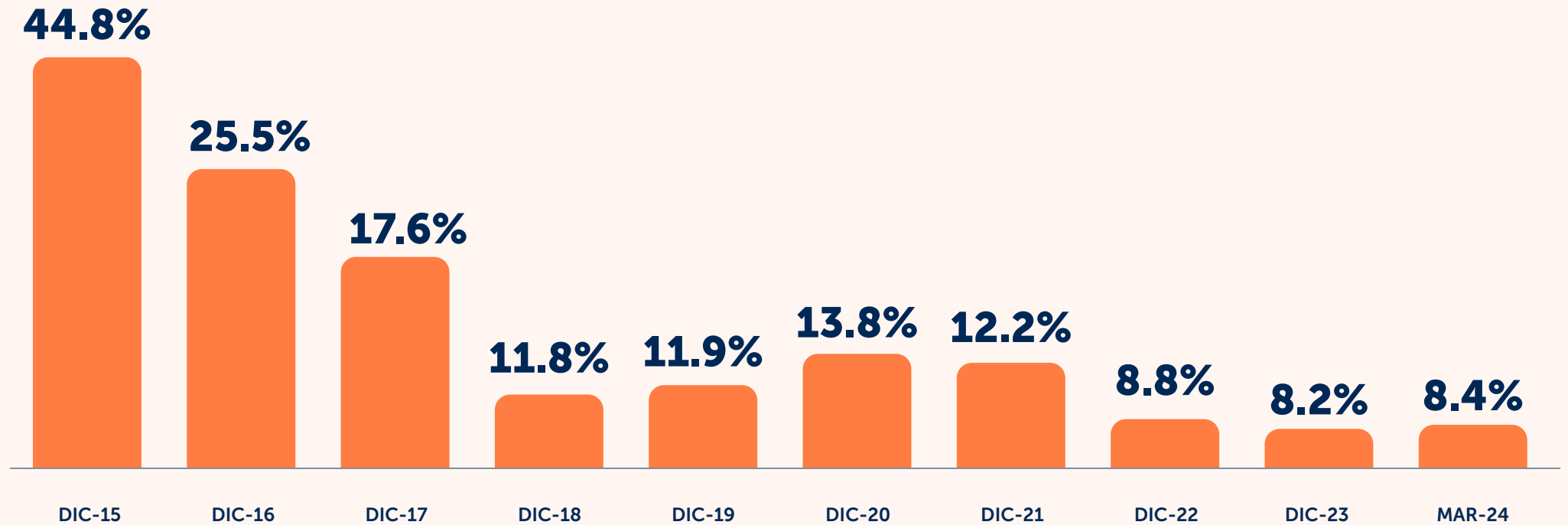
A Marzo de cada año



RANK.	Entidad	2023	2024	Var%	Part.% 2024
1	Banco de Crédito del Perú	1,032,912	1,002,826	-2.9%	24.13%
2	Mitsui Auto Finance	825,174	934,693	13.3%	22.49%
3	EC Santander Consumo	873,050	890,446	2.0%	21.43%
4	Banco BBVA Perú	664,019	848,845	27.8%	20.43%
5	Banco Interamericano de Finanzas	204,889	212,777	3.8%	5.12%
6	Scotiabank Perú	114,460	90,046	-21.3%	2.17%
7	Financiera Efectiva	113,170	88,964	-21.4%	2.14%
8	Interbank	74,172	42,615	-42.5%	1.03%
9	CMAC Huancayo	13,918	17,520	25.9%	0.42%
10	Santander Perú S.A.	-	17,123	-	0.41%
11	Alfin Banco	1,049	3,376	221.9%	0.08%
12	CRAC Prymera	5,482	3,300	-39.8%	0.08%
13	Banco Falabella Perú	1,130	944	-16.4%	0.02%
14	CRAC Incasur	1,056	719	-31.9%	0.02%
15	Banco Pichincha	770	438	-43.2%	0.01%
16	CMAC Arequipa	187	380	102.7%	0.01%
17	EC Alternativa	12	334	2630.7%	0.01%
18	CMAC Ica	74	15	-79.6%	0.00%
19	Crediscotia Financiera	46	10	-77.6%	0.00%
20	Banco GNB	141	-	-100.0%	0.00%
Total		3,925,712	4,155,372	5.9%	100%

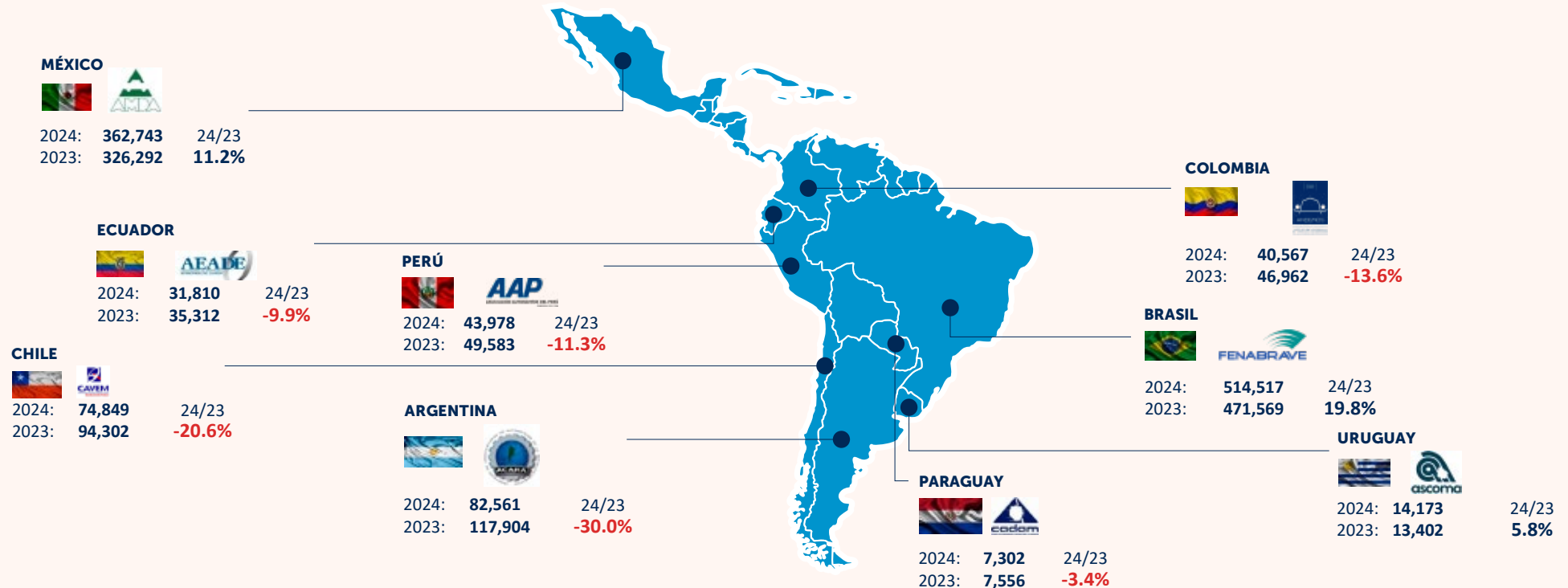
DOLARIZACIÓN CRÉDITOS VEHICULARES

(Crédito en moneda extranjera / crédito total) - sistema financiero



VENTA DE VEHÍCULOS NUEVOS EN LOS PAÍSES DE LA REGIÓN (LIVIANOS Y PESADOS)

Enero - Marzo 2024





Edición y diseño:
SubGerencia de Comunicaciones, Img. Inst. y Marketing

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