



Asociación Mexicana de  
Distribuidores de Automotores

# REPORTE ESTADISTICO DEL SECTOR AUTOMOTOR

CIFRAS MENSUALES Y ACUMULADAS

Abril 2011



## REPORTE ESTADÍSTICO

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# VENTAS MENUDEO DE AUTOS Y CAMIONES LIGEROS

Unidades

| MARCA / TIPO             | 2 0 1 1 |        |        |        |     |     |     |     |      |     |     |     | Variación % 11/10 |         |        |
|--------------------------|---------|--------|--------|--------|-----|-----|-----|-----|------|-----|-----|-----|-------------------|---------|--------|
|                          | ENE     | FEB    | MAR    | ABR    | MAY | JUN | JUL | AGO | SEPT | OCT | NOV | DIC | TOTAL             | ABR     | TOTAL  |
| <b>ACURA</b>             | 111     | 106    | 148    | 104    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 469               | -31.1%  | -10.3% |
| AUTOS                    | 65      | 55     | 77     | 50     |     |     |     |     |      |     |     |     | 247               | -31.5%  | 9.8%   |
| COMERCIALES              | 46      | 51     | 71     | 54     |     |     |     |     |      |     |     |     | 222               | -30.8%  | -25.5% |
| <b>AUDI</b>              | 450     | 441    | 692    | 600    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 2,183             | 48.1%   | 38.0%  |
| AUTOS                    | 347     | 343    | 539    | 495    |     |     |     |     |      |     |     |     | 1,724             | 66.1%   | 42.8%  |
| COMERCIALES              | 103     | 98     | 153    | 105    |     |     |     |     |      |     |     |     | 459               | -1.9%   | 22.4%  |
| <b>BENTLEY</b>           | 1       | 0      | 0      | 0      | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 1                 | -       | 0.0%   |
| AUTOS                    | 1       | 0      | 0      | 0      |     |     |     |     |      |     |     |     | 1                 | -       | 0.0%   |
| <b>BMW</b>               | 503     | 481    | 535    | 493    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 2,012             | 2.9%    | 10.0%  |
| AUTOS                    | 443     | 335    | 399    | 346    |     |     |     |     |      |     |     |     | 1,523             | -8.2%   | 11.6%  |
| COMERCIALES              | 60      | 146    | 136    | 147    |     |     |     |     |      |     |     |     | 489               | 44.1%   | 5.4%   |
| <b>CHRYSLER</b>          | 6,151   | 6,676  | 7,395  | 6,265  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 26,487            | 18.1%   | 9.6%   |
| AUTOS                    | 1,563   | 1,850  | 2,450  | 1,908  |     |     |     |     |      |     |     |     | 7,771             | 21.9%   | 5.5%   |
| COMERCIALES              | 4,588   | 4,826  | 4,945  | 4,357  |     |     |     |     |      |     |     |     | 18,716            | 16.4%   | 11.4%  |
| <b>FIAT</b>              | 111     | 113    | 216    | 254    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 694               | 18.7%   | -21.1% |
| AUTOS                    | 104     | 104    | 106    | 133    |     |     |     |     |      |     |     |     | 447               | -11.3%  | -21.2% |
| COMERCIALES              | 7       | 9      | 110    | 121    |     |     |     |     |      |     |     |     | 247               | 89.1%   | -21.1% |
| <b>FORD</b>              | 6,629   | 5,832  | 6,577  | 5,987  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 25,025            | 0.0%    | 0.2%   |
| AUTOS                    | 2,445   | 1,834  | 1,800  | 1,426  |     |     |     |     |      |     |     |     | 7,505             | 21.5%   | 48.2%  |
| COMERCIALES              | 4,184   | 3,998  | 4,777  | 4,561  |     |     |     |     |      |     |     |     | 17,520            | -5.2%   | -12.0% |
| <b>GENERAL MOTORS</b>    | 12,655  | 12,091 | 13,551 | 11,250 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 49,547            | -2.9%   | 3.4%   |
| AUTOS                    | 9,497   | 9,024  | 9,354  | 8,156  |     |     |     |     |      |     |     |     | 36,031            | 9.6%    | 16.2%  |
| COMERCIALES              | 3,158   | 3,067  | 4,197  | 3,094  |     |     |     |     |      |     |     |     | 13,516            | -25.4%  | -20.1% |
| <b>HONDA</b>             | 2,320   | 2,728  | 3,635  | 2,562  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 11,245            | -3.5%   | -0.9%  |
| AUTOS                    | 1,024   | 1,197  | 1,588  | 1,071  |     |     |     |     |      |     |     |     | 4,880             | -19.8%  | -23.1% |
| COMERCIALES              | 1,296   | 1,531  | 2,047  | 1,491  |     |     |     |     |      |     |     |     | 6,365             | 12.9%   | 27.1%  |
| <b>ISUZU</b>             | 57      | 55     | 208    | 55     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 375               | -60.7%  | 14.3%  |
| COMERCIALES              | 57      | 55     | 208    | 55     |     |     |     |     |      |     |     |     | 375               | -60.7%  | 14.3%  |
| <b>JAGUAR</b>            | 2       | 4      | 8      | 6      | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 20                | 50.0%   | -37.5% |
| AUTOS                    | 2       | 4      | 8      | 6      |     |     |     |     |      |     |     |     | 20                | 50.0%   | -37.5% |
| <b>LAND ROVER</b>        | 45      | 37     | 37     | 34     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 153               | -10.5%  | -11.6% |
| COMERCIALES              | 45      | 37     | 37     | 34     |     |     |     |     |      |     |     |     | 153               | -10.5%  | -11.6% |
| <b>LINCOLN</b>           | 128     | 130    | 170    | 135    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 563               | -34.8%  | -33.0% |
| AUTOS                    | 34      | 37     | 38     | 37     |     |     |     |     |      |     |     |     | 146               | 19.4%   | -12.6% |
| COMERCIALES              | 94      | 93     | 132    | 98     |     |     |     |     |      |     |     |     | 417               | -44.3%  | -38.0% |
| <b>MAZDA</b>             | 2,258   | 2,131  | 2,282  | 2,174  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 8,845             | 5.1%    | 19.8%  |
| AUTOS                    | 1,604   | 1,256  | 1,412  | 1,281  |     |     |     |     |      |     |     |     | 5,553             | -17.5%  | -0.8%  |
| COMERCIALES              | 654     | 875    | 870    | 893    |     |     |     |     |      |     |     |     | 3,292             | 73.1%   | 84.5%  |
| <b>MERCEDES BENZ</b>     | 551     | 504    | 556    | 399    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 2,010             | -9.1%   | 5.0%   |
| AUTOS                    | 336     | 330    | 344    | 235    |     |     |     |     |      |     |     |     | 1,245             | -14.2%  | 2.0%   |
| COMERCIALES              | 139     | 109    | 123    | 98     |     |     |     |     |      |     |     |     | 469               | 6.5%    | 19.6%  |
| VANS                     | 76      | 65     | 89     | 66     |     |     |     |     |      |     |     |     | 296               | -9.6%   | -2.0%  |
| <b>MINI</b>              | 219     | 211    | 251    | 242    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 923               | 26.0%   | 28.6%  |
| AUTOS                    | 219     | 211    | 251    | 242    |     |     |     |     |      |     |     |     | 923               | 26.0%   | 28.6%  |
| <b>MITSUBISHI</b>        | 980     | 868    | 900    | 745    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 3,493             | -25.9%  | -15.2% |
| AUTOS                    | 384     | 306    | 280    | 268    |     |     |     |     |      |     |     |     | 1,238             | -35.6%  | -14.9% |
| COMERCIALES              | 596     | 562    | 620    | 477    |     |     |     |     |      |     |     |     | 2,255             | -19.0%  | -15.4% |
| <b>NISSAN</b>            | 16,507  | 16,153 | 17,987 | 16,663 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 67,310            | 17.8%   | 13.5%  |
| AUTOS                    | 12,104  | 11,416 | 12,064 | 11,641 |     |     |     |     |      |     |     |     | 47,225            | 20.7%   | 15.6%  |
| COMERCIALES              | 4,403   | 4,737  | 5,923  | 5,022  |     |     |     |     |      |     |     |     | 20,085            | 11.7%   | 8.7%   |
| <b>PEUGEOT</b>           | 615     | 531    | 476    | 459    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 2,081             | 15.9%   | 4.4%   |
| AUTOS                    | 467     | 343    | 340    | 333    |     |     |     |     |      |     |     |     | 1,483             | 29.1%   | 1.2%   |
| COMERCIALES              | 148     | 188    | 136    | 126    |     |     |     |     |      |     |     |     | 598               | -8.7%   | 13.3%  |
| <b>PORSCHE</b>           | 51      | 40     | 46     | 37     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 174               | 15.6%   | 65.7%  |
| AUTOS                    | 15      | 7      | 16     | 12     |     |     |     |     |      |     |     |     | 50                | -60.0%  | -38.3% |
| COMERCIALES              | 36      | 33     | 30     | 25     |     |     |     |     |      |     |     |     | 124               | 1150.0% | 416.7% |
| <b>RENAULT</b>           | 1,566   | 1,493  | 1,929  | 1,487  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 6,475             | 16.1%   | 59.2%  |
| AUTOS                    | 1,215   | 1,102  | 1,513  | 1,262  |     |     |     |     |      |     |     |     | 5,092             | 37.3%   | 73.8%  |
| COMERCIALES              | 351     | 391    | 416    | 225    |     |     |     |     |      |     |     |     | 1,383             | -37.8%  | 21.7%  |
| <b>SEAT</b>              | 1,524   | 1,495  | 1,650  | 1,286  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 5,955             | 12.7%   | 43.1%  |
| AUTOS                    | 1,524   | 1,495  | 1,650  | 1,286  |     |     |     |     |      |     |     |     | 5,955             | 12.7%   | 43.1%  |
| COMERCIALES              | 0       | 0      | 0      | 0      |     |     |     |     |      |     |     |     | 0                 | -       | -      |
| <b>SMART</b>             | 100     | 103    | 120    | 75     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 398               | 23.0%   | 63.1%  |
| AUTOS                    | 100     | 103    | 120    | 75     |     |     |     |     |      |     |     |     | 398               | 23.0%   | 63.1%  |
| <b>SUBARU</b>            | 66      | 60     | 61     | 52     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 239               | 67.7%   | 18.9%  |
| AUTOS                    | 35      | 32     | 35     | 29     |     |     |     |     |      |     |     |     | 131               | 61.1%   | 31.0%  |
| COMERCIALES              | 31      | 28     | 26     | 23     |     |     |     |     |      |     |     |     | 108               | 76.9%   | 6.9%   |
| <b>SUZUKI</b>            | 790     | 733    | 629    | 597    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 2,749             | 4.0%    | 3.0%   |
| AUTOS                    | 566     | 548    | 474    | 442    |     |     |     |     |      |     |     |     | 2,030             | 9.1%    | 9.7%   |
| COMERCIALES              | 224     | 185    | 155    | 155    |     |     |     |     |      |     |     |     | 719               | -8.3%   | -12.2% |
| <b>TOYOTA</b>            | 4,663   | 3,898  | 4,323  | 3,532  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 16,416            | 11.4%   | 20.5%  |
| AUTOS                    | 2,339   | 1,841  | 1,842  | 1,431  |     |     |     |     |      |     |     |     | 7,453             | 3.4%    | 20.9%  |
| COMERCIALES              | 2,324   | 2,057  | 2,481  | 2,101  |     |     |     |     |      |     |     |     | 8,963             | 17.6%   | 20.2%  |
| <b>VOLKSWAGEN</b>        | 9,637   | 9,964  | 10,626 | 9,650  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 39,877            | 11.7%   | 17.7%  |
| AUTOS                    | 8,957   | 9,181  | 9,725  | 8,680  |     |     |     |     |      |     |     |     | 36,543            | 11.3%   | 17.3%  |
| COMERCIALES              | 680     | 783    | 901    | 970    |     |     |     |     |      |     |     |     | 3,334             | 15.3%   | 23.0%  |
| <b>VOLVO</b>             | 76      | 112    | 117    | 103    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 408               | 25.6%   | -4.7%  |
| AUTOS                    | 47      | 73     | 76     | 71     |     |     |     |     |      |     |     |     | 267               | 16.4%   | 14.6%  |
| COMERCIALES              | 29      | 39     | 41     | 32     |     |     |     |     |      |     |     |     | 141               | 52.4%   | -27.7% |
| <b>TOTAL AUTOS</b>       | 45,437  | 43,027 | 46,501 | 40,916 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 175,881           | 11.8%   | 16.0%  |
| <b>TOTAL COMERCIALES</b> | 23,329  | 23,963 | 28,624 | 24,330 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 100,246           | 2.1%    | 2.5%   |
| <b>GRAN TOTAL</b>        | 68,766  | 66,990 | 75,125 | 65,246 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 276,127           | 8.0%    | 10.7%  |

FUENTE: Elaborado por AMDA con información de AMIA. N.A. = No Aplica



## Venta menudeo por segmento de enero a abril de 2010 y 2011

| Segmento       | Unidades     |               |              |               |              |              |
|----------------|--------------|---------------|--------------|---------------|--------------|--------------|
|                | 2010         | Estructura %  | 2011         | Estructura %  | Variación    |              |
|                |              |               |              |               | Absoluta     | Relativa     |
| CARGA          | 4,619        | 65.9%         | 4,717        | 49.6%         | 98           | 2.1%         |
| TRACTOCAMIONES | 1,267        | 18.1%         | 3,240        | 34.1%         | 1,973        | 155.7%       |
| CONSTRUCCIÓN   | 120          | 1.7%          | 106          | 1.1%          | -14          | -11.7%       |
| PASAJE         | 1,002        | 14.3%         | 1,450        | 15.2%         | 448          | 44.7%        |
| <b>TOTAL</b>   | <b>7,008</b> | <b>100.0%</b> | <b>9,513</b> | <b>100.0%</b> | <b>2,505</b> | <b>35.7%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.  
Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Venta menudeo por segmento en abril de 2010 y 2011

| Segmento       | Unidades     |               |              |               |            |              |
|----------------|--------------|---------------|--------------|---------------|------------|--------------|
|                | 2010         | Estructura %  | 2011         | Estructura %  | Variación  |              |
|                |              |               |              |               | Absoluta   | Relativa     |
| CARGA          | 1,258        | 65.8%         | 1,197        | 48.0%         | -61        | -4.8%        |
| TRACTOCAMIONES | 387          | 20.2%         | 825          | 33.1%         | 438        | 113.2%       |
| CONSTRUCCIÓN   | 25           | 1.3%          | 41           | 1.6%          | 16         | 64.0%        |
| PASAJE         | 242          | 12.7%         | 430          | 17.3%         | 188        | 77.7%        |
| <b>TOTAL</b>   | <b>1,912</b> | <b>100.0%</b> | <b>2,493</b> | <b>100.0%</b> | <b>581</b> | <b>30.4%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.  
Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Comercialización al público de enero a abril de 2003 a 2011

| Segmento       | Unidades     |              |              |               |               |               |              |              |              |             | Tasa media de |  |
|----------------|--------------|--------------|--------------|---------------|---------------|---------------|--------------|--------------|--------------|-------------|---------------|--|
|                | 2003         | 2004         | 2005         | 2006          | 2007          | 2008          | 2009         | 2010         | 2011         | 03-11       | 07-11         |  |
|                |              |              |              |               |               |               |              |              |              |             |               |  |
| CARGA          | 3,672        | 2,902        | 3,100        | 6,538         | 7,002         | 7,416         | 3,935        | 4,619        | 4,717        | 3.2%        | -9.4%         |  |
| TRACTOCAMIONES | 2,145        | 1,888        | 2,913        | 3,878         | 4,144         | 4,671         | 1,268        | 1,267        | 3,240        | 5.3%        | -6.0%         |  |
| CONSTRUCCION   | 106          | 159          | 226          | 515           | 860           | 438           | 49           | 120          | 106          | 0.0%        | -40.7%        |  |
| PASAJE         | 2,280        | 2,336        | 2,236        | 2,883         | 2,790         | 2,421         | 1,664        | 1,002        | 1,450        | -5.5%       | -15.1%        |  |
| <b>TOTAL</b>   | <b>8,203</b> | <b>7,285</b> | <b>8,475</b> | <b>13,814</b> | <b>14,796</b> | <b>14,946</b> | <b>6,916</b> | <b>7,008</b> | <b>9,513</b> | <b>1.9%</b> | <b>-10.5%</b> |  |

TCM: Tasa media de crecimiento del período.



## Venta Menudeo por marca de enero a abril de 2010 y 2011

| MARCA                         | Unidades     |               |              |               | Variación    |              |
|-------------------------------|--------------|---------------|--------------|---------------|--------------|--------------|
|                               | 2010         | Estructura %  | 2011         | Estructura %  | Absoluta     | Relativa     |
|                               | CHRYSLER     | 25            | 0.4%         | 154           | 1.6%         | 129          |
| DAIMLER VEHÍCULOS COMERCIALES | 1,740        | 24.8%         | 2,395        | 25.2%         | 655          | 37.6%        |
| INTERNATIONAL                 | 1,638        | 23.4%         | 2,058        | 21.6%         | 420          | 25.6%        |
| KENWORTH                      | 1,333        | 19.0%         | 2,847        | 29.9%         | 1,514        | 113.6%       |
| ISUZU                         | 896          | 12.8%         | 659          | 6.9%          | -237         | -26.5%       |
| FORD                          | 682          | 9.7%          | 552          | 5.8%          | -130         | -19.1%       |
| VOLKSWAGEN                    | 252          | 3.6%          | 278          | 2.9%          | 26           | 10.3%        |
| HINO                          | 282          | 4.0%          | 336          | 3.5%          | 54           | 19.1%        |
| VOLVO TRUCKS                  | 109          | 1.6%          | 171          | 1.8%          | 62           | 56.9%        |
| VOLVO BUSES                   | 24           | 0.3%          | 31           | 0.3%          | 7            | 29.2%        |
| DINA                          | 23           | 0.3%          | 28           | 0.4%          | 5            | 21.7%        |
| MAN                           | 4            | 0.1%          | 4            | 0.1%          | 0            | 0.0%         |
| GENERAL MOTORS                | 0            | 0.0%          | 0            | 0.0%          | 0            | -            |
| SCANIA                        | 0            | 0.0%          | 0            | 0.0%          | 0            | -            |
| <b>TOTAL</b>                  | <b>7,008</b> | <b>100.0%</b> | <b>9,513</b> | <b>100.0%</b> | <b>2,505</b> | <b>35.7%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Venta menudeo por marca en abril de 2010 y 2011

| Marca                         | Unidades     |               |              |               | Variación  |              |
|-------------------------------|--------------|---------------|--------------|---------------|------------|--------------|
|                               | 2010         | Estructura %  | 2011         | Estructura %  | Absoluta   | Relativa     |
|                               | CHRYSLER     | 3             | 0.2%         | 72            | 2.9%       | 69           |
| DAIMLER VEHÍCULOS COMERCIALES | 458          | 24.0%         | 609          | 24.4%         | 151        | 33.0%        |
| INTERNATIONAL                 | 503          | 26.3%         | 573          | 23.0%         | 70         | 13.9%        |
| KENWORTH                      | 365          | 19.1%         | 804          | 32.3%         | 439        | 120.3%       |
| ISUZU                         | 180          | 9.4%          | 118          | 4.7%          | -62        | -34.4%       |
| FORD                          | 193          | 10.1%         | 96           | 3.9%          | -97        | -50.3%       |
| HINO                          | 90           | 4.7%          | 89           | 3.6%          | -1         | -1.1%        |
| VOLKSWAGEN                    | 67           | 3.5%          | 44           | 1.8%          | -23        | -34.3%       |
| VOLVO TRUCKS                  | 44           | 2.3%          | 51           | 2.0%          | 7          | 15.9%        |
| VOLVO BUSES                   | 0            | 0.0%          | 21           | 0.8%          | 21         | -            |
| DINA                          | 8            | 0.3%          | 16           | 0.6%          | 8          | 100.0%       |
| MAN                           | 1            | 0.1%          | 0            | 0.0%          | -1         | -100.0%      |
| GENERAL MOTORS                | 0            | 0.0%          | 0            | 0.0%          | 0          | -            |
| SCANIA                        | 0            | 0.0%          | 0            | 0.0%          | 0          | -            |
| <b>TOTAL</b>                  | <b>1,912</b> | <b>100.0%</b> | <b>2,493</b> | <b>100.0%</b> | <b>581</b> | <b>30.4%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).



# VENTAS MAYOREO DE AUTOS Y CAMIONES LIGEROS

Unidades

| MARCA / TIPO          | 2 0 1 1 |        |        |        |     |     |     |     |      |     |     |     | Var. Rel. 11/10 |         |         |        |
|-----------------------|---------|--------|--------|--------|-----|-----|-----|-----|------|-----|-----|-----|-----------------|---------|---------|--------|
|                       | ENE     | FEB    | MAR    | ABR    | MAY | JUN | JUL | AGO | SEPT | OCT | NOV | DIC | TOTAL           | ABR     | TOTAL   |        |
| <b>ACURA</b>          | 115     | 1      | 293    | 109    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 518     | -36.3%  | -5.1%  |
| AUTOS                 | 56      | 0      | 161    | 30     |     |     |     |     |      |     |     |     |                 | 247     | -69.1%  | 3.8%   |
| COMERCIALES           | 59      | 1      | 132    | 79     |     |     |     |     |      |     |     |     |                 | 271     | 6.8%    | -12.0% |
| <b>AUDI</b>           | 451     | 349    | 799    | 643    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 2,242   | 47.5%   | 43.0%  |
| AUTOS                 | 330     | 265    | 667    | 519    |     |     |     |     |      |     |     |     |                 | 1,781   | 68.0%   | 50.3%  |
| COMERCIALES           | 121     | 84     | 132    | 124    |     |     |     |     |      |     |     |     |                 | 461     | -2.4%   | 20.4%  |
| <b>BENTLEY</b>        | 1       | 0      | 1      | 0      | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 2       | -       | 100.0% |
| AUTOS                 | 1       | 0      | 1      | 0      |     |     |     |     |      |     |     |     |                 | 2       | -       | 100.0% |
| <b>BMW</b>            | 549     | 443    | 423    | 561    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 1,976   | 53.7%   | 18.0%  |
| AUTOS                 | 429     | 274    | 281    | 444    |     |     |     |     |      |     |     |     |                 | 1,428   | 46.5%   | 10.4%  |
| COMERCIALES           | 120     | 169    | 142    | 117    |     |     |     |     |      |     |     |     |                 | 548     | 88.7%   | 43.8%  |
| <b>CHRYSLER</b>       | 5,644   | 7,497  | 7,425  | 6,397  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 26,963  | 18.6%   | 14.6%  |
| AUTOS                 | 1,769   | 2,251  | 2,298  | 1,621  |     |     |     |     |      |     |     |     |                 | 7,939   | -26.6%  | 3.5%   |
| COMERCIALES           | 3,875   | 5,246  | 5,127  | 4,776  |     |     |     |     |      |     |     |     |                 | 19,024  | 49.8%   | 20.0%  |
| <b>FIAT</b>           | 102     | 93     | 181    | 195    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 571     | 18.9%   | -25.8% |
| AUTOS                 | 92      | 76     | 71     | 76     |     |     |     |     |      |     |     |     |                 | 315     | -39.7%  | -44.7% |
| COMERCIALES           | 10      | 17     | 110    | 119    |     |     |     |     |      |     |     |     |                 | 256     | 213.2%  | 28.0%  |
| <b>FORD</b>           | 4,656   | 4,810  | 8,456  | 5,706  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 23,628  | 19.1%   | 12.7%  |
| AUTOS                 | 1,981   | 1,345  | 2,286  | 1,821  |     |     |     |     |      |     |     |     |                 | 7,433   | 57.3%   | 56.0%  |
| COMERCIALES           | 2,675   | 3,465  | 6,170  | 3,885  |     |     |     |     |      |     |     |     |                 | 16,195  | 6.9%    | 0.0%   |
| <b>GENERAL MOTORS</b> | 11,944  | 12,610 | 14,357 | 10,915 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 49,826  | -4.7%   | -2.0%  |
| AUTOS                 | 9,523   | 9,135  | 10,232 | 7,899  |     |     |     |     |      |     |     |     |                 | 36,789  | 5.7%    | 10.1%  |
| COMERCIALES           | 2,421   | 3,475  | 4,125  | 3,016  |     |     |     |     |      |     |     |     |                 | 13,037  | -24.1%  | -25.2% |
| <b>HONDA</b>          | 4,314   | 3,467  | 3,291  | 2,043  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 13,115  | -51.4%  | -2.9%  |
| AUTOS                 | 1,785   | 1,840  | 1,474  | 1,243  |     |     |     |     |      |     |     |     |                 | 6,342   | -34.5%  | -17.1% |
| COMERCIALES           | 2,529   | 1,627  | 1,817  | 800    |     |     |     |     |      |     |     |     |                 | 6,773   | -65.3%  | 15.6%  |
| <b>ISUZU</b>          | 55      | 54     | 203    | 64     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 376     | -53.6%  | 8.7%   |
| COMERCIALES           | 55      | 54     | 203    | 64     |     |     |     |     |      |     |     |     |                 | 376     | -53.6%  | 8.7%   |
| <b>JAGUAR</b>         | 4       | 2      | 3      | 8      | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 17      | 33.3%   | -48.5% |
| AUTOS                 | 4       | 2      | 3      | 8      |     |     |     |     |      |     |     |     |                 | 17      | 33.3%   | -48.5% |
| <b>LAND ROVER</b>     | 61      | 26     | 33     | 35     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 155     | 40.0%   | 0.0%   |
| COMERCIALES           | 61      | 26     | 33     | 35     |     |     |     |     |      |     |     |     |                 | 155     | 40.0%   | 0.0%   |
| <b>LINCOLN</b>        | 18      | 80     | 138    | 90     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 326     | -62.0%  | -65.4% |
| AUTOS                 | 3       | 47     | 15     | 23     |     |     |     |     |      |     |     |     |                 | 88      | -28.1%  | -43.9% |
| COMERCIALES           | 15      | 33     | 123    | 67     |     |     |     |     |      |     |     |     |                 | 238     | -67.3%  | -69.6% |
| <b>MAZDA</b>          | 2,200   | 1,906  | 2,701  | 2,300  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 9,107   | -2.0%   | 30.6%  |
| AUTOS                 | 1,488   | 783    | 1,628  | 1,188  |     |     |     |     |      |     |     |     |                 | 5,087   | -33.4%  | 1.4%   |
| COMERCIALES           | 712     | 1,123  | 1,073  | 1,112  |     |     |     |     |      |     |     |     |                 | 4,020   | 97.5%   | 105.9% |
| <b>MERCEDES BENZ</b>  | 485     | 466    | 473    | 347    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 1,771   | -20.4%  | -6.3%  |
| AUTOS                 | 334     | 299    | 248    | 181    |     |     |     |     |      |     |     |     |                 | 1,062   | -37.8%  | -15.6% |
| COMERCIALES           | 107     | 103    | 138    | 102    |     |     |     |     |      |     |     |     |                 | 450     | 36.0%   | 19.4%  |
| VANS                  | 44      | 64     | 87     | 64     |     |     |     |     |      |     |     |     |                 | 259     | -8.6%   | 2.0%   |
| <b>MINI</b>           | 233     | 198    | 259    | 198    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 888     | 10.0%   | 24.0%  |
| AUTOS                 | 233     | 198    | 259    | 198    |     |     |     |     |      |     |     |     |                 | 888     | 10.0%   | 24.0%  |
| <b>MITSUBISHI</b>     | 796     | 828    | 897    | 735    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 3,256   | -37.9%  | -15.8% |
| AUTOS                 | 324     | 316    | 323    | 294    |     |     |     |     |      |     |     |     |                 | 1,257   | -43.6%  | -10.5% |
| COMERCIALES           | 472     | 512    | 574    | 441    |     |     |     |     |      |     |     |     |                 | 1,999   | -33.5%  | -18.8% |
| <b>NISSAN</b>         | 17,810  | 15,002 | 21,851 | 11,441 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 66,104  | 1.4%    | 20.2%  |
| AUTOS                 | 13,047  | 9,734  | 16,599 | 8,262  |     |     |     |     |      |     |     |     |                 | 47,642  | 23.3%   | 24.8%  |
| COMERCIALES           | 4,763   | 5,268  | 5,252  | 3,179  |     |     |     |     |      |     |     |     |                 | 18,462  | -30.7%  | 9.9%   |
| <b>PEUGEOT</b>        | 580     | 563    | 480    | 437    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 2,060   | 19.1%   | 8.8%   |
| AUTOS                 | 451     | 383    | 313    | 336    |     |     |     |     |      |     |     |     |                 | 1,483   | 52.0%   | 10.7%  |
| COMERCIALES           | 129     | 180    | 167    | 101    |     |     |     |     |      |     |     |     |                 | 577     | -30.8%  | 4.3%   |
| <b>PORSCHE</b>        | 45      | 30     | 51     | 41     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 167     | 115.8%  | 116.9% |
| AUTOS                 | 7       | 9      | 14     | 15     |     |     |     |     |      |     |     |     |                 | 45      | -16.7%  | -19.6% |
| COMERCIALES           | 38      | 21     | 37     | 26     |     |     |     |     |      |     |     |     |                 | 122     | 2500.0% | 481.0% |
| <b>RENAULT</b>        | 1,528   | 1,634  | 1,660  | 1,654  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 6,476   | -7.9%   | 25.1%  |
| AUTOS                 | 1,142   | 1,348  | 1,299  | 1,424  |     |     |     |     |      |     |     |     |                 | 5,213   | 6.4%    | 37.4%  |
| COMERCIALES           | 386     | 286    | 361    | 230    |     |     |     |     |      |     |     |     |                 | 1,263   | -49.7%  | -8.7%  |
| <b>SEAT</b>           | 1,781   | 1,296  | 1,556  | 1,426  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 6,059   | 7.9%    | 56.3%  |
| AUTOS                 | 1,781   | 1,296  | 1,556  | 1,426  |     |     |     |     |      |     |     |     |                 | 6,059   | 7.9%    | 56.3%  |
| COMERCIALES           | 0       | 0      | 0      | 0      |     |     |     |     |      |     |     |     |                 | 0       | -       | -      |
| <b>SMART</b>          | 90      | 90     | 100    | 90     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 370     | 47.5%   | 26.7%  |
| AUTOS                 | 90      | 90     | 100    | 90     |     |     |     |     |      |     |     |     |                 | 370     | 47.5%   | 26.7%  |
| <b>SUBARU</b>         | 36      | 78     | 78     | 51     | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 243     | 410.0%  | 50.0%  |
| AUTOS                 | 22      | 54     | 42     | 31     |     |     |     |     |      |     |     |     |                 | 149     | -       | 71.3%  |
| COMERCIALES           | 14      | 24     | 36     | 20     |     |     |     |     |      |     |     |     |                 | 94      | 100.0%  | 25.3%  |
| <b>SUZUKI</b>         | 796     | 754    | 707    | 609    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 2,866   | -13.7%  | -6.0%  |
| AUTOS                 | 614     | 512    | 425    | 429    |     |     |     |     |      |     |     |     |                 | 1,980   | -17.2%  | -9.5%  |
| COMERCIALES           | 182     | 242    | 282    | 180    |     |     |     |     |      |     |     |     |                 | 886     | -4.3%   | 3.0%   |
| <b>TOYOTA</b>         | 4,840   | 3,016  | 4,053  | 3,398  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 15,307  | 1.0%    | 6.7%   |
| AUTOS                 | 2,481   | 1,262  | 1,660  | 1,378  |     |     |     |     |      |     |     |     |                 | 6,781   | -24.7%  | -8.6%  |
| COMERCIALES           | 2,359   | 1,754  | 2,393  | 2,020  |     |     |     |     |      |     |     |     |                 | 8,526   | 31.6%   | 23.1%  |
| <b>VOLKSWAGEN</b>     | 8,696   | 10,467 | 11,908 | 8,798  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 39,869  | 13.9%   | 25.5%  |
| AUTOS                 | 7,871   | 9,622  | 10,950 | 7,904  |     |     |     |     |      |     |     |     |                 | 36,347  | 16.9%   | 27.2%  |
| COMERCIALES           | 825     | 845    | 958    | 894    |     |     |     |     |      |     |     |     |                 | 3,522   | -7.0%   | 10.0%  |
| <b>VOLVO</b>          | 75      | 115    | 108    | 107    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 405     | 15.1%   | 4.4%   |
| AUTOS                 | 53      | 66     | 84     | 81     |     |     |     |     |      |     |     |     |                 | 284     | -3.6%   | 14.5%  |
| COMERCIALES           | 22      | 49     | 24     | 26     |     |     |     |     |      |     |     |     |                 | 121     | 188.9%  | -13.6% |
| <b>TOTAL AUTOS</b>    | 45,911  | 41,207 | 52,989 | 36,921 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 177,028 | 4.8%    | 16.9%  |
| <b>TOTAL LIGEROS</b>  | 21,994  | 24,668 | 29,496 | 21,477 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 97,635  | -6.8%   | 5.1%   |
| <b>TOTAL</b>          | 67,905  | 65,875 | 82,485 | 58,398 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0               | 274,663 | 0.2%    | 12.4%  |

FUENTE: Elaborado por AMDA con información de AMIA.



## Venta mayoreo por segmento de enero a abril de 2010 y 2011

| Segmento              | Unidades     |               |              |               | Variación    |              |
|-----------------------|--------------|---------------|--------------|---------------|--------------|--------------|
|                       | 2010         | Estructura %  | 2011         | Estructura %  | Absoluta     | Relativa     |
|                       | <b>CARGA</b> | 4,758         | 68.1%        | 4,747         | 49.7%        | -11          |
| <b>TRACTOCAMIONES</b> | 1,217        | 17.4%         | 3,312        | 34.7%         | 2,095        | 172.1%       |
| <b>CONSTRUCCIÓN</b>   | 144          | 2.1%          | 116          | 1.2%          | -28          | -19.4%       |
| <b>PASAJE</b>         | 869          | 12.4%         | 1,367        | 14.4%         | 498          | 57.3%        |
| <b>TOTAL</b>          | <b>6,988</b> | <b>100.0%</b> | <b>9,542</b> | <b>100.0%</b> | <b>2,554</b> | <b>36.5%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Venta mayoreo por segmento en abril de 2010 y 2011

| Segmento              | Unidades     |               |              |               | Variación  |              |
|-----------------------|--------------|---------------|--------------|---------------|------------|--------------|
|                       | 2010         | Estructura %  | 2011         | Estructura %  | Absoluta   | Relativa     |
|                       | <b>CARGA</b> | 1,192         | 60.8%        | 1,073         | 44.2%      | -119         |
| <b>TRACTOCAMIONES</b> | 444          | 22.7%         | 869          | 35.8%         | 425        | 95.7%        |
| <b>CONSTRUCCIÓN</b>   | 41           | 2.1%          | 46           | 1.9%          | 5          | 12.2%        |
| <b>PASAJE</b>         | 283          | 14.4%         | 437          | 18.1%         | 154        | 54.4%        |
| <b>TOTAL</b>          | <b>1,960</b> | <b>100.0%</b> | <b>2,425</b> | <b>100.0%</b> | <b>465</b> | <b>23.7%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Ventas mayoreo de enero a abril de 2004 a 2011

| Segmento       | Unidades     |              |               |               |               |              |              |              | TMC 04-11   | TMC 07-11     |
|----------------|--------------|--------------|---------------|---------------|---------------|--------------|--------------|--------------|-------------|---------------|
|                | 2004         | 2005         | 2006          | 2007          | 2008          | 2009         | 2010         | 2011         |             |               |
| CARGA          | 2,895        | 3,069        | 6,508         | 6,859         | 7,638         | 3,535        | 4,758        | 4,747        | 7.3%        | -8.8%         |
| TRACTOCAMIONES | 1,793        | 3,084        | 3,952         | 4,421         | 5,147         | 592          | 1,217        | 3,312        | 9.2%        | -7.0%         |
| CONSTRUCCION   | 194          | 249          | 597           | 1,059         | 457           | 36           | 144          | 116          | -7.1%       | -42.5%        |
| PASAJE         | 2,491        | 2,840        | 2,586         | 2,725         | 2,840         | 1,905        | 869          | 1,367        | -8.2%       | -15.8%        |
| <b>TOTAL</b>   | <b>7,373</b> | <b>9,242</b> | <b>13,643</b> | <b>15,064</b> | <b>16,082</b> | <b>6,068</b> | <b>6,988</b> | <b>9,542</b> | <b>3.8%</b> | <b>-10.8%</b> |

TMC: Tasa media de crecimiento del período.



## Venta mayoreo por marca de enero a abril de 2010 y 2011

| MARCA                         | Unidades     |               |              |               | Variación    |              |
|-------------------------------|--------------|---------------|--------------|---------------|--------------|--------------|
|                               | 2010         | Estructura %  | 2011         | Estructura %  | Absoluta     | Relativa     |
|                               | CRHYSLER     | 7             | 0.1%         | 117           | 1.2%         | 110          |
| INTERNATIONAL                 | 1,686        | 24.1%         | 2,403        | 25.2%         | 717          | 42.5%        |
| KENWORTH                      | 1,492        | 21.4%         | 2,945        | 30.9%         | 1,453        | 97.4%        |
| DAIMLER VEHÍCULOS COMERCIALES | 1,614        | 23.1%         | 1,999        | 20.9%         | 385          | 23.9%        |
| FORD                          | 909          | 13.0%         | 760          | 8.0%          | -149         | -16.4%       |
| ISUZU                         | 295          | 4.2%          | 340          | 3.6%          | 45           | 15.3%        |
| VOLKSWAGEN                    | 232          | 3.3%          | 181          | 1.9%          | -51          | -22.0%       |
| HINO                          | 593          | 8.5%          | 563          | 5.9%          | -30          | -5.1%        |
| VOLVO TRUCKS                  | 24           | 0.3%          | 31           | 0.3%          | 7            | 29.2%        |
| VOLVO BUSES                   | 109          | 1.6%          | 171          | 1.8%          | 62           | 56.9%        |
| DINA                          | 23           | 0.3%          | 28           | 0.3%          | 5            | 21.7%        |
| MAN                           | 0            | 0.0%          | 0            | 0.0%          | 0            | -            |
| SCANIA                        | 4            | 0.1%          | 4            | 0.0%          | 0            | 0.0%         |
| GENERAL MOTORS                | 0            | 0.0%          | 0            | 0.0%          | 0            | -            |
| <b>TOTAL</b>                  | <b>6,988</b> | <b>100.0%</b> | <b>9,542</b> | <b>100.0%</b> | <b>2,554</b> | <b>36.5%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Venta mayoreo por marca en abril de 2010 y 2011

| Marca                         | Unidades     |               |              |               | Variación  |              |
|-------------------------------|--------------|---------------|--------------|---------------|------------|--------------|
|                               | 2010         | Estructura %  | 2011         | Estructura %  | Absoluta   | Relativa     |
|                               | CHRYSLER     | 7             | 0.4%         | 61            | 2.5%       | 54           |
| INTERNATIONAL                 | 438          | 22.3%         | 522          | 21.5%         | 84         | 19.2%        |
| KENWORTH                      | 458          | 23.4%         | 774          | 31.9%         | 316        | 69.0%        |
| DAIMLER VEHÍCULOS COMERCIALES | 514          | 26.2%         | 652          | 26.9%         | 138        | 26.8%        |
| FORD                          | 205          | 10.5%         | 43           | 1.8%          | -162       | -79.0%       |
| ISUZU                         | 162          | 8.3%          | 166          | 6.8%          | 4          | 2.5%         |
| VOLKSWAGEN                    | 55           | 2.7%          | 27           | 1.1%          | -28        | -50.9%       |
| HINO                          | 68           | 3.5%          | 92           | 3.8%          | 24         | 35.3%        |
| VOLVO TRUCKS                  | 44           | 2.2%          | 51           | 2.1%          | 7          | 15.9%        |
| VOLVO BUSES                   | 0            | 0.0%          | 21           | 0.9%          | 21         | -            |
| DINA                          | 8            | 0.4%          | 16           | 0.7%          | 8          | 100.0%       |
| MAN                           | 1            | 0.1%          | 0            | 0.0%          | -1         | -100.0%      |
| SCANIA                        | 0            | 0.0%          | 0            | 0.0%          | 0          | -            |
| GENERAL MOTORS                | 0            | 0.0%          | 0            | 0.0%          | 0          | -            |
| <b>TOTAL</b>                  | <b>1,960</b> | <b>100.0%</b> | <b>2,425</b> | <b>100.0%</b> | <b>465</b> | <b>23.7%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

# Venta Menudeo por Entidad Federativa y empresa

Enero a abril de 2011

| ENTIDAD FEDERATIVA  | CHRYSLER   | MERCEDES BENZ | FREIGHTLINER | STERLING   | DINA      | FORD       | GENERAL MOTORS | HINO       | INTERNATIONAL | ISUZU      | KENWORTH     | MAN TRACTOS | VOLVO BUSES | VOLVO TRUKS | VOLKSWAGEN | MAN INTEGRALES Y PLATAFORMA | OMNIBUS INTEGRALES | MERCEDES BENZ INTEGRALES Y PLATAFORMA | VOLVO INTEGRALES | SCANIA PLATAFORMA | TOTAL POR ENTIDAD FEDERATIVA | % del Total   |
|---------------------|------------|---------------|--------------|------------|-----------|------------|----------------|------------|---------------|------------|--------------|-------------|-------------|-------------|------------|-----------------------------|--------------------|---------------------------------------|------------------|-------------------|------------------------------|---------------|
| Aguascalientes      | 1          | 9             | 3            | 2          | 0         | 3          | 0              | 2          | 38            | 7          | 12           | 0           | 0           | 1           | 0          | 0                           | 0                  | 0                                     | 0                | 1                 | 78                           | 0.8%          |
| Baja California     | 2          | 14            | 0            | 9          | 7         | 3          | 0              | 0          | 13            | 68         | 63           | 0           | 10          | 0           | 0          | 0                           | 2                  | 0                                     | 0                | 0                 | 189                          | 2.0%          |
| Baja California Sur | 1          | 0             | 0            | 0          | 0         | 7          | 0              | 0          | 0             | 1          | 7            | 0           | 0           | 10          | 0          | 0                           | 0                  | 0                                     | 0                | 0                 | 26                           | 0.3%          |
| Campeche            | 0          | 0             | 0            | 0          | 0         | 1          | 0              | 0          | 23            | 0          | 0            | 0           | 0           | 0           | 0          | 0                           | 0                  | 0                                     | 0                | 0                 | 24                           | 0.3%          |
| Chiapas             | 0          | 2             | 8            | 12         | 0         | 5          | 0              | 2          | 23            | 16         | 12           | 0           | 0           | 0           | 2          | 0                           | 0                  | 0                                     | 3                | 1                 | 82                           | 0.9%          |
| Chihuahua           | 6          | 0             | 19           | 10         | 0         | 24         | 0              | 0          | 57            | 26         | 53           | 0           | 0           | 12          | 0          | 0                           | 1                  | 0                                     | 2                | 0                 | 207                          | 2.2%          |
| Coahuila            | 7          | 27            | 68           | 3          | 0         | 18         | 0              | 32         | 181           | 143        | 34           | 0           | 0           | 9           | 0          | 0                           | 0                  | 1                                     | 0                | 1                 | 522                          | 5.5%          |
| Colima              | 2          | 15            | 0            | 0          | 0         | 2          | 0              | 0          | 0             | 2          | 26           | 0           | 0           | 5           | 0          | 0                           | 0                  | 0                                     | 0                | 1                 | 52                           | 0.5%          |
| Distrito Federal    | 27         | 37            | 58           | 77         | 1         | 58         | 0              | 133        | 301           | 123        | 528          | 0           | 0           | 15          | 116        | 6                           | 0                  | 83                                    | 131              | 99                | 1,474                        | 15.5%         |
| Durango             | 2          | 1             | 8            | 0          | 0         | 11         | 0              | 0          | 15            | 0          | 38           | 0           | 0           | 3           | 0          | 0                           | 0                  | 0                                     | 0                | 2                 | 78                           | 0.8%          |
| Edo.de México       | 6          | 201           | 369          | 309        | 2         | 58         | 0              | 6          | 235           | 21         | 221          | 0           | 0           | 19          | 0          | 2                           | 0                  | 2                                     | 2                | 8                 | 1,447                        | 15.2%         |
| Guanajuato          | 5          | 60            | 22           | 3          | 4         | 21         | 0              | 17         | 75            | 17         | 229          | 0           | 0           | 10          | 29         | 0                           | 0                  | 0                                     | 0                | 13                | 492                          | 5.2%          |
| Guerrero            | 6          | 0             | 0            | 0          | 0         | 6          | 0              | 0          | 22            | 0          | 2            | 0           | 0           | 0           | 4          | 0                           | 0                  | 0                                     | 0                | 0                 | 40                           | 0.4%          |
| Hidalgo             | 13         | 0             | 0            | 0          | 2         | 0          | 0              | 0          | 38            | 27         | 29           | 0           | 0           | 0           | 0          | 0                           | 0                  | 0                                     | 0                | 0                 | 109                          | 1.1%          |
| Jalisco             | 5          | 120           | 32           | 50         | 2         | 67         | 0              | 29         | 158           | 64         | 148          | 0           | 0           | 7           | 32         | 3                           | 0                  | 0                                     | 0                | 0                 | 714                          | 7.5%          |
| Michoacán           | 5          | 19            | 31           | 29         | 0         | 17         | 0              | 2          | 70            | 5          | 54           | 0           | 0           | 5           | 0          | 0                           | 0                  | 1                                     | 0                | 1                 | 237                          | 2.5%          |
| Morelos             | 1          | 9             | 3            | 4          | 0         | 0          | 0              | 17         | 33            | 4          | 34           | 0           | 0           | 0           | 0          | 0                           | 0                  | 0                                     | 0                | 0                 | 105                          | 1.1%          |
| Nayarit             | 0          | 2             | 0            | 0          | 0         | 2          | 0              | 0          | 0             | 10         | 5            | 0           | 0           | 0           | 0          | 0                           | 0                  | 0                                     | 0                | 0                 | 19                           | 0.2%          |
| Nuevo León          | 18         | 105           | 86           | 13         | 0         | 98         | 0              | 27         | 218           | 34         | 577          | 0           | 0           | 8           | 26         | 0                           | 1                  | 0                                     | 0                | 0                 | 1,210                        | 12.7%         |
| Oaxaca              | 0          | 1             | 4            | 14         | 0         | 4          | 0              | 0          | 16            | 1          | 14           | 0           | 0           | 0           | 3          | 0                           | 0                  | 0                                     | 3                | 0                 | 57                           | 0.6%          |
| Puebla              | 0          | 30            | 23           | 23         | 2         | 19         | 0              | 1          | 23            | 22         | 62           | 3           | 0           | 10          | 43         | 0                           | 0                  | 1                                     | 0                | 0                 | 261                          | 2.7%          |
| Querétaro           | 2          | 16            | 68           | 37         | 0         | 4          | 0              | 20         | 23            | 2          | 124          | 1           | 0           | 0           | 1          | 3                           | 0                  | 1                                     | 0                | 1                 | 298                          | 3.1%          |
| Quintana Roo        | 1          | 6             | 0            | 0          | 1         | 2          | 0              | 0          | 10            | 3          | 0            | 0           | 21          | 0           | 0          | 0                           | 0                  | 0                                     | 0                | 1                 | 44                           | 0.5%          |
| San Luis Potosí     | 1          | 28            | 15           | 11         | 0         | 4          | 0              | 0          | 69            | 10         | 24           | 0           | 0           | 7           | 0          | 0                           | 0                  | 2                                     | 0                | 0                 | 169                          | 1.8%          |
| Sinaloa             | 3          | 30            | 12           | 7          | 0         | 31         | 0              | 28         | 76            | 3          | 82           | 0           | 0           | 0           | 22         | 0                           | 0                  | 0                                     | 0                | 0                 | 294                          | 3.1%          |
| Sonora              | 6          | 6             | 7            | 3          | 0         | 35         | 0              | 6          | 21            | 10         | 38           | 0           | 0           | 9           | 0          | 0                           | 0                  | 0                                     | 4                | 6                 | 141                          | 1.5%          |
| Tabasco             | 2          | 23            | 23           | 4          | 0         | 10         | 0              | 0          | 45            | 4          | 56           | 0           | 0           | 0           | 0          | 0                           | 0                  | 0                                     | 0                | 1                 | 167                          | 1.8%          |
| Tamaulipas          | 16         | 24            | 10           | 5          | 0         | 14         | 0              | 0          | 70            | 9          | 144          | 0           | 0           | 31          | 0          | 10                          | 0                  | 0                                     | 0                | 1                 | 323                          | 3.4%          |
| Tlaxcala            | 0          | 3             | 0            | 0          | 0         | 5          | 0              | 0          | 2             | 5          | 0            | 0           | 0           | 0           | 0          | 0                           | 0                  | 0                                     | 0                | 0                 | 15                           | 0.2%          |
| Veracruz            | 8          | 43            | 37           | 11         | 6         | 20         | 0              | 11         | 115           | 13         | 185          | 0           | 0           | 9           | 0          | 0                           | 0                  | 2                                     | 0                | 1                 | 458                          | 4.8%          |
| Yucatán             | 0          | 10            | 9            | 1          | 1         | 2          | 0              | 3          | 82            | 9          | 29           | 0           | 0           | 0           | 0          | 0                           | 0                  | 0                                     | 0                | 0                 | 146                          | 1.5%          |
| Zacatecas           | 8          | 2             | 0            | 0          | 0         | 1          | 0              | 0          | 6             | 0          | 17           | 0           | 0           | 1           | 0          | 1                           | 0                  | 0                                     | 0                | 0                 | 35                           | 0.4%          |
| <b>Total</b>        | <b>154</b> | <b>843</b>    | <b>915</b>   | <b>637</b> | <b>28</b> | <b>552</b> | <b>0</b>       | <b>336</b> | <b>2,058</b>  | <b>659</b> | <b>2,847</b> | <b>4</b>    | <b>31</b>   | <b>171</b>  | <b>278</b> | <b>25</b>                   | <b>4</b>           | <b>93</b>                             | <b>145</b>       | <b>138</b>        | <b>9,513</b>                 | <b>100.0%</b> |

Fuente: Elaborado por AMDA en base a información de Anpact. El total no incluye integrales y plataforma.



## VENTAS POR AUTOFINANCIAMIENTO AL MES DE ABRIL DE 2011

Unidades

| 2 0 1 1                   | ENE          | FEB          | MAR          | ABR          | MAY      | JUN      | JUL      | AGO      | SEPT     | OCT      | NOV      | DIC      | ACUMULADO     | PART.<br>%    | ADJUDICACIONES<br>/ VENTAS | PART.<br>VENTA<br>MENEDEO % | VAR.<br>RELATIVA<br>ACUMULADA<br>11/10 |
|---------------------------|--------------|--------------|--------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|---------------|---------------|----------------------------|-----------------------------|--|
| <b>CONTRATOS VENDIDOS</b> |              |              |              |              |          |          |          |          |          |          |          |          |               |               |                            |                             |  |
| PLANFIA DE CHRYSLER       | 291          | 290          | 290          | 273          |          |          |          |          |          |          |          |          | 1,144         | 6.7%          |                            |                             | -24.8%                                 |
| CONAUTO DE FORD           | 521          | 460          | 447          | 501          |          |          |          |          |          |          |          |          | 1,929         | 11.3%         |                            |                             | -10.1%                                 |
| SUAUTO DE GENERAL MOTORS  | 474          | 401          | 455          | 309          |          |          |          |          |          |          |          |          | 1,639         | 9.6%          |                            |                             | 25.8%                                  |
| ALFINAUTO DE HONDA        | 51           | 52           | 43           | 58           |          |          |          |          |          |          |          |          | 204           | 1.2%          |                            |                             | -22.4%                                 |
| SICREA DE NISSAN          | 1,125        | 875          | 1,125        | 1,000        |          |          |          |          |          |          |          |          | 4,125         | 24.3%         |                            |                             | -21.4%                                 |
| AFASA DE VOLKSWAGEN       | 1,069        | 767          | 930          | 881          |          |          |          |          |          |          |          |          | 3,647         | 21.4%         |                            |                             | 15.2%                                  |
| AUTOFIN                   | 720          | 1,203        | 1,738        | 657          |          |          |          |          |          |          |          |          | 4,318         | 25.4%         |                            |                             | -23.3%                                 |
| <b>TOTAL</b>              | <b>4,251</b> | <b>4,048</b> | <b>5,028</b> | <b>3,679</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>17,006</b> | <b>100.0%</b> |                            |                             | <b>-11.8%</b>                          |
| <b>ADJUDICACIONES</b>     |              |              |              |              |          |          |          |          |          |          |          |          |               |               |                            |                             |  |
| PLANFIA DE CHRYSLER       | 38           | 94           | 51           | 44           |          |          |          |          |          |          |          |          | 227           | 2.0%          | 19.8%                      | 0.9%                        | -16.2%                                 |
| CONAUTO DE FORD           | 408          | 380          | 391          | 274          |          |          |          |          |          |          |          |          | 1,453         | 13.0%         | 75.3%                      | 5.8%                        | -1.0%                                  |
| SUAUTO DE GENERAL MOTORS  | 450          | 447          | 470          | 567          |          |          |          |          |          |          |          |          | 1,934         | 17.2%         | 118.0%                     | 3.9%                        | 183.2%                                 |
| ALFINAUTO DE HONDA        | 26           | 29           | 29           | 31           |          |          |          |          |          |          |          |          | 115           | 1.0%          | 56.4%                      | 1.0%                        | -19.0%                                 |
| SICREA DE NISSAN          | 835          | 725          | 706          | 838          |          |          |          |          |          |          |          |          | 3,104         | 27.7%         | 75.2%                      | 4.6%                        | 6.6%                                   |
| AFASA DE VOLKSWAGEN       | 711          | 746          | 671          | 668          |          |          |          |          |          |          |          |          | 2,796         | 24.9%         | 76.7%                      | 7.0%                        | -2.8%                                  |
| AUTOFIN                   | 427          | 350          | 387          | 419          |          |          |          |          |          |          |          |          | 1,583         | 14.1%         | 36.7%                      | -                           | -36.6%                                 |
| <b>TOTAL</b>              | <b>2,895</b> | <b>2,771</b> | <b>2,705</b> | <b>2,841</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>11,212</b> | <b>100.0%</b> | <b>65.9%</b>               | <b>5.1%</b>                 | <b>3.3%</b>                            |

N.A.: NO APLICA

FUENTE: Empresas de Autofinanciamiento de Marca Automotriz y AMIA.



## VENTA DE EXPORTACIÓN DE AUTOS Y CAMIONES LIGEROS

Unidades

| MARCA / TIPO          | 2011    |         |         |         |     |     |     |     |      |     |     |     |         |         | Variación % 11/10 |  |
|-----------------------|---------|---------|---------|---------|-----|-----|-----|-----|------|-----|-----|-----|---------|---------|-------------------|--|
|                       | ENE     | FEB     | MAR     | ABR     | MAY | JUN | JUL | AGO | SEPT | OCT | NOV | DIC | TOTAL   | ABR     | TOTAL             |  |
| <b>CHRYSLER</b>       | 17,707  | 17,555  | 24,899  | 21,193  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 81,354  | 19.7%   | 3.8%              |  |
| AUTOS                 | 0       | 0       | 0       | 0       |     |     |     |     |      |     |     |     | 0       | -100.0% | -100.0%           |  |
| COMERCIALES           | 17,707  | 17,555  | 24,899  | 21,193  |     |     |     |     |      |     |     |     | 81,354  | 29.9%   | 12.2%             |  |
| <b>FORD</b>           | 37,741  | 36,518  | 38,253  | 29,341  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 141,853 | 17.4%   | 33.5%             |  |
| AUTOS                 | 37,537  | 35,918  | 37,596  | 28,750  |     |     |     |     |      |     |     |     | 139,801 | 15.0%   | 33.6%             |  |
| COMERCIALES           | 204     | 600     | 657     | 591     |     |     |     |     |      |     |     |     | 2,052   | -       | 23.8%             |  |
| <b>GENERAL MOTORS</b> | 36,969  | 34,992  | 46,001  | 36,992  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 154,954 | 18.8%   | 11.1%             |  |
| AUTOS                 | 7,219   | 6,897   | 8,929   | 8,760   |     |     |     |     |      |     |     |     | 31,805  | 87.9%   | 12.6%             |  |
| COMERCIALES           | 29,750  | 28,095  | 37,072  | 28,232  |     |     |     |     |      |     |     |     | 123,149 | 6.6%    | 10.8%             |  |
| <b>HONDA</b>          | 2,841   | 1,944   | 3,629   | 4,639   | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 13,053  | 36.8%   | -5.5%             |  |
| AUTOS                 | 0       | 0       | 0       | 0       |     |     |     |     |      |     |     |     | 0       | -       | -                 |  |
| COMERCIALES           | 2,841   | 1,944   | 3,629   | 4,639   |     |     |     |     |      |     |     |     | 13,053  | 36.8%   | -5.5%             |  |
| <b>NISSAN</b>         | 34,369  | 32,516  | 32,433  | 17,066  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 116,384 | -27.8%  | 9.7%              |  |
| AUTOS                 | 32,123  | 30,351  | 30,120  | 15,905  |     |     |     |     |      |     |     |     | 108,499 | -29.8%  | 6.2%              |  |
| COMERCIALES           | 2,246   | 2,165   | 2,313   | 1,161   |     |     |     |     |      |     |     |     | 7,885   | 16.0%   | 98.9%             |  |
| <b>RENAULT</b>        | 0       | 0       | 0       | 0       | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0       | -       | -                 |  |
| AUTOS                 | 0       | 0       | 0       | 0       |     |     |     |     |      |     |     |     | 0       | -       | -                 |  |
| <b>TOYOTA</b>         | 4,582   | 4,094   | 4,642   | 2,756   | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 16,074  | -38.7%  | -13%              |  |
| COMERCIALES           | 4,582   | 4,094   | 4,642   | 2,756   |     |     |     |     |      |     |     |     | 16,074  | -38.7%  | -13%              |  |
| <b>VOLKSWAGEN</b>     | 30,837  | 28,189  | 42,926  | 29,351  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 131,303 | 4.7%    | 28.7%             |  |
| AUTOS                 | 30,837  | 28,189  | 42,926  | 29,351  |     |     |     |     |      |     |     |     | 131,303 | 4.7%    | 28.7%             |  |
| <b>TOTAL AUTOS</b>    | 107,716 | 101,355 | 119,571 | 82,766  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 411,408 | 1.3%    | 20.0%             |  |
| <b>TOTAL LIGEROS</b>  | 57,330  | 54,453  | 73,212  | 58,572  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 243,567 | 13.3%   | 10.0%             |  |
| <b>TOTAL</b>          | 165,046 | 155,808 | 192,783 | 141,338 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 654,975 | 5.9%    | 16.1%             |  |

FUENTE: Elaborado por AMDA con información de AMIA

N.A.: No Aplica N.D.: No Disponible



## Exportación por segmento de enero a abril de 2010 y 2011

| Segmento       | Unidades      |               |               |               | Variación     |              |
|----------------|---------------|---------------|---------------|---------------|---------------|--------------|
|                | 2010          | Estructura %  | 2011          | Estructura %  | Absoluta      | Relativa     |
|                | CARGA         | 5,144         | 26.2%         | 11,869        | 40.1%         | 6,725        |
| TRACTOCAMIONES | 14,070        | 71.8%         | 16,737        | 56.5%         | 2,667         | 19.0%        |
| CONSTRUCCIÓN   | 325           | 1.7%          | 862           | 2.9%          | 537           | 165.2%       |
| PASAJE         | 68            | 0.3%          | 154           | 0.5%          | 86            | 126.5%       |
| <b>TOTAL</b>   | <b>19,607</b> | <b>100.0%</b> | <b>29,622</b> | <b>100.0%</b> | <b>10,015</b> | <b>51.1%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.  
Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Exportación por segmento en abril de 2010 y 2011

| Segmento       | Unidades     |               |              |               | Variación    |              |
|----------------|--------------|---------------|--------------|---------------|--------------|--------------|
|                | 2010         | Estructura %  | 2011         | Estructura %  | Absoluta     | Relativa     |
|                | CARGA        | 1,269         | 26.2%        | 3,444         | 41.5%        | 2,175        |
| TRACTOCAMIONES | 3,487        | 72.0%         | 4,593        | 55.4%         | 1,106        | 31.7%        |
| CONSTRUCCIÓN   | 87           | 1.8%          | 233          | 2.8%          | 146          | 167.8%       |
| PASAJE         | 0            | 0.0%          | 19           | 0.3%          | 19           | -            |
| <b>TOTAL</b>   | <b>4,843</b> | <b>100.0%</b> | <b>8,289</b> | <b>100.0%</b> | <b>3,446</b> | <b>71.2%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.  
Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Exportación de camiones pesados de enero a abril de 2004 a 2011

| Segmento       | Unidades      |               |               |               |               |               |               |               | TMC 04-11    | TMC 06-11    |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|
|                | 2004          | 2005          | 2006          | 2007          | 2008          | 2009          | 2010          | 2011          |              |              |
| CARGA          | 6,427         | 6,746         | 8,298         | 8,294         | 6,537         | 4,848         | 5,144         | 11,869        | 9.2%         | 7.4%         |
| TRACTOCAMIONES | 6,113         | 6,656         | 5,956         | 6,291         | 4,700         | 5,556         | 14,070        | 16,737        | 15.5%        | 23.0%        |
| CONSTRUCCION   | 59            | 52            | 96            | 620           | 1,067         | 142           | 325           | 862           | 46.7%        | 55.1%        |
| PASAJE         | 9             | 5             | 19            | 14            | 107           | 23            | 68            | 154           | 50.0%        | 52.0%        |
| <b>TOTAL</b>   | <b>12,608</b> | <b>13,459</b> | <b>14,369</b> | <b>15,219</b> | <b>12,411</b> | <b>10,569</b> | <b>19,607</b> | <b>29,622</b> | <b>13.0%</b> | <b>15.6%</b> |

TMC: Tasa media de crecimiento del período.



## Exportación por marca de enero a abril de 2010 y 2011

Unidades

| MARCA                         | 2010          | Estructura %  | 2011          | Estructura %  | Variación     |              |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|--------------|
|                               |               |               |               |               | Absoluta      | Relativa     |
| DAIMLER VEHÍCULOS COMERCIALES | 12,622        | 64.4%         | 16,492        | 55.7%         | 3,870         | 30.7%        |
| INTERNATIONAL                 | 6,045         | 30.8%         | 11,097        | 37.5%         | 5,052         | 83.6%        |
| KENWORTH                      | 939           | 4.8%          | 2,009         | 6.7%          | 1,070         | 114.0%       |
| DINA CAMIONES                 | 0             | 0.0%          | 24            | 0.1%          | 24            | -            |
| MAN                           | 1             | 0.0%          | 0             | 0.0%          | -1            | -100.0%      |
| VOLKSWAGEN                    | 0             | 0.0%          | 0             | 0.0%          | 0             | -            |
| SCANIA                        | 0             | 0.0%          | 0             | 0.0%          | 0             | -            |
| <b>TOTAL</b>                  | <b>19,607</b> | <b>100.0%</b> | <b>29,622</b> | <b>100.0%</b> | <b>10,015</b> | <b>51.1%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Exportación por marca en abril de 2010 y 2011

Unidades

| MARCA                         | 2010         | Estructura %  | 2011         | Estructura %  | Variación    |              |
|-------------------------------|--------------|---------------|--------------|---------------|--------------|--------------|
|                               |              |               |              |               | Absoluta     | Relativa     |
| DAIMLER VEHÍCULOS COMERCIALES | 2,873        | 59.3%         | 4,004        | 48.3%         | 1,131        | 39.4%        |
| INTERNATIONAL                 | 1,818        | 37.5%         | 3,740        | 45.1%         | 1,922        | 105.7%       |
| KENWORTH                      | 152          | 3.2%          | 545          | 6.6%          | 393          | 258.6%       |
| DINA CAMIONES                 | 0            | 0.0%          | 0            | 0.0%          | 0            | -            |
| MAN                           | 0            | 0.0%          | 0            | 0.0%          | 0            | -            |
| VOLKSWAGEN                    | 0            | 0.0%          | 0            | 0.0%          | 0            | -            |
| SCANIA                        | 0            | 0.0%          | 0            | 0.0%          | 0            | -            |
| <b>TOTAL</b>                  | <b>4,843</b> | <b>100.0%</b> | <b>8,289</b> | <b>100.0%</b> | <b>3,446</b> | <b>71.2%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).



## PRODUCCIÓN NACIONAL TOTAL DE AUTOS Y CAMIONES LIGEROS

Unidades

| MARCA                 | 2011           |                |                |                |          |          |          |          |          |          |          |          |                | Var. Rel. 11/10 |               |
|-----------------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|----------|----------|----------|----------------|-----------------|---------------|
|                       | ENE            | FEB            | MAR            | ABR            | MAY      | JUN      | JUL      | AGO      | SEPT     | OCT      | NOV      | DIC      | TOTAL          | ABR             | TOTAL         |
| <b>CHRYSLER</b>       | <b>17,515</b>  | <b>19,149</b>  | <b>27,680</b>  | <b>20,570</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>84,914</b>  | <b>4.0%</b>     | <b>-1.9%</b>  |
| AUTOS                 | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | 0              | -100.0%         | -100.0%       |
| COMERCIALES           | 17,515         | 19,149         | 27,680         | 20,570         |          |          |          |          |          |          |          |          | 84,914         | 12.2%           | 5.4%          |
| <b>FORD</b>           | <b>39,476</b>  | <b>34,978</b>  | <b>41,866</b>  | <b>27,681</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>144,001</b> | <b>9.2%</b>     | <b>33.7%</b>  |
| AUTOS                 | 38,972         | 34,475         | 41,342         | 27,063         |          |          |          |          |          |          |          |          | 141,852        | 6.8%            | 33.4%         |
| COMERCIALES           | 504            | 503            | 524            | 618            |          |          |          |          |          |          |          |          | 2,149          | -               | 57.6%         |
| <b>GENERAL MOTORS</b> | <b>45,832</b>  | <b>44,414</b>  | <b>57,195</b>  | <b>44,153</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>191,594</b> | <b>-2.2%</b>    | <b>4.4%</b>   |
| AUTOS                 | 13,699         | 13,876         | 17,377         | 15,199         |          |          |          |          |          |          |          |          | 60,151         | 8.5%            | 1.6%          |
| COMERCIALES           | 32,133         | 30,538         | 39,818         | 28,954         |          |          |          |          |          |          |          |          | 131,443        | -7.1%           | 5.7%          |
| <b>HONDA</b>          | <b>4,547</b>   | <b>4,408</b>   | <b>4,894</b>   | <b>2,647</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>16,496</b>  | <b>-34.9%</b>   | <b>-6.7%</b>  |
| AUTOS                 | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | 0              | -               | -             |
| COMERCIALES           | 4,547          | 4,408          | 4,894          | 2,647          |          |          |          |          |          |          |          |          | 16,496         | -34.9%          | -6.7%         |
| <b>NISSAN</b>         | <b>51,398</b>  | <b>45,368</b>  | <b>52,968</b>  | <b>26,281</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>176,015</b> | <b>-29.8%</b>   | <b>16.5%</b>  |
| AUTOS                 | 44,709         | 39,563         | 46,256         | 22,417         |          |          |          |          |          |          |          |          | 152,945        | -34.0%          | 11.7%         |
| COMERCIALES           | 6,689          | 5,805          | 6,712          | 3,864          |          |          |          |          |          |          |          |          | 23,070         | 11.0%           | 63.6%         |
| <b>Renault</b>        | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>-</b>       | <b>-</b>        | <b>-</b>      |
| AUTOS                 | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | -              | -               | -             |
| COMERCIALES           | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | 0              | -               | -             |
| <b>TOYOTA</b>         | <b>4,582</b>   | <b>4,094</b>   | <b>4,642</b>   | <b>2,756</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>16,074</b>  | <b>-38.7%</b>   | <b>-12.6%</b> |
| AUTOS                 | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | 0              | -               | -             |
| COMERCIALES           | 4,582          | 4,094          | 4,642          | 2,756          |          |          |          |          |          |          |          |          | 16,074         | -38.7%          | -12.6%        |
| <b>VOLKSWAGEN</b>     | <b>35,959</b>  | <b>41,114</b>  | <b>50,835</b>  | <b>28,426</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>156,334</b> | <b>-16.4%</b>   | <b>22.3%</b>  |
| AUTOS                 | 35,959         | 41,114         | 50,835         | 28,426         |          |          |          |          |          |          |          |          | 156,334        | -16.4%          | 22.3%         |
| <b>TOTAL AUTOS</b>    | <b>133,339</b> | <b>129,028</b> | <b>155,810</b> | <b>93,105</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>511,282</b> | <b>-14.4%</b>   | <b>17.2%</b>  |
| <b>TOTAL LIGEROS</b>  | <b>65,970</b>  | <b>64,497</b>  | <b>84,270</b>  | <b>59,409</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>274,146</b> | <b>-3.5%</b>    | <b>6.9%</b>   |
| <b>TOTAL</b>          | <b>199,309</b> | <b>193,525</b> | <b>240,080</b> | <b>152,514</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>785,428</b> | <b>-10.4%</b>   | <b>13.4%</b>  |

FUENTE: Elaborado por AMDA con información de AMIA



## PRODUCCIÓN DE AUTOS Y CAMIONES LIGEROS MERCADO INTERNO

Unidades

| MARCA Y TIPO         | 2011   |        |        |        |     |     |     |     |      |     |     |     |         | Variación % 11/10 |         |
|----------------------|--------|--------|--------|--------|-----|-----|-----|-----|------|-----|-----|-----|---------|-------------------|---------|
|                      | ENE    | FEB    | MAR    | ABR    | MAY | JUN | JUL | AGO | SEPT | OCT | NOV | DIC | TOTAL   | ABR               | TOTAL   |
| <b>CHRYSLER</b>      | 1,346  | 2,481  | 2,463  | 1,522  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 7,812   | -22.8%            | -4.7%   |
| AUTOS                | 0      | 0      | 0      | -      |     |     |     |     |      |     |     |     | 0       | -100.0%           | -100.0% |
| COMERCIALES          | 1,346  | 2,481  | 2,463  | 1,522  |     |     |     |     |      |     |     |     | 7,812   | -22.3%            | -3.3%   |
| <b>FORD</b>          | 481    | 1,182  | 1,287  | 1,116  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 4,066   | 153.6%            | 133.1%  |
| AUTOS                | 481    | 1,182  | 1,287  | 1,116  |     |     |     |     |      |     |     |     | 4,066   | 153.6%            | 133.1%  |
| COMERCIALES          | 0      | 0      | 0      | 0      |     |     |     |     |      |     |     |     | 0       | -                 | -       |
| <b>G. MOTORS</b>     | 7,228  | 8,175  | 10,215 | 8,211  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 33,829  | -19.4%            | -11.9%  |
| AUTOS                | 5,661  | 6,360  | 8,276  | 6,357  |     |     |     |     |      |     |     |     | 26,654  | -22.7%            | -6.7%   |
| COMERCIALES          | 1,567  | 1,815  | 1,939  | 1,854  |     |     |     |     |      |     |     |     | 7,175   | -5.7%             | -27.2%  |
| <b>HONDA</b>         | 1,088  | 1,300  | 869    | 234    | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 3,491   | -84.0%            | -2.7%   |
| AUTOS                | 0      | 0      | 0      | 0      |     |     |     |     |      |     |     |     | 0       | -                 | -       |
| COMERCIALES          | 1,088  | 1,300  | 869    | 234    |     |     |     |     |      |     |     |     | 3,491   | -84.0%            | -2.7%   |
| <b>NISSAN</b>        | 16,959 | 14,583 | 21,666 | 8,426  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 61,634  | 6.0%              | 38.8%   |
| AUTOS                | 12,487 | 10,926 | 17,275 | 6,115  |     |     |     |     |      |     |     |     | 46,803  | 13.2%             | 36.4%   |
| COMERCIALES          | 4,472  | 3,657  | 4,391  | 2,311  |     |     |     |     |      |     |     |     | 14,831  | -9.3%             | 46.7%   |
| <b>RENAULT</b>       | 0      | 0      | 0      | 0      | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 0       | -                 | -       |
| AUTOS                | 0      | 0      | 0      | 0      |     |     |     |     |      |     |     |     | 0       | -                 | -       |
| COMERCIALES          | 0      | 0      | 0      | 0      |     |     |     |     |      |     |     |     | 0       | -                 | -       |
| <b>VOLKSWAGEN</b>    | 7,382  | 8,066  | 9,948  | 1,985  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 27,381  | -55.3%            | 45.5%   |
| AUTOS                | 7,382  | 8,066  | 9,948  | 1,985  |     |     |     |     |      |     |     |     | 27,381  | -55.3%            | 45.5%   |
| <b>TOTAL AUTOS</b>   | 26,011 | 26,534 | 36,786 | 15,573 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 104,904 | -15.9%            | 25.6%   |
| <b>TOTAL LIGEROS</b> | 8,473  | 9,253  | 9,662  | 5,921  | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 33,309  | -25.4%            | 5.3%    |
| <b>TOTAL</b>         | 34,484 | 35,787 | 46,448 | 21,494 | 0   | 0   | 0   | 0   | 0    | 0   | 0   | 0   | 138,213 | -18.7%            | 20.0%   |

FUENTE: Elaborado por AMDA con información de AMIA.



## PRODUCCIÓN DE AUTOS Y CAMIONES LIGEROS MERCADO DE EXPORTACIÓN

Unidades

| MARCA Y TIPO          | 2011           |                |                |                |          |          |          |          |          |          |          |          |                | Variación % 11/10 |               |
|-----------------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|----------|----------|----------|----------------|-------------------|---------------|
|                       | ENE            | FEB            | MAR            | ABR            | MAY      | JUN      | JUL      | AGO      | SEPT     | OCT      | NOV      | DIC      | TOTAL          | ABR               | TOTAL         |
| <b>CHRYSLER</b>       | <b>16,169</b>  | <b>16,668</b>  | <b>25,217</b>  | <b>19,048</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>77,102</b>  | <b>7.0%</b>       | <b>-1.6%</b>  |
| AUTOS                 | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | 0              | -100.0%           | -100.0%       |
| COMERCIALES           | 16,169         | 16,668         | 25,217         | 19,048         |          |          |          |          |          |          |          |          | 77,102         | 16.3%             | 6.4%          |
| <b>FORD</b>           | <b>38,995</b>  | <b>33,796</b>  | <b>40,579</b>  | <b>26,565</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>139,935</b> | <b>6.7%</b>       | <b>32.1%</b>  |
| AUTOS                 | 38,491         | 33,293         | 40,055         | 25,947         |          |          |          |          |          |          |          |          | 137,786        | 4.2%              | 31.7%         |
| COMERCIALES           | 504            | 503            | 524            | 618            |          |          |          |          |          |          |          |          | 2,149          | -                 | 57.6%         |
| <b>GENERAL MOTORS</b> | <b>38,604</b>  | <b>36,239</b>  | <b>46,980</b>  | <b>35,942</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>157,765</b> | <b>2.8%</b>       | <b>8.7%</b>   |
| AUTOS                 | 8,038          | 7,516          | 9,101          | 8,842          |          |          |          |          |          |          |          |          | 33,497         | 52.8%             | 9.2%          |
| COMERCIALES           | 30,566         | 28,723         | 37,879         | 27,100         |          |          |          |          |          |          |          |          | 124,268        | -7.2%             | 8.6%          |
| <b>HONDA</b>          | <b>3,459</b>   | <b>3,108</b>   | <b>4,025</b>   | <b>2,413</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>13,005</b>  | <b>-7.4%</b>      | <b>-7.7%</b>  |
| AUTOS                 | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | 0              | -                 | -             |
| COMERCIALES           | 3,459          | 3,108          | 4,025          | 2,413          |          |          |          |          |          |          |          |          | 13,005         | -7.4%             | -7.7%         |
| <b>NISSAN</b>         | <b>34,439</b>  | <b>30,785</b>  | <b>31,302</b>  | <b>17,855</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>114,381</b> | <b>-39.5%</b>     | <b>7.2%</b>   |
| AUTOS                 | 32,222         | 28,637         | 28,981         | 16,302         |          |          |          |          |          |          |          |          | 106,142        | -42.9%            | 3.4%          |
| COMERCIALES           | 2,217          | 2,148          | 2,321          | 1,553          |          |          |          |          |          |          |          |          | 8,239          | 66.6%             | 106.4%        |
| <b>Renault</b>        | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>-</b>       | <b>-</b>          | <b>-</b>      |
| AUTOS                 | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | -              | -                 | -             |
| COMERCIALES           | 0              | 0              | 0              | 0              |          |          |          |          |          |          |          |          | 0              | -                 | -             |
| <b>TOYOTA</b>         | <b>4,582</b>   | <b>4,094</b>   | <b>4,642</b>   | <b>2,756</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>16,074</b>  | <b>-38.7%</b>     | <b>-12.6%</b> |
| COMERCIALES           | 4,582          | 4,094          | 4,642          | 2,756          |          |          |          |          |          |          |          |          | 16,074         | -38.7%            | -12.6%        |
| <b>VOLKSWAGEN</b>     | <b>28,577</b>  | <b>33,048</b>  | <b>40,887</b>  | <b>26,441</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>128,953</b> | <b>-10.5%</b>     | <b>18.3%</b>  |
| AUTOS                 | 28,577         | 33,048         | 40,887         | 26,441         |          |          |          |          |          |          |          |          | 128,953        | -10.5%            | 18.3%         |
| <b>TOTAL AUTOS</b>    | <b>107,328</b> | <b>102,494</b> | <b>119,024</b> | <b>77,532</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>406,378</b> | <b>-14.1%</b>     | <b>15.2%</b>  |
| <b>TOTAL LIGEROS</b>  | <b>57,497</b>  | <b>55,244</b>  | <b>74,608</b>  | <b>53,488</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>240,837</b> | <b>-0.2%</b>      | <b>7.2%</b>   |
| <b>TOTAL</b>          | <b>164,825</b> | <b>157,738</b> | <b>193,632</b> | <b>131,020</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>647,215</b> | <b>-8.9%</b>      | <b>12.1%</b>  |

FUENTE: Elaborado por AMDA con información de AMIA.

N.A.: No Aplica N.D.: No Disponible



## Producción por segmento de enero a abril de 2010 y 2011

Unidades

| Segmento       | 2010          | Estructura %  | 2011          | Estructura %  | Variación     |              |
|----------------|---------------|---------------|---------------|---------------|---------------|--------------|
|                |               |               |               |               | Absoluta      | Relativa     |
| CARGA          | 8,110         | 32.5%         | 14,971        | 40.0%         | 6,861         | 84.6%        |
| TRACTOCAMIONES | 15,258        | 61.2%         | 19,986        | 53.4%         | 4,728         | 31.0%        |
| CONSTRUCCIÓN   | 396           | 1.6%          | 941           | 2.5%          | 545           | 137.6%       |
| PASAJE         | 1,178         | 4.7%          | 1,558         | 4.1%          | 380           | 32.3%        |
| <b>TOTAL</b>   | <b>24,942</b> | <b>100.0%</b> | <b>37,456</b> | <b>100.0%</b> | <b>12,514</b> | <b>50.2%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Producción por segmento en abril de 2010 y 2011

Unidades

| Segmento       | 2010         | Estructura %  | 2011          | Estructura %  | Variación    |              |
|----------------|--------------|---------------|---------------|---------------|--------------|--------------|
|                |              |               |               |               | Absoluta     | Relativa     |
| CARGA          | 2,000        | 31.4%         | 4,189         | 40.6%         | 2,189        | 109.5%       |
| TRACTOCAMIONES | 3,901        | 61.3%         | 5,408         | 52.4%         | 1,507        | 38.6%        |
| CONSTRUCCIÓN   | 110          | 1.7%          | 252           | 2.4%          | 142          | 129.1%       |
| PASAJE         | 355          | 5.6%          | 463           | 4.6%          | 108          | 30.4%        |
| <b>TOTAL</b>   | <b>6,366</b> | <b>100.0%</b> | <b>10,312</b> | <b>100.0%</b> | <b>3,946</b> | <b>62.0%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Producción de camiones pesados de enero a abril de 2003 - 2011

Unidades

| Segmento       | 2003          | 2004          | 2005          | 2006          | 2007          | 2008          | 2009          | 2010          | 2011          | TMC 03-11 | TMC 07-11 |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------|-----------|
| CARGA          | 6,657         | 8,881         | 10,095        | 12,705        | 16,097        | 12,485        | 6,145         | 8,110         | 14,971        | 10.7%     | -1.8%     |
| TRACTOCAMIONES | 3,593         | 7,679         | 9,742         | 9,297         | 10,836        | 9,576         | 5,903         | 15,258        | 19,986        | 23.9%     | 16.5%     |
| CONSTRUCCION   | 95            | 216           | 227           | 812           | 1,718         | 1,449         | 149           | 396           | 941           | 33.2%     | -14.0%    |
| PASAJE         | 2,326         | 2,482         | 3,106         | 2,883         | 2,945         | 2,839         | 1,994         | 1,178         | 1,558         | -4.9%     | -14.7%    |
| <b>TOTAL</b>   | <b>12,671</b> | <b>19,258</b> | <b>23,170</b> | <b>25,697</b> | <b>31,596</b> | <b>26,349</b> | <b>14,191</b> | <b>24,942</b> | <b>37,456</b> | 14.5%     | 4.3%      |

TMC: Tasa media de crecimiento del período.



## Producción por marca de enero a abril de 2010 y 2011

| MARCA                         | Unidades      |               |               |               | Variación     |              |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|--------------|
|                               | 2010          | Estructura %  | 2011          | Estructura %  | Absoluta      | Relativa     |
|                               |               |               |               |               |               |              |
| CHRYSLER                      | 25            | 0.1%          | 54            | 0.1%          | 29            | 116.0%       |
| DAIMLER VEHÍCULOS COMERCIALES | 13,935        | 55.9%         | 18,715        | 50.0%         | 4,780         | 34.3%        |
| INTERNATIONAL                 | 7,759         | 31.1%         | 13,530        | 36.1%         | 5,771         | 74.4%        |
| KENWORTH                      | 2,477         | 9.9%          | 4,793         | 12.8%         | 2,316         | 93.5%        |
| VOLKSWAGEN                    | 423           | 1.7%          | 59            | 0.2%          | -364          | -86.1%       |
| ISUZU                         | 156           | 0.6%          | 120           | 0.3%          | -36           | -23.1%       |
| HINO                          | 117           | 0.5%          | 87            | 0.2%          | -30           | -25.6%       |
| VOLVO BUSES                   | 24            | 0.1%          | 31            | 0.1%          | 7             | 29.2%        |
| DINA                          | 26            | 0.1%          | 67            | 0.2%          | 41            | 157.7%       |
| SCANIA                        | 0             | 0.0%          | 0             | 0.0%          | 0             | -            |
| FORD                          | 0             | 0.0%          | 0             | 0.0%          | 0             | -            |
| GENERAL MOTORS                | 0             | 0.0%          | 0             | 0.0%          | 0             | -            |
| <b>TOTAL</b>                  | <b>24,942</b> | <b>100.0%</b> | <b>37,456</b> | <b>100.0%</b> | <b>12,514</b> | <b>50.2%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).

## Producción por marca en abril de 2010 y 2011

| MARCA                         | Unidades     |               |               |               | Variación    |              |
|-------------------------------|--------------|---------------|---------------|---------------|--------------|--------------|
|                               | 2010         | Estructura %  | 2011          | Estructura %  | Absoluta     | Relativa     |
|                               |              |               |               |               |              |              |
| CHRYSLER                      | 23           | 0.4%          | 10            | 0.1%          | -13          | -56.5%       |
| DAIMLER VEHÍCULOS COMERCIALES | 3,303        | 51.9%         | 4,742         | 46.0%         | 1,439        | 43.6%        |
| INTERNATIONAL                 | 2,237        | 35.1%         | 4,227         | 41.0%         | 1,990        | 89.0%        |
| KENWORTH                      | 645          | 10.1%         | 1,245         | 12.1%         | 600          | 93.0%        |
| VOLKSWAGEN                    | 80           | 1.3%          | 26            | 0.3%          | -54          | -67.5%       |
| ISUZU                         | 36           | 0.5%          | 24            | 0.1%          | -12          | -33.3%       |
| HINO                          | 29           | 0.5%          | 12            | 0.1%          | -17          | -58.6%       |
| VOLVO BUSES                   | 0            | 0.0%          | 10            | 0.1%          | 10           | -            |
| DINA                          | 13           | 0.2%          | 16            | 0.2%          | 3            | 23.1%        |
| SCANIA                        | 0            | 0.0%          | 0             | 0.0%          | 0            | -            |
| FORD                          | 0            | 0.0%          | 0             | 0.0%          | 0            | -            |
| GENERAL MOTORS                | 0            | 0.0%          | 0             | 0.0%          | 0            | -            |
| <b>TOTAL</b>                  | <b>6,366</b> | <b>100.0%</b> | <b>10,312</b> | <b>100.0%</b> | <b>3,946</b> | <b>62.0%</b> |

Fuente: Elaborado por AMDA con información de ANPACT. No incluye autobuses integrales.

Incluye Clase 4, 5 de Ford (F450 y F550) y Clase 4, 6, 7 y 8 de GM (Kodiak).



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |        |   |              |         |      |              |        |
|----------------------------|--------|---|--------------|---------|------|--------------|--------|
| Marca                      | Modelo | Version                                   | Tipo         | Puertas | Año  | Precio lista | Moneda |
| ACURA                      | MDX    | 3.7 6AT                                   | sprt utl veh | 5       | 2011 | 58,500       | USD    |
| ACURA                      | RDX    | 2.3 5AT                                   | sprt utl veh | 5       | 2011 | 47,800       | USD    |
| ACURA                      | RL     | 3.7 5AT                                   | sedan        | 4       | 2011 | 68,400       | USD    |
| ACURA                      | TL     | 3.5 5AT                                   | sedan        | 4       | 2012 | 48,000       | USD    |
| ACURA                      | TL     | 3.7 5AT                                   | sedan        | 4       | 2012 | 54,500       | USD    |
| ACURA                      | TSX    | 2.4 5AT                                   | sedan        | 4       | 2011 | 38,100       | USD    |
| ACURA                      | TSX    | 3.5 5AT                                   | sedan        | 4       | 2011 | 42,100       | USD    |
| ACURA                      | ZDX    | 3.7 6AT                                   | sprt utl veh | 5       | 2011 | 77,000       | USD    |
| AUDI                       | A1     | 1.4 TFSI COOL MT                          | hatchback    | 3       | 2011 | 19,800       | USD    |
| AUDI                       | A1     | 1.4 TFSI COOL S TRONIC                    | hatchback    | 3       | 2011 | 21,400       | USD    |
| AUDI                       | A1     | 1.4 TFSI EGO MT                           | hatchback    | 3       | 2011 | 24,300       | USD    |
| AUDI                       | A1     | 1.4 TFSI EGO S TRONIC                     | hatchback    | 3       | 2011 | 25,900       | USD    |
| AUDI                       | A1     | 1.4 TFSI ENVY MT                          | hatchback    | 3       | 2011 | 27,400       | USD    |
| AUDI                       | A1     | 1.4 TFSI ENVY S TRONIC                    | hatchback    | 3       | 2011 | 29,000       | USD    |
| AUDI                       | A1     | 1.4 TFSI SPORT ONE MT                     | hatchback    | 3       | 2011 | 27,400       | USD    |
| AUDI                       | A1     | 1.4 TFSI SPORT ONE S TRONIC               | hatchback    | 3       | 2011 | 29,000       | USD    |
| AUDI                       | A3     | 1.4 TFSI AMBIENTE MT                      | hatchback    | 3       | 2011 | 24,400       | USD    |
| AUDI                       | A3     | 1.4 TFSI AMBIENTE S TRONIC                | hatchback    | 3       | 2011 | 26,000       | USD    |
| AUDI                       | A3     | 1.4 TFSI ATTRACTION S TRONIC              | hatchback    | 3       | 2011 | 29,300       | USD    |
| AUDI                       | A3     | 1.4 TFSI SPORTBACK AMBIENTE MT            | hatchback    | 5       | 2011 | 25,750       | USD    |
| AUDI                       | A3     | 1.4 TFSI SPORTBACK AMBIENTE S TRONIC      | hatchback    | 5       | 2011 | 27,350       | USD    |
| AUDI                       | A3     | 1.4 TFSI SPORTBACK ATTRACTION S TRONIC    | hatchback    | 5       | 2011 | 30,100       | USD    |
| AUDI                       | A3     | 1.8 TFSI AMBIENTE S TRONIC                | hatchback    | 3       | 2011 | 28,450       | USD    |
| AUDI                       | A3     | 1.8 TFSI ATTRACTION PLUS S TRONIC         | hatchback    | 3       | 2011 | 35,200       | USD    |
| AUDI                       | A3     | 1.8 TFSI ATTRACTION S TRONIC              | hatchback    | 3       | 2011 | 31,700       | USD    |
| AUDI                       | A3     | 1.8 TFSI CABRIO S TRONIC                  | conv         | 2       | 2011 | 40,450       | USD    |
| AUDI                       | A3     | 1.8 TFSI SPORTBACK AMBIENTE S TRONIC      | hatchback    | 5       | 2011 | 29,800       | USD    |
| AUDI                       | A3     | 1.8 TFSI SPORTBACK ATTRACT PLUS S TRONIC  | hatchback    | 5       | 2011 | 36,000       | USD    |
| AUDI                       | A3     | 1.8 TFSI SPORTBACK ATTRACTION S TRONIC    | hatchback    | 5       | 2011 | 32,500       | USD    |
| AUDI                       | A3     | 2.0 TFSI 30 AÑOS QUATTRO S TRONIC         | hatchback    | 3       | 2011 | 39,250       | USD    |
| AUDI                       | A3     | 2.0 TFSI ATTRACTION PLUS S TRONIC         | hatchback    | 3       | 2011 | 36,950       | USD    |
| AUDI                       | A3     | 2.0 TFSI ATTRACTION S TRONIC              | hatchback    | 3       | 2011 | 33,300       | USD    |
| AUDI                       | A3     | 2.0 TFSI ATTRACTIONPLUS QUATTRO S TRONIC  | hatchback    | 3       | 2011 | 39,650       | USD    |
| AUDI                       | A3     | 2.0 TFSI CABRIO S TRONIC                  | conv         | 2       | 2011 | 45,200       | USD    |
| AUDI                       | A3     | 2.0 TFSI S LINE S TRONIC                  | hatchback    | 3       | 2011 | 38,900       | USD    |
| AUDI                       | A3     | 2.0 TFSI SPORTBACK ATTRACT PLUS S TRONIC  | hatchback    | 5       | 2011 | 37,750       | USD    |
| AUDI                       | A3     | 2.0 TFSI SPORTBACK ATTRACTION S TRONIC    | hatchback    | 5       | 2011 | 34,100       | USD    |
| AUDI                       | A3     | 2.0 TFSI SPORTBACK S LINE S TRONIC        | hatchback    | 5       | 2011 | 39,150       | USD    |
| AUDI                       | A3     | 2.0TFSI SPORTBA ATTPPLUS QUATTRO S TRONIC | hatchback    | 5       | 2011 | 40,450       | USD    |
| AUDI                       | A3     | 2.0TFSI SPORTBACK 30AÑO QUATTRO S TRONIC  | hatchback    | 5       | 2011 | 40,050       | USD    |
| AUDI                       | A4     | 1.8 TFSI LUXURY MULTITRONIC               | sedan        | 4       | 2011 | 39,250       | USD    |
| AUDI                       | A4     | 1.8 TFSI TRENDY MT                        | sedan        | 4       | 2011 | 32,900       | USD    |
| AUDI                       | A4     | 1.8 TFSI TRENDY MULTITRONIC               | sedan        | 4       | 2011 | 34,500       | USD    |
| AUDI                       | A4     | 1.8 TFSI TRENDY PLUS MULTITRONIC          | sedan        | 4       | 2011 | 37,700       | USD    |
| AUDI                       | A4     | 2.0 TFSI 30 AÑOS S TRONIC QUATTRO         | sedan        | 4       | 2011 | 49,950       | USD    |
| AUDI                       | A4     | 2.0 TFSI LUXURY MULTITRONIC               | sedan        | 4       | 2011 | 48,850       | USD    |
| AUDI                       | A4     | 2.0 TFSI LUXURY S TRONIC QUATTRO          | sedan        | 4       | 2011 | 51,250       | USD    |
| AUDI                       | A4     | 2.0 TFSI SPORT MULTITRONIC                | sedan        | 4       | 2011 | 39,850       | USD    |
| AUDI                       | A4     | 2.0 TFSI SPORT S TRONIC QUATTRO           | sedan        | 4       | 2011 | 52,050       | USD    |
| AUDI                       | A4     | 2.0 TFSI TRENDY MULTITRONIC               | sedan        | 4       | 2011 | 42,350       | USD    |
| AUDI                       | A4     | 2.0 TFSI TRENDY PLUS MULTITRONIC          | sedan        | 4       | 2011 | 45,400       | USD    |
| AUDI                       | A4     | 3.2 ELITE TIPTRONIC QUATTRO               | sedan        | 4       | 2011 | 54,300       | USD    |
| AUDI                       | A5     | 2.0 TFSI 30 AÑOS QUATTRO S TRONIC         | conv         | 2       | 2011 | 61,750       | USD    |
| AUDI                       | A5     | 2.0 TFSI 30 AÑOS S TRONIC QUATTRO         | coupe        | 2       | 2011 | 56,450       | USD    |
| AUDI                       | A5     | 2.0 TFSI LUXURY MULTITRONIC SPORTBACK     | hatchback    | 5       | 2011 | 45,150       | USD    |
| AUDI                       | A5     | 2.0 TFSI LUXURY S TRONIC QUATTRO          | coupe        | 2       | 2011 | 53,750       | USD    |





## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |                         |  |           |         |      |              |        |
|----------------------------|-------------------------|--|-----------|---------|------|--------------|--------|
| Marca                      | Modelo                  | Version                                  | Tipo      | Puertas | Año  | Precio lista | Moneda |
| BENTLEY                    | CONTINENTAL FLYING SPUR | 6.0 CONTINENTAL FLYING SPUR 4X4 AUTO     | sedan     | 4       | 2011 | 239,800      | USD    |
| BENTLEY                    | CONTINENTAL FLYING SPUR | 6.0 CONTINENTAL FLYING SPUR SPEED 4X4 AT | sedan     | 4       | 2011 | 272,200      | USD    |
| BENTLEY                    | CONTINENTAL GT          | 6.0 CONTINENTAL GT 4X4 AUTO              | coupe     | 2       | 2010 | 241,800      | USD    |
| BENTLEY                    | CONTINENTAL GT          | 6.0 CONTINENTAL GT SPEED 4X4 AUTO        | coupe     | 2       | 2010 | 273,600      | USD    |
| BENTLEY                    | CONTINENTAL GTC         | 6.0 AT CONTINENTAL GTC 4X4 AUTO          | conv      | 2       | 2010 | 265,700      | USD    |
| BENTLEY                    | CONTINENTAL GTC         | 6.0 AT CONTINENTAL GTC SPEED 4X4 AUTO    | conv      | 2       | 2011 | 309,900      | USD    |
| BENTLEY                    | CONTINENTAL SUPERSPORTS | 6.0 CONTINENTAL SUPERSPORTS 4X4 AUTO     | coupe     | 2       | 2011 | 349,300      | USD    |
| BENTLEY                    | CONTINENTAL SUPERSPORTS | 6.0 CONTINENTAL SUPERSPORTS 4X4 AUTO     | conv      | 2       | 2011 | 366,400      | USD    |
| BMW                        | SERIES 1                | 2.0 120I DYNAMIC MANUAL 3PTAS            | hatchback | 3       | 2011 | 29,500       | USD    |
| BMW                        | SERIES 1                | 2.0 120I DYNAMIC MANUAL 5PTAS            | hatchback | 5       | 2011 | 30,500       | USD    |
| BMW                        | SERIES 1                | 2.0 120I M SPORT MANUAL 3PTAS            | hatchback | 3       | 2011 | 33,200       | USD    |
| BMW                        | SERIES 1                | 2.0 120I M SPORT MANUAL 5PTAS            | hatchback | 5       | 2011 | 34,200       | USD    |
| BMW                        | SERIES 1                | 2.0 120I MANUAL 3PTAS                    | hatchback | 3       | 2011 | 27,700       | USD    |
| BMW                        | SERIES 1                | 2.0 120I MANUAL 5PTAS                    | hatchback | 5       | 2011 | 28,700       | USD    |
| BMW                        | SERIES 1                | 2.0 120I STYLE MANUAL 3PTAS              | hatchback | 3       | 2011 | 31,400       | USD    |
| BMW                        | SERIES 1                | 2.0 120I STYLE MANUAL 5PTAS              | hatchback | 5       | 2011 | 32,400       | USD    |
| BMW                        | SERIES 1                | 2.0 120IA AUTOMATICO 3PTAS               | hatchback | 3       | 2011 | 29,200       | USD    |
| BMW                        | SERIES 1                | 2.0 120IA AUTOMATICO 5PTAS               | hatchback | 5       | 2011 | 30,200       | USD    |
| BMW                        | SERIES 1                | 2.0 120IA DYNAMIC AUTOMATICO 3PTAS       | hatchback | 3       | 2011 | 31,000       | USD    |
| BMW                        | SERIES 1                | 2.0 120IA DYNAMIC AUTOMATICO 5PTAS       | hatchback | 5       | 2011 | 32,000       | USD    |
| BMW                        | SERIES 1                | 2.0 120IA M SPORT AUTOMATICO 3PTAS       | hatchback | 3       | 2011 | 34,700       | USD    |
| BMW                        | SERIES 1                | 2.0 120IA M SPORT AUTOMATICO 5PTAS       | hatchback | 5       | 2011 | 35,700       | USD    |
| BMW                        | SERIES 1                | 2.0 120IA STYLE AUTOMATICO 3PTAS         | hatchback | 3       | 2011 | 32,900       | USD    |
| BMW                        | SERIES 1                | 2.0 120IA STYLE AUTOMATICO 5PTAS         | hatchback | 5       | 2011 | 33,900       | USD    |
| BMW                        | SERIES 1                | 3.0 125I COUPE MT                        | coupe     | 2       | 2011 | 39,700       | USD    |
| BMW                        | SERIES 1                | 3.0 125IA BASICO COUPE                   | coupe     | 2       | 2011 | 38,500       | USD    |
| BMW                        | SERIES 1                | 3.0 125IA COUPE                          | coupe     | 2       | 2011 | 41,200       | USD    |
| BMW                        | SERIES 1                | 3.0 125IA M SPORT COUPE                  | coupe     | 2       | 2011 | 40,500       | USD    |
| BMW                        | SERIES 1                | 3.0 130I M SPORT MANUAL 3PTAS            | hatchback | 3       | 2011 | 44,100       | USD    |
| BMW                        | SERIES 1                | 3.0 130I M SPORT MANUAL 5PTAS            | hatchback | 5       | 2011 | 45,100       | USD    |
| BMW                        | SERIES 1                | 3.0 130I MANUAL 3PTAS                    | hatchback | 3       | 2011 | 41,300       | USD    |
| BMW                        | SERIES 1                | 3.0 130I MANUAL 5PTAS                    | hatchback | 5       | 2011 | 42,300       | USD    |
| BMW                        | SERIES 1                | 3.0 130IA AUTOMATICO 3PTAS               | hatchback | 3       | 2011 | 42,800       | USD    |
| BMW                        | SERIES 1                | 3.0 130IA AUTOMATICO 5PTAS               | hatchback | 5       | 2011 | 43,800       | USD    |
| BMW                        | SERIES 1                | 3.0 130IA M SPORT AUTOMATICO 3PTAS       | hatchback | 3       | 2011 | 45,600       | USD    |
| BMW                        | SERIES 1                | 3.0 130IA M SPORT AUTOMATICO 5PTAS       | hatchback | 5       | 2011 | 46,600       | USD    |
| BMW                        | SERIES 1                | 3.0 135I COUPE MT                        | coupe     | 2       | 2011 | 47,800       | USD    |
| BMW                        | SERIES 1                | 3.0 135IA COUPE                          | coupe     | 2       | 2011 | 49,300       | USD    |
| BMW                        | SERIES 1                | 3.0 135IA M SPORT COUPE                  | coupe     | 2       | 2011 | 50,000       | USD    |
| BMW                        | SERIES 3                | 2.5 325I CONVERTIBLE                     | conv      | 2       | 2011 | 56,400       | USD    |
| BMW                        | SERIES 3                | 2.5 325I CONVERTIBLE M SPORT             | conv      | 2       | 2011 | 59,900       | USD    |
| BMW                        | SERIES 3                | 2.5 325I COUPE                           | coupe     | 2       | 2011 | 47,500       | USD    |
| BMW                        | SERIES 3                | 2.5 325I COUPE M SPORT                   | coupe     | 2       | 2011 | 51,400       | USD    |
| BMW                        | SERIES 3                | 2.5 325IA CONVERTIBLE                    | conv      | 2       | 2011 | 57,900       | USD    |
| BMW                        | SERIES 3                | 2.5 325IA CONVERTIBLE M SPORT            | conv      | 2       | 2011 | 61,400       | USD    |
| BMW                        | SERIES 3                | 2.5 325IA COUPE                          | coupe     | 2       | 2011 | 49,000       | USD    |
| BMW                        | SERIES 3                | 2.5 325IA COUPE M SPORT                  | coupe     | 2       | 2011 | 52,900       | USD    |
| BMW                        | SERIES 3                | 2.5 325IA EDITION EXCLUSIVE              | sedan     | 4       | 2011 | 39,000       | USD    |
| BMW                        | SERIES 3                | 2.5 325IA EDITION EXCLUSIVE NAVI AT      | sedan     | 4       | 2011 | 41,500       | USD    |
| BMW                        | SERIES 3                | 2.5 325IA EDITION SPORT                  | sedan     | 4       | 2011 | 42,500       | USD    |
| BMW                        | SERIES 3                | 2.5 325IA EDITION SPORT NAVI AT          | sedan     | 4       | 2011 | 45,000       | USD    |
| BMW                        | SERIES 3                | 3.0 335I CONVERTIBLE                     | conv      | 2       | 2011 | 67,900       | USD    |
| BMW                        | SERIES 3                | 3.0 335I CONVERTIBLE M SPORT             | conv      | 2       | 2011 | 68,900       | USD    |
| BMW                        | SERIES 3                | 3.0 335I COUPE                           | coupe     | 2       | 2011 | 58,100       | USD    |
| BMW                        | SERIES 3                | 3.0 335I COUPE M SPORT                   | coupe     | 2       | 2011 | 59,900       | USD    |
| BMW                        | SERIES 3                | 3.0 335IA CONVERTIBLE                    | conv      | 2       | 2011 | 69,900       | USD    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |          |                                     |              |         |      |              |        |
|----------------------------|----------|-------------------------------------|--------------|---------|------|--------------|--------|
| Marca                      | Modelo   | Version                             | Tipo         | Puertas | Año  | Precio lista | Moneda |
| BMW                        | SERIES 3 | 3.0 335IA CONVERTIBLE M SPORT       | conv         | 2       | 2011 | 70,900       | USD    |
| BMW                        | SERIES 3 | 3.0 335IA COUPE                     | coupe        | 2       | 2011 | 60,100       | USD    |
| BMW                        | SERIES 3 | 3.0 335IA COUPE M SPORT             | coupe        | 2       | 2011 | 61,900       | USD    |
| BMW                        | SERIES 3 | 4.0 M3                              | coupe        | 2       | 2011 | 90,300       | USD    |
| BMW                        | SERIES 3 | 4.0 M3                              | sedan        | 4       | 2011 | 89,200       | USD    |
| BMW                        | SERIES 3 | 4.0 M3                              | conv         | 2       | 2011 | 99,900       | USD    |
| BMW                        | SERIES 3 | 4.0 M3 SECUENCIAL                   | sedan        | 4       | 2011 | 92,800       | USD    |
| BMW                        | SERIES 3 | 4.0 M3 SECUENCIAL                   | conv         | 2       | 2011 | 103,500      | USD    |
| BMW                        | SERIES 3 | 4.0 M3 SECUENCIAL                   | coupe        | 2       | 2011 | 93,900       | USD    |
| BMW                        | SERIES 5 | 3.0 528IA LUJO                      | sedan        | 4       | 2011 | 55,300       | USD    |
| BMW                        | SERIES 5 | 3.0 528IA TOP                       | sedan        | 4       | 2011 | 60,800       | USD    |
| BMW                        | SERIES 5 | 3.0 535I A GRAN TURISMO             | hatchback    | 5       | 2011 | 72,300       | USD    |
| BMW                        | SERIES 5 | 3.0 535I A GRAN TURISMO TOP         | hatchback    | 5       | 2011 | 74,800       | USD    |
| BMW                        | SERIES 5 | 3.0 535IA LUJO                      | sedan        | 4       | 2011 | 65,700       | USD    |
| BMW                        | SERIES 5 | 3.0 535IA TOP                       | sedan        | 4       | 2011 | 71,800       | USD    |
| BMW                        | SERIES 5 | 4.4 550I A GRAN TURISMO             | hatchback    | 5       | 2011 | 92,800       | USD    |
| BMW                        | SERIES 5 | 4.4 550IA LUJO                      | sedan        | 4       | 2011 | 81,800       | USD    |
| BMW                        | SERIES 5 | 4.4 550IA TOP                       | sedan        | 4       | 2011 | 91,600       | USD    |
| BMW                        | SERIES 6 | 4.8 650 CI CABRIO AT                | conv         | 2       | 2011 | 109,700      | USD    |
| BMW                        | SERIES 6 | 4.8 650 CI CABRIO MT                | conv         | 2       | 2011 | 109,700      | USD    |
| BMW                        | SERIES 6 | 4.8 650 CI COUPE AT                 | coupe        | 2       | 2011 | 100,100      | USD    |
| BMW                        | SERIES 6 | 4.8 650 CI COUPE MT                 | coupe        | 2       | 2011 | 100,100      | USD    |
| BMW                        | SERIES 6 | 5.0 M6 CABRIO                       | conv         | 2       | 2011 | 142,800      | USD    |
| BMW                        | SERIES 6 | 5.0 M6 COUPE                        | coupe        | 2       | 2011 | 134,100      | USD    |
| BMW                        | SERIES 7 | 3.0 740I A                          | sedan        | 4       | 2011 | 96,300       | USD    |
| BMW                        | SERIES 7 | 4.4 750I A                          | sedan        | 4       | 2011 | 116,500      | USD    |
| BMW                        | SERIES 7 | 4.4 750LI A                         | sedan        | 4       | 2011 | 129,600      | USD    |
| BMW                        | SERIES 7 | 6.0 760LI A                         | sedan        | 4       | 2011 | 160,400      | USD    |
| BMW                        | X1       | 3.0 XDRIVE25IA                      | hatchback    | 5       | 2011 | 36,100       | USD    |
| BMW                        | X1       | 3.0 XDRIVE25IA COOL ELEGANCE DESIGN | hatchback    | 5       | 2011 | 40,000       | USD    |
| BMW                        | X1       | 3.0 XDRIVE25IA TOP                  | hatchback    | 5       | 2011 | 39,800       | USD    |
| BMW                        | X1       | 3.0 XDRIVE28IA                      | hatchback    | 5       | 2011 | 40,600       | USD    |
| BMW                        | X1       | 3.0 XDRIVE28IA TOP                  | hatchback    | 5       | 2011 | 47,100       | USD    |
| BMW                        | X3       | 3.0 XDRIVE28I A                     | sprt utl veh | 5       | 2011 | 44,300       | USD    |
| BMW                        | X3       | 3.0 XDRIVE28I A LUJO                | sprt utl veh | 5       | 2011 | 48,000       | USD    |
| BMW                        | X3       | 3.0 XDRIVE28I A TOP                 | sprt utl veh | 5       | 2011 | 50,700       | USD    |
| BMW                        | X3       | 3.0 XDRIVE35I A TOP                 | sprt utl veh | 5       | 2011 | 59,500       | USD    |
| BMW                        | X5       | 3.0 XDRIVE35I A                     | sprt utl veh | 5       | 2011 | 67,600       | USD    |
| BMW                        | X5       | 3.0 XDRIVE35I A 7 SEATER            | sprt utl veh | 5       | 2011 | 70,500       | USD    |
| BMW                        | X5       | 3.0 XDRIVE35I A M SPORT             | sprt utl veh | 5       | 2011 | 72,100       | USD    |
| BMW                        | X5       | 3.0 XDRIVE35I A M SPORT 7 SEATER    | sprt utl veh | 5       | 2011 | 75,000       | USD    |
| BMW                        | X5       | 3.0 XDRIVE35I A PREMIUM             | sprt utl veh | 5       | 2011 | 71,800       | USD    |
| BMW                        | X5       | 3.0 XDRIVE35I A PREMIUM 7 SEATER    | sprt utl veh | 5       | 2011 | 74,700       | USD    |
| BMW                        | X5       | 4.4 X5M                             | sprt utl veh | 5       | 2011 | 111,000      | USD    |
| BMW                        | X5       | 4.4 XDRIVE50I A M SPORT             | sprt utl veh | 5       | 2011 | 90,400       | USD    |
| BMW                        | X5       | 4.4 XDRIVE50I A M SPORT 7 SEATER    | sprt utl veh | 5       | 2011 | 92,500       | USD    |
| BMW                        | X5       | 4.4 XDRIVE50I A PREMIUM             | sprt utl veh | 5       | 2011 | 89,500       | USD    |
| BMW                        | X5       | 4.4 XDRIVE50I A PREMIUM 7 SEATER    | sprt utl veh | 5       | 2011 | 91,600       | USD    |
| BMW                        | X6       | 3.0 XDRIVE35IA                      | sprt utl veh | 5       | 2011 | 73,600       | USD    |
| BMW                        | X6       | 4.4 X6M                             | sprt utl veh | 5       | 2011 | 113,000      | USD    |
| BMW                        | X6       | 4.4 XDRIVE50IA                      | sprt utl veh | 5       | 2011 | 89,800       | USD    |
| BMW                        | Z4       | 2.5 2.3SDRIVEI                      | conv         | 2       | 2011 | 56,000       | USD    |
| BMW                        | Z4       | 2.5 2.3SDRIVEIA                     | conv         | 2       | 2011 | 57,500       | USD    |
| BMW                        | Z4       | 3.0 3.5SDRIVEI                      | conv         | 2       | 2011 | 64,700       | USD    |
| BMW                        | Z4       | 3.0 3.5SDRIVEIA                     | conv         | 2       | 2011 | 66,800       | USD    |
| BUICK                      | ENCLAVE  | (O)3.6 CXL AT AWD C                 | sprt utl veh | 5       | 2010 | 631,800      | MXP    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |              |                                    |              |         |      |              |        |
|----------------------------|--------------|------------------------------------|--------------|---------|------|--------------|--------|
| Marca                      | Modelo       | Version                            | Tipo         | Puertas | Año  | Precio lista | Moneda |
| BUICK                      | ENCLAVE      | 3.6 CXL AT AWD C                   | sprt utl veh | 5       | 2011 | 635,400      | MXP    |
| BUICK                      | ENCLAVE      | 3.6 CXL AT AWD D                   | sprt utl veh | 5       | 2011 | 650,500      | MXP    |
| BUICK                      | LACROSSE     | 3.6 CXS C AT                       | sedan        | 4       | 2011 | 520,000      | MXP    |
| CADILLAC                   | CTS          | (O)3.0 LUXURY A                    | sedan        | 4       | 2010 | 518,100      | MXP    |
| CADILLAC                   | CTS          | (O)3.6 PREMIUM B                   | sedan        | 4       | 2010 | 581,700      | MXP    |
| CADILLAC                   | CTS          | 3.0 LUXURY A                       | sedan        | 4       | 2011 | 515,000      | MXP    |
| CADILLAC                   | CTS          | 3.6 COUPE C AT                     | coupe        | 2       | 2011 | 650,500      | MXP    |
| CADILLAC                   | CTS          | 3.6 PREMIUM B                      | sedan        | 4       | 2011 | 600,900      | MXP    |
| CADILLAC                   | ESCALADE     | 6.2 AWD B                          | sprt utl veh | 5       | 2011 | 895,300      | MXP    |
| CADILLAC                   | ESCALADE     | 6.2 AWD C                          | sprt utl veh | 5       | 2011 | 895,300      | MXP    |
| CADILLAC                   | ESCALADE     | 6.2 AWD P                          | sprt utl veh | 5       | 2011 | 939,900      | MXP    |
| CADILLAC                   | ESCALADE ESV | 6.2 AWD B                          | sprt utl veh | 5       | 2011 | 925,000      | MXP    |
| CADILLAC                   | ESCALADE ESV | 6.2 AWD C                          | sprt utl veh | 5       | 2011 | 925,000      | MXP    |
| CADILLAC                   | ESCALADE ESV | 6.2 AWD P                          | sprt utl veh | 5       | 2011 | 969,400      | MXP    |
| CADILLAC                   | ESCALADE EXT | 6.2 EXT AT 4X4 A                   | p-up         | 4       | 2011 | 850,000      | MXP    |
| CADILLAC                   | SRX          | (O)3.0 SRX AT AWD C                | sprt utl veh | 5       | 2010 | 613,300      | MXP    |
| CADILLAC                   | SRX          | (O)3.0 SRX AT B                    | sprt utl veh | 5       | 2010 | 583,300      | MXP    |
| CADILLAC                   | SRX          | 3.0 SRX AT AWD C                   | sprt utl veh | 5       | 2011 | 632,800      | MXP    |
| CADILLAC                   | SRX          | 3.0 SRX AT B                       | sprt utl veh | 5       | 2011 | 602,500      | MXP    |
| CADILLAC                   | STS          | 3.6 B                              | sedan        | 4       | 2010 | 655,400      | MXP    |
| CADILLAC                   | STS          | 4.6 E                              | sedan        | 4       | 2010 | 784,700      | MXP    |
| CHEVROLET                  | AVALANCHE    | 5.3 B 4X4 PIEL                     | p-up         | 4       | 2011 | 586,800      | MXP    |
| CHEVROLET                  | AVALANCHE    | 5.3 C 4X4 PIEL                     | p-up         | 4       | 2011 | 596,900      | MXP    |
| CHEVROLET                  | AVEO         | (O)1.6 AT C                        | sedan        | 4       | 2010 | 177,000      | MXP    |
| CHEVROLET                  | AVEO         | (O)1.6 AT F                        | sedan        | 4       | 2010 | 200,000      | MXP    |
| CHEVROLET                  | AVEO         | (O)1.6 MT E                        | sedan        | 4       | 2010 | 187,500      | MXP    |
| CHEVROLET                  | AVEO         | (O)1.6 MT M                        | sedan        | 4       | 2010 | 164,000      | MXP    |
| CHEVROLET                  | AVEO         | 1.6 AT C                           | sedan        | 4       | 2011 | 176,700      | MXP    |
| CHEVROLET                  | AVEO         | 1.6 AT F                           | sedan        | 4       | 2011 | 196,900      | MXP    |
| CHEVROLET                  | AVEO         | 1.6 MT A FLT                       | sedan        | 4       | 2011 | 169,000      | MXP    |
| CHEVROLET                  | AVEO         | 1.6 MT E                           | sedan        | 4       | 2011 | 184,300      | MXP    |
| CHEVROLET                  | AVEO         | 1.6 MT M                           | sedan        | 4       | 2011 | 161,000      | MXP    |
| CHEVROLET                  | CAMARO       | (O)3.6 1LT AT                      | coupe        | 2       | 2010 | 441,300      | MXP    |
| CHEVROLET                  | CAMARO       | (O)6.2 1SS MT                      | coupe        | 2       | 2010 | 507,200      | MXP    |
| CHEVROLET                  | CAMARO       | (O)6.2 2SS AT                      | coupe        | 2       | 2010 | 522,200      | MXP    |
| CHEVROLET                  | CAMARO       | 3.6 1LT AT                         | coupe        | 2       | 2011 | 424,101      | MXP    |
| CHEVROLET                  | CAMARO       | 6.2 1SS MT                         | coupe        | 2       | 2011 | 490,799      | MXP    |
| CHEVROLET                  | CAMARO       | 6.2 2SS AT                         | coupe        | 2       | 2011 | 506,000      | MXP    |
| CHEVROLET                  | CAPTIVA      | (O)2.4 SPORT A                     | sprt utl veh | 5       | 2010 | 311,200      | MXP    |
| CHEVROLET                  | CAPTIVA      | (O)2.4 SPORT B                     | sprt utl veh | 5       | 2010 | 338,100      | MXP    |
| CHEVROLET                  | CAPTIVA      | (O)3.6 SPORT C                     | sprt utl veh | 5       | 2010 | 340,600      | MXP    |
| CHEVROLET                  | CAPTIVA      | (O)3.6 SPORT D                     | sprt utl veh | 5       | 2010 | 364,100      | MXP    |
| CHEVROLET                  | CAPTIVA      | 2.4 SPORT A                        | sprt utl veh | 5       | 2011 | 318,000      | MXP    |
| CHEVROLET                  | CAPTIVA      | 2.4 SPORT B                        | sprt utl veh | 5       | 2011 | 347,800      | MXP    |
| CHEVROLET                  | CAPTIVA      | 3.0 SPORT C                        | sprt utl veh | 5       | 2011 | 348,200      | MXP    |
| CHEVROLET                  | CAPTIVA      | 3.0 SPORT D                        | sprt utl veh | 5       | 2011 | 372,000      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE AC DH Y RADIO H 3 PTAS | hatchback    | 3       | 2010 | 132,000      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE AC DH Y RADIO H 4 PTAS | sedan        | 4       | 2010 | 143,500      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE AC DH Y RADIO H 5 PTAS | hatchback    | 5       | 2010 | 136,500      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE AC DH Y RADIO J 3 PTAS | hatchback    | 3       | 2010 | 146,000      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE AC DH Y RADIO J 4 PTAS | sedan        | 4       | 2010 | 157,500      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE AC DH Y RADIO J 5 PTAS | hatchback    | 5       | 2010 | 150,500      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE B 3 PTAS               | hatchback    | 3       | 2010 | 115,500      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE B 4 PTAS               | sedan        | 4       | 2010 | 130,500      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 BASE B 5 PTAS               | hatchback    | 5       | 2010 | 121,000      | MXP    |
| CHEVROLET                  | CHEVY        | (O)1.6 CARGO AC G 3 PTAS FLT       | comm hatch   | 3       | 2010 | 127,000      | MXP    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |           |  |               |         |      |              |        |
|----------------------------|-----------|--|---------------|---------|------|--------------|--------|
| Marca                      | Modelo    | Version                                | Tipo          | Puertas | Año  | Precio lista | Moneda |
| CHEVROLET                  | CHEVY     | (O)1.6 CARGO R 3 PTAS FLT              | comm hatch    | 3       | 2010 | 116,000      | MXP    |
| CHEVROLET                  | CHEVY     | 1.6 BASE AC DH Y RADIO H 3 PTAS        | hatchback     | 3       | 2011 | 124,200      | MXP    |
| CHEVROLET                  | CHEVY     | 1.6 BASE AC DH Y RADIO H 4 PTAS        | sedan         | 4       | 2011 | 136,300      | MXP    |
| CHEVROLET                  | CHEVY     | 1.6 BASE AC DH Y RADIO J 3 PTAS        | hatchback     | 3       | 2011 | 137,800      | MXP    |
| CHEVROLET                  | CHEVY     | 1.6 BASE AC DH Y RADIO J 4 PTAS        | sedan         | 4       | 2011 | 148,900      | MXP    |
| CHEVROLET                  | CHEVY     | 1.6 BASE B 3 PTAS                      | hatchback     | 3       | 2011 | 108,000      | MXP    |
| CHEVROLET                  | CHEVY     | 1.6 BASE B 4 PTAS                      | sedan         | 4       | 2011 | 123,200      | MXP    |
| CHEVROLET                  | CHEVY     | 1.6 CARGO AC G 3 PTAS FLT              | comm hatch    | 3       | 2011 | 116,600      | MXP    |
| CHEVROLET                  | CHEVY     | 1.6 CARGO R 3 PTAS FLT                 | comm hatch    | 3       | 2011 | 106,000      | MXP    |
| CHEVROLET                  | COLORADO  | 2.9 PICK UP CREW A L4 AT C/E.ELECTRICO | p-up          | 4       | 2011 | 314,901      | MXP    |
| CHEVROLET                  | COLORADO  | 3.7 PICK UP CREW 4X4 B L5 AT           | p-up          | 4       | 2011 | 360,400      | MXP    |
| CHEVROLET                  | COLORADO  | 3.7 PICK UP CREW C L5 AT               | p-up          | 4       | 2011 | 331,100      | MXP    |
| CHEVROLET                  | CORVETTE  | 6.2 COUPE A                            | targa         | 2       | 2010 | 922,000      | MXP    |
| CHEVROLET                  | CORVETTE  | 6.2 COUPE M                            | targa         | 2       | 2010 | 916,000      | MXP    |
| CHEVROLET                  | CRUZE     | (O)1.8 1LS C                           | sedan         | 4       | 2010 | 247,401      | MXP    |
| CHEVROLET                  | CRUZE     | (O)1.8 1LT F                           | sedan         | 4       | 2010 | 266,100      | MXP    |
| CHEVROLET                  | CRUZE     | (O)1.8 A                               | sedan         | 4       | 2010 | 228,000      | MXP    |
| CHEVROLET                  | CRUZE     | (O)1.8 M                               | sedan         | 4       | 2010 | 208,400      | MXP    |
| CHEVROLET                  | CRUZE     | 1.8 1LS C                              | sedan         | 4       | 2011 | 256,550      | MXP    |
| CHEVROLET                  | CRUZE     | 1.8 1LT F                              | sedan         | 4       | 2011 | 275,750      | MXP    |
| CHEVROLET                  | CRUZE     | 1.8 A                                  | sedan         | 4       | 2011 | 237,850      | MXP    |
| CHEVROLET                  | CRUZE     | 1.8 M                                  | sedan         | 4       | 2011 | 220,149      | MXP    |
| CHEVROLET                  | EXPRESS   | (O)5.3 PASAJEROS VAN D                 | passenger van | 5       | 2010 | 402,601      | MXP    |
| CHEVROLET                  | EXPRESS   | (O)5.3 PASAJEROS VAN L                 | passenger van | 5       | 2010 | 421,599      | MXP    |
| CHEVROLET                  | EXPRESS   | (O)6.0 PASAJEROS VAN C                 | passenger van | 5       | 2010 | 516,700      | MXP    |
| CHEVROLET                  | EXPRESS   | 4.3 CARGO VAN C                        | cargo van     | 5       | 2011 | 337,900      | MXP    |
| CHEVROLET                  | EXPRESS   | 5.3 PASAJEROS VAN D                    | passenger van | 5       | 2011 | 415,900      | MXP    |
| CHEVROLET                  | EXPRESS   | 5.3 PASAJEROS VAN L                    | passenger van | 5       | 2011 | 435,099      | MXP    |
| CHEVROLET                  | EXPRESS   | 6.0 CARGO VAN A                        | cargo van     | 5       | 2011 | 390,399      | MXP    |
| CHEVROLET                  | EXPRESS   | 6.0 CARGO VAN B                        | cargo van     | 5       | 2011 | 400,000      | MXP    |
| CHEVROLET                  | EXPRESS   | 6.0 PASAJEROS VAN C                    | passenger van | 5       | 2011 | 531,600      | MXP    |
| CHEVROLET                  | MALIBU    | (O)2.4 1LT B                           | sedan         | 4       | 2010 | 276,650      | MXP    |
| CHEVROLET                  | MALIBU    | (O)2.4 2LT C                           | sedan         | 4       | 2010 | 311,200      | MXP    |
| CHEVROLET                  | MALIBU    | (O)3.6 LTZ G                           | sedan         | 4       | 2010 | 347,600      | MXP    |
| CHEVROLET                  | MALIBU    | 2.4 1LT B                              | sedan         | 4       | 2011 | 293,650      | MXP    |
| CHEVROLET                  | MALIBU    | 2.4 2LT C                              | sedan         | 4       | 2011 | 324,950      | MXP    |
| CHEVROLET                  | MALIBU    | 3.6 LTZ G                              | sedan         | 4       | 2011 | 362,250      | MXP    |
| CHEVROLET                  | MATIZ     | 1.0 A MT                               | micro car     | 5       | 2011 | 96,100       | MXP    |
| CHEVROLET                  | MATIZ     | 1.0 AC B MT                            | micro car     | 5       | 2011 | 110,650      | MXP    |
| CHEVROLET                  | SILVERADO | (O)5.3 2500 CAB EXTENDIDA 4X2 A V8 AT  | p-up          | 4       | 2010 | 316,000      | MXP    |
| CHEVROLET                  | SILVERADO | (O)5.3 2500 CAB REG 4X4 K V8 AT        | p-up          | 2       | 2010 | 316,000      | MXP    |
| CHEVROLET                  | SILVERADO | 4.3 1500 CAB REG 4X2 D V6 MT           | p-up          | 2       | 2011 | 243,151      | MXP    |
| CHEVROLET                  | SILVERADO | 4.3 1500 CAB REG 4X2 E V6 MT           | p-up          | 2       | 2011 | 255,150      | MXP    |
| CHEVROLET                  | SILVERADO | 4.3 1500 CAB REG 4X2 F V6 AT           | p-up          | 2       | 2011 | 256,150      | MXP    |
| CHEVROLET                  | SILVERADO | 4.3 1500 CAB REG 4X2 G V6 AT           | p-up          | 2       | 2011 | 267,350      | MXP    |
| CHEVROLET                  | SILVERADO | 4.8 2500 CAB REG 4X2 J V8 AT           | p-up          | 2       | 2011 | 301,999      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 CAB EXTENDIDA 4X2 A V8 AT     | p-up          | 4       | 2011 | 330,000      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 CAB REG 4X4 K V8 AT           | p-up          | 2       | 2011 | 329,000      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 CHEYENNE CAB EXT 4X4 B V8 AT  | p-up          | 4       | 2011 | 459,600      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 CHEYENNE CAB REG 4X2 N V8 AT  | p-up          | 2       | 2011 | 392,700      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 CHEYENNE CAB REG 4X4 P V8 AT  | p-up          | 2       | 2011 | 418,300      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 CHEYENNE CREW CAB 4X4 B V8 AT | p-up          | 4       | 2011 | 514,100      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 CHEYENNE CREW CAB 4X4 C V8 AT | p-up          | 4       | 2011 | 572,300      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 DOBLE CABINA 4X2 E AT         | p-up          | 4       | 2011 | 391,800      | MXP    |
| CHEVROLET                  | SILVERADO | 5.3 2500 DOBLE CABINA 4X4 F AT         | p-up          | 4       | 2011 | 417,001      | MXP    |
| CHEVROLET                  | SILVERADO | 6.0 3500 CHASIS CABINA PAQ A V8 MT     | chass cab     | 2       | 2011 | 329,700      | MXP    |



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| 1a. Qna. de abril de 2011. |                |   |              |         |      |              |        |
|----------------------------|----------------|---|--------------|---------|------|--------------|--------|
| Marca                      | Modelo         | Version                                 | Tipo         | Puertas | Año  | Precio lista | Moneda |
| CHEVROLET                  | SILVERADO      | 6.0 3500 CHASIS CABINA PAQ B V8 MT      | chass cab    | 2       | 2010 | 307,001      | MXP    |
| CHEVROLET                  | SILVERADO      | 6.0 3500 CHASIS CABINA PAQ C V8 MT      | chass cab    | 2       | 2011 | 342,000      | MXP    |
| CHEVROLET                  | SPARK          | 1.2 1SA                                 | hatchback    | 5       | 2011 | 121,500      | MXP    |
| CHEVROLET                  | SPARK          | 1.2 1SB                                 | hatchback    | 5       | 2011 | 137,700      | MXP    |
| CHEVROLET                  | SPARK          | 1.2 1SC                                 | hatchback    | 5       | 2011 | 153,900      | MXP    |
| CHEVROLET                  | SUBURBAN       | (O)5.3 A TELA                           | sprt utl veh | 5       | 2010 | 583,700      | MXP    |
| CHEVROLET                  | SUBURBAN       | (O)5.3 B PIEL DVD                       | sprt utl veh | 5       | 2010 | 626,700      | MXP    |
| CHEVROLET                  | SUBURBAN       | (O)5.3 C PIEL DVD                       | sprt utl veh | 5       | 2010 | 626,700      | MXP    |
| CHEVROLET                  | SUBURBAN       | (O)5.3 D 4X4 PIEL DVD QUEMACOCOS        | sprt utl veh | 5       | 2010 | 659,700      | MXP    |
| CHEVROLET                  | SUBURBAN       | (O)5.3 H 4X4 EDICION ESPECIAL           | sprt utl veh | 5       | 2010 | 710,000      | MXP    |
| CHEVROLET                  | SUBURBAN       | (O)6.0 G 2500                           | sprt utl veh | 5       | 2010 | 763,000      | MXP    |
| CHEVROLET                  | SUBURBAN       | 5.3 A TELA                              | sprt utl veh | 5       | 2011 | 606,400      | MXP    |
| CHEVROLET                  | SUBURBAN       | 5.3 B PIEL DVD                          | sprt utl veh | 5       | 2011 | 656,400      | MXP    |
| CHEVROLET                  | SUBURBAN       | 5.3 C PIEL DVD                          | sprt utl veh | 5       | 2011 | 656,400      | MXP    |
| CHEVROLET                  | SUBURBAN       | 5.3 D 4X4 PIEL DVD QUEMACOCOS           | sprt utl veh | 5       | 2011 | 690,100      | MXP    |
| CHEVROLET                  | SUBURBAN       | 6.0 G 2500                              | sprt utl veh | 5       | 2011 | 798,200      | MXP    |
| CHEVROLET                  | TAHOE          | (O)5.3 A TELA                           | sprt utl veh | 5       | 2010 | 549,701      | MXP    |
| CHEVROLET                  | TAHOE          | (O)5.3 C PIEL DVD                       | sprt utl veh | 5       | 2010 | 578,700      | MXP    |
| CHEVROLET                  | TAHOE          | (O)5.3 D PIEL DVD                       | sprt utl veh | 5       | 2010 | 600,700      | MXP    |
| CHEVROLET                  | TAHOE          | (O)5.3 E Z71                            | sprt utl veh | 5       | 2010 | 621,700      | MXP    |
| CHEVROLET                  | TAHOE          | 5.3 A TELA                              | sprt utl veh | 5       | 2011 | 571,300      | MXP    |
| CHEVROLET                  | TAHOE          | 5.3 C PIEL DVD                          | sprt utl veh | 5       | 2011 | 611,100      | MXP    |
| CHEVROLET                  | TAHOE          | 5.3 D PIEL DVD                          | sprt utl veh | 5       | 2011 | 629,300      | MXP    |
| CHEVROLET                  | TAHOE          | 5.3 E Z71                               | sprt utl veh | 5       | 2011 | 650,800      | MXP    |
| CHEVROLET                  | TORNADO        | (O)1.8 PICK UP B                        | p-up         | 2       | 2011 | 149,200      | MXP    |
| CHEVROLET                  | TORNADO        | (O)1.8 PICK UP C                        | p-up         | 2       | 2011 | 181,800      | MXP    |
| CHEVROLET                  | TORNADO        | (O)1.8 PICK UP M                        | p-up         | 2       | 2011 | 165,500      | MXP    |
| CHEVROLET                  | TORNADO        | 1.8 PICK UP A                           | p-up         | 2       | 2011 | 162,500      | MXP    |
| CHEVROLET                  | TORNADO        | 1.8 PICK UP B                           | p-up         | 2       | 2011 | 175,500      | MXP    |
| CHEVROLET                  | TORNADO        | 1.8 PICK UP C                           | p-up         | 2       | 2011 | 195,200      | MXP    |
| CHEVROLET                  | TRAVERSE       | (O)3.6 TRAVERSE LT B PIEL QUEMACOCOS AT | sprt utl veh | 5       | 2010 | 497,800      | MXP    |
| CHEVROLET                  | TRAVERSE       | (O)3.6 TRAVERSE LT C TELA AT            | sprt utl veh | 5       | 2010 | 472,299      | MXP    |
| CHEVROLET                  | TRAVERSE       | 3.6 TRAVERSE LT B PIEL QUEMACOCOS AT    | sprt utl veh | 5       | 2011 | 515,600      | MXP    |
| CHEVROLET                  | TRAVERSE       | 3.6 TRAVERSE LT C TELA AT               | sprt utl veh | 5       | 2011 | 489,700      | MXP    |
| CHRYSLER                   | 200            | 2.4 LIMITED                             | sedan        | 4       | 2012 | 329,900      | MXP    |
| CHRYSLER                   | 200            | 2.4 TOURING                             | sedan        | 4       | 2012 | 289,900      | MXP    |
| CHRYSLER                   | 200            | 3.6 LIMITED                             | conv         | 2       | 2012 | 489,900      | MXP    |
| CHRYSLER                   | 200            | 3.6 LIMITED                             | sedan        | 4       | 2012 | 369,900      | MXP    |
| CHRYSLER                   | 300            | 3.5 V6                                  | sedan        | 4       | 2010 | 406,900      | MXP    |
| CHRYSLER                   | 300            | 5.7 C LUJO                              | sedan        | 4       | 2010 | 486,900      | MXP    |
| CHRYSLER                   | 300            | 5.7 V8 S ATX                            | sedan        | 4       | 2010 | 516,900      | MXP    |
| CHRYSLER                   | CIRRUS         | 2.4 SEDAN LIMITED                       | sedan        | 4       | 2010 | 304,900      | MXP    |
| CHRYSLER                   | CIRRUS         | 2.4 TOURING SEDAN                       | sedan        | 4       | 2010 | 274,900      | MXP    |
| CHRYSLER                   | CIRRUS         | 3.5 CONVERTIBLE LIMITED                 | conv         | 2       | 2010 | 454,900      | MXP    |
| CHRYSLER                   | CIRRUS         | 3.5 SEDAN LIMITED                       | sedan        | 4       | 2010 | 334,900      | MXP    |
| CHRYSLER                   | PT CRUISER     | 2.4 CLASSIC                             | mini MPV     | 5       | 2010 | 221,900      | MXP    |
| CHRYSLER                   | PT CRUISER     | 2.4 COUTURE EDITION                     | mini MPV     | 5       | 2010 | 235,900      | MXP    |
| CHRYSLER                   | TOWN & COUNTRY | (O)4.0 LIMITED                          | MV           | 5       | 2010 | 544,900      | MXP    |
| CHRYSLER                   | TOWN & COUNTRY | (O)4.0 LX                               | MV           | 5       | 2010 | 371,900      | MXP    |
| CHRYSLER                   | TOWN & COUNTRY | (O)4.0 SIGNATURE SERIES                 | MV           | 5       | 2010 | 469,900      | MXP    |
| CHRYSLER                   | TOWN & COUNTRY | (O)4.0 TOURING                          | MV           | 5       | 2010 | 458,900      | MXP    |
| CHRYSLER                   | TOWN & COUNTRY | 3.6 LIMITED                             | MV           | 5       | 2011 | 574,900      | MXP    |
| CHRYSLER                   | TOWN & COUNTRY | 3.6 LX                                  | MV           | 5       | 2011 | 399,900      | MXP    |
| CHRYSLER                   | TOWN & COUNTRY | 3.6 TOURING                             | MV           | 5       | 2011 | 489,900      | MXP    |
| DODGE                      | ATOS           | (O)1.1 BASICO                           | micro car    | 5       | 2010 | 100,900      | MXP    |
| DODGE                      | ATOS           | (O)1.1 BASICO AC                        | micro car    | 5       | 2010 | 109,900      | MXP    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |            |                            |               |         |      |              |        |
|----------------------------|------------|----------------------------|---------------|---------|------|--------------|--------|
| Marca                      | Modelo     | Version                    | Tipo          | Puertas | Año  | Precio lista | Moneda |
| DODGE                      | ATOS       | (O)1.1 LUJO                | micro car     | 5       | 2010 | 125,900      | MXP    |
| DODGE                      | ATOS       | 1.1 BASICO                 | micro car     | 5       | 2011 | 103,900      | MXP    |
| DODGE                      | ATOS       | 1.1 BASICO AC              | micro car     | 5       | 2011 | 112,900      | MXP    |
| DODGE                      | ATOS       | 1.1 LUJO                   | micro car     | 5       | 2011 | 128,900      | MXP    |
| DODGE                      | ATTITUDE   | (O)1.4 GL 4DRS MT          | sedan         | 4       | 2010 | 137,900      | MXP    |
| DODGE                      | ATTITUDE   | (O)1.4 GLS 4DRS TM         | sedan         | 4       | 2010 | 162,900      | MXP    |
| DODGE                      | ATTITUDE   | (O)1.4 GLS PREMIUM 4DRS TM | sedan         | 4       | 2010 | 176,900      | MXP    |
| DODGE                      | ATTITUDE   | (O)1.6 GL 4DRS AT          | sedan         | 4       | 2010 | 153,900      | MXP    |
| DODGE                      | ATTITUDE   | (O)1.6 GLS 4DRS AT         | sedan         | 4       | 2010 | 178,900      | MXP    |
| DODGE                      | ATTITUDE   | (O)1.6 GLS PREMIUM 4DRS AT | sedan         | 4       | 2010 | 192,900      | MXP    |
| DODGE                      | ATTITUDE   | 1.4 GL 4DRS MT             | sedan         | 4       | 2011 | 140,900      | MXP    |
| DODGE                      | ATTITUDE   | 1.4 GLS 4DRS TM            | sedan         | 4       | 2011 | 165,900      | MXP    |
| DODGE                      | ATTITUDE   | 1.4 GLS PREMIUM 4DRS TM    | sedan         | 4       | 2011 | 179,900      | MXP    |
| DODGE                      | ATTITUDE   | 1.6 GL 4DRS AT             | sedan         | 4       | 2011 | 156,900      | MXP    |
| DODGE                      | ATTITUDE   | 1.6 GLS 4DRS AT            | sedan         | 4       | 2011 | 181,900      | MXP    |
| DODGE                      | ATTITUDE   | 1.6 GLS PREMIUM 4DRS AT    | sedan         | 4       | 2011 | 195,900      | MXP    |
| DODGE                      | AVENGER    | (O)2.0 SE MTX              | sedan         | 4       | 2010 | 245,900      | MXP    |
| DODGE                      | AVENGER    | (O)2.4 SE ATX              | sedan         | 4       | 2010 | 245,900      | MXP    |
| DODGE                      | AVENGER    | (O)2.4 SXT ATX             | sedan         | 4       | 2010 | 266,200      | MXP    |
| DODGE                      | AVENGER    | (O)2.4 SXT ATX SPORT       | sedan         | 4       | 2010 | 289,900      | MXP    |
| DODGE                      | AVENGER    | 2.4 SE ATX                 | sedan         | 4       | 2011 | 249,900      | MXP    |
| DODGE                      | AVENGER    | 2.4 SXT ATX                | sedan         | 4       | 2011 | 274,900      | MXP    |
| DODGE                      | AVENGER    | 2.4 SXT ATX SPORT          | sedan         | 4       | 2011 | 304,900      | MXP    |
| DODGE                      | CALIBER    | (O)2.4 SE AUT. CVT AC      | hatchback     | 5       | 2010 | 229,900      | MXP    |
| DODGE                      | CALIBER    | (O)2.4 SE MANUAL AC        | hatchback     | 5       | 2010 | 219,900      | MXP    |
| DODGE                      | CALIBER    | (O)2.4 SXT BASE AUT.       | hatchback     | 5       | 2010 | 249,900      | MXP    |
| DODGE                      | CALIBER    | (O)2.4 SXT BASE MAN        | hatchback     | 5       | 2010 | 234,900      | MXP    |
| DODGE                      | CALIBER    | (O)2.4 SXT PREMIUM AUT.    | hatchback     | 5       | 2010 | 277,700      | MXP    |
| DODGE                      | CALIBER    | 2.4 SE AUT. CVT AC         | hatchback     | 5       | 2011 | 229,900      | MXP    |
| DODGE                      | CALIBER    | 2.4 SE MANUAL AC           | hatchback     | 5       | 2011 | 214,900      | MXP    |
| DODGE                      | CALIBER    | 2.4 SXT BASE AUT.          | hatchback     | 5       | 2011 | 249,900      | MXP    |
| DODGE                      | CALIBER    | 2.4 SXT BASE MAN           | hatchback     | 5       | 2011 | 234,900      | MXP    |
| DODGE                      | CALIBER    | 2.4 SXT PREMIUM AUT.       | hatchback     | 5       | 2011 | 277,700      | MXP    |
| DODGE                      | CHALLENGER | 5.7 RT                     | coupe         | 2       | 2011 | 479,900      | MXP    |
| DODGE                      | CHALLENGER | 6.4 SRT8                   | coupe         | 2       | 2011 | 599,900      | MXP    |
| DODGE                      | CHALLENGER | 6.4 SRT8 392               | coupe         | 2       | 2011 | 629,900      | MXP    |
| DODGE                      | CHARGER    | 3.5 SXT                    | sedan         | 4       | 2011 | 399,900      | MXP    |
| DODGE                      | CHARGER    | 3.5 SXT PREMIUM            | sedan         | 4       | 2011 | 449,900      | MXP    |
| DODGE                      | CHARGER    | 5.7 R/T                    | sedan         | 4       | 2011 | 499,900      | MXP    |
| DODGE                      | CHARGER    | 6.1 SRT-8                  | sedan         | 4       | 2010 | 539,900      | MXP    |
| DODGE                      | DURANGO    | 3.6 CREW LUXE V6 4X2       | sprt utl veh  | 5       | 2012 | 549,900      | MXP    |
| DODGE                      | DURANGO    | 3.6 V6 4X2                 | sprt utl veh  | 5       | 2012 | 469,900      | MXP    |
| DODGE                      | DURANGO    | 5.7 CITADEL V8 AWD         | sprt utl veh  | 5       | 2012 | 719,900      | MXP    |
| DODGE                      | DURANGO    | 5.7 CREW LUXE V8 4X2       | sprt utl veh  | 5       | 2012 | 599,900      | MXP    |
| DODGE                      | H100       | (O)2.5 VAN DIESEL MT       | cargo van     | 5       | 2010 | 269,600      | MXP    |
| DODGE                      | H100       | (O)2.5 WAGON DIESEL MT     | passenger van | 5       | 2010 | 327,900      | MXP    |
| DODGE                      | H100       | 2.5 DIESEL CHASIS CAB DH   | chass cab     | 2       | 2010 | 197,900      | MXP    |
| DODGE                      | H100       | 2.5 DIESEL PICK-UP DH      | p-up          | 2       | 2010 | 207,600      | MXP    |
| DODGE                      | H100       | 2.5 VAN DIESEL MT          | cargo van     | 5       | 2011 | 269,600      | MXP    |
| DODGE                      | H100       | 2.5 WAGON DIESEL MT        | passenger van | 5       | 2011 | 327,900      | MXP    |
| DODGE                      | JOURNEY    | (O)2.4 SE                  | sprt utl veh  | 5       | 2010 | 275,900      | MXP    |
| DODGE                      | JOURNEY    | (O)2.4 SXT 5 PASAJEROS     | sprt utl veh  | 5       | 2010 | 295,900      | MXP    |
| DODGE                      | JOURNEY    | (O)2.4 SXT 7 PASAJEROS     | sprt utl veh  | 5       | 2010 | 315,900      | MXP    |
| DODGE                      | JOURNEY    | (O)3.5 RT                  | sprt utl veh  | 5       | 2010 | 392,900      | MXP    |
| DODGE                      | JOURNEY    | (O)3.5 SXT PREMIUM         | sprt utl veh  | 5       | 2010 | 351,900      | MXP    |
| DODGE                      | JOURNEY    | 2.4 SE                     | sprt utl veh  | 5       | 2011 | 299,900      | MXP    |



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| 1a. Qna. de abril de 2011. |                 |                                   |               |         |      |              |        |
|----------------------------|-----------------|-----------------------------------|---------------|---------|------|--------------|--------|
| Marca                      | Modelo          | Version                           | Tipo          | Puertas | Año  | Precio lista | Moneda |
| DODGE                      | JOURNEY         | 2.4 SXT 5 PASAJEROS               | sprt utl veh  | 5       | 2011 | 319,900      | MXP    |
| DODGE                      | JOURNEY         | 2.4 SXT 7 PASAJEROS               | sprt utl veh  | 5       | 2011 | 339,900      | MXP    |
| DODGE                      | JOURNEY         | 3.5 RT                            | sprt utl veh  | 5       | 2011 | 429,900      | MXP    |
| DODGE                      | JOURNEY         | 3.5 SXT PREMIUM                   | sprt utl veh  | 5       | 2011 | 379,900      | MXP    |
| DODGE                      | NITRO           | (O)3.7 ATX 4X2                    | sprt utl veh  | 5       | 2010 | 324,900      | MXP    |
| DODGE                      | NITRO           | (O)3.7 SXT PREMIUM AT 4X2         | sprt utl veh  | 5       | 2010 | 364,900      | MXP    |
| DODGE                      | NITRO           | 3.7 ATX 4X2                       | sprt utl veh  | 5       | 2011 | 334,900      | MXP    |
| DODGE                      | NITRO           | 3.7 SXT PREMIUM AT 4X2            | sprt utl veh  | 5       | 2011 | 394,900      | MXP    |
| DODGE                      | VIPER           | 8.4 SRT-10                        | conv          | 2       | 2010 | 1,479,900    | MXP    |
| DODGE                      | VIPER           | 8.4 SRT-10 COUPE                  | coupe         | 2       | 2010 | 1,479,900    | MXP    |
| FERRARI                    | 458             | 4.5 ITALIA DCT                    | coupe         | 2       | 2011 | 315,000      | USD    |
| FERRARI                    | 599             | 6.0 GTB FIORANO F1                | coupe         | 2       | 2011 | 419,000      | USD    |
| FERRARI                    | 612             | 5.7 SCAGLIETTI F1A                | coupe         | 2       | 2011 | 415,000      | USD    |
| FERRARI                    | CALIFORNIA      | 4.3 F1                            | conv          | 2       | 2011 | 279,900      | USD    |
| FIAT                       | 500             | 1.4 CLASSIC AT                    | hatchback     | 3       | 2011 | 254,900      | MXP    |
| FIAT                       | 500             | 1.4 LOUNGE AT                     | hatchback     | 3       | 2011 | 281,900      | MXP    |
| FIAT                       | 500             | 1.4 POP AT                        | hatchback     | 3       | 2011 | 256,900      | MXP    |
| FIAT                       | 500             | 1.4 SPORT MT                      | hatchback     | 3       | 2011 | 271,900      | MXP    |
| FIAT                       | 500             | 1.4 VINTAGE AT                    | hatchback     | 3       | 2011 | 298,900      | MXP    |
| FIAT                       | DUCATO          | 2.3 CARGO VAN 15 XL               | cargo van     | 4       | 2011 | 421,900      | MXP    |
| FIAT                       | DUCATO          | 3.0 CARGO VAN 15 XL               | cargo van     | 4       | 2011 | 431,900      | MXP    |
| FIAT                       | LINEA           | 1.4 DYNAMIC MT                    | sedan         | 4       | 2011 | 218,900      | MXP    |
| FIAT                       | PANDA           | 1.2 DYNAMIC DUALOGIC 5 VEL        | hatchback     | 5       | 2011 | 162,900      | MXP    |
| FIAT                       | PANDA           | 1.2 DYNAMIC MANUAL 5 VEL          | hatchback     | 5       | 2011 | 147,500      | MXP    |
| FORD                       | COURIER         | (O)1.6 L TM                       | p-up          | 2       | 2010 | 136,900      | MXP    |
| FORD                       | COURIER         | (O)1.6 L TM DH AC                 | p-up          | 2       | 2010 | 150,600      | MXP    |
| FORD                       | COURIER         | (O)1.6 XL TM 4X2                  | p-up          | 2       | 2010 | 166,900      | MXP    |
| FORD                       | COURIER         | 1.6 L TM                          | p-up          | 2       | 2011 | 148,100      | MXP    |
| FORD                       | COURIER         | 1.6 L TM DH AC                    | p-up          | 2       | 2011 | 162,900      | MXP    |
| FORD                       | COURIER         | 1.6 XL TM 4X2                     | p-up          | 2       | 2011 | 180,500      | MXP    |
| FORD                       | ECONOLINE VAN   | (O)4.6 E150 V8 AC AT              | cargo van     | 4       | 2010 | 344,600      | MXP    |
| FORD                       | ECONOLINE VAN   | (O)4.6 E150 V8 AT                 | cargo van     | 4       | 2010 | 329,500      | MXP    |
| FORD                       | ECONOLINE VAN   | 4.6 E150 V8 AC AT                 | cargo van     | 4       | 2011 | 360,000      | MXP    |
| FORD                       | ECONOLINE VAN   | 4.6 E150 V8 AT                    | cargo van     | 4       | 2011 | 344,200      | MXP    |
| FORD                       | ECONOLINE WAGON | (O)4.6 XL V8 8 PAS AT             | passenger van | 4       | 2010 | 399,700      | MXP    |
| FORD                       | ECONOLINE WAGON | (O)5.4 XL V8 15 PAS AT            | passenger van | 4       | 2010 | 563,000      | MXP    |
| FORD                       | ECONOLINE WAGON | 4.6 XL V8 8 PAS AT                | passenger van | 4       | 2011 | 419,100      | MXP    |
| FORD                       | ECONOLINE WAGON | 5.4 XL V8 15 PAS AT               | passenger van | 4       | 2011 | 590,000      | MXP    |
| FORD                       | ECOSPORT        | (O)2.0 4X2 AT TELA                | sprt utl veh  | 5       | 2010 | 263,953      | MXP    |
| FORD                       | ECOSPORT        | (O)2.0 4X2 MT                     | sprt utl veh  | 5       | 2010 | 234,953      | MXP    |
| FORD                       | ECOSPORT        | 2.0 4X2 AT TELA                   | sprt utl veh  | 5       | 2011 | 288,700      | MXP    |
| FORD                       | ECOSPORT        | 2.0 4X2 MT                        | sprt utl veh  | 5       | 2011 | 262,053      | MXP    |
| FORD                       | EDGE            | (O)3.5 LIMITED V6 PIEL DVD AT     | sprt utl veh  | 5       | 2010 | 477,812      | MXP    |
| FORD                       | EDGE            | (O)3.5 LIMITED V6 PIEL SUNROOF AT | sprt utl veh  | 5       | 2010 | 477,812      | MXP    |
| FORD                       | EDGE            | (O)3.5 SEL AT                     | sprt utl veh  | 5       | 2010 | 406,056      | MXP    |
| FORD                       | EDGE            | 3.5 BASE SE V6 AT                 | sprt utl veh  | 5       | 2011 | 399,500      | MXP    |
| FORD                       | EDGE            | 3.5 LIMITED V6 PIEL SUNROOF AT    | sprt utl veh  | 5       | 2011 | 510,800      | MXP    |
| FORD                       | EDGE            | 3.5 SEL AT                        | sprt utl veh  | 5       | 2011 | 443,000      | MXP    |
| FORD                       | EDGE            | 3.5 SPORT AT                      | sprt utl veh  | 5       | 2010 | 518,612      | MXP    |
| FORD                       | ESCAPE          | (O)2.5 XLS I4 AT                  | sprt utl veh  | 5       | 2010 | 314,366      | MXP    |
| FORD                       | ESCAPE          | (O)2.5 XLS I4 MT                  | sprt utl veh  | 5       | 2010 | 290,921      | MXP    |
| FORD                       | ESCAPE          | (O)2.5 XLT PIEL I4 AT             | sprt utl veh  | 5       | 2010 | 340,570      | MXP    |
| FORD                       | ESCAPE          | (O)3.0 LIMITED AT                 | sprt utl veh  | 5       | 2010 | 377,428      | MXP    |
| FORD                       | ESCAPE          | 2.5 XLS I4 AT                     | sprt utl veh  | 5       | 2011 | 327,900      | MXP    |
| FORD                       | ESCAPE          | 2.5 XLS I4 MT                     | sprt utl veh  | 5       | 2011 | 303,600      | MXP    |
| FORD                       | ESCAPE          | 2.5 XLT PIEL I4 AT                | sprt utl veh  | 5       | 2011 | 355,400      | MXP    |



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| 1a. Qna. de abril de 2011. |            |  |              |         |      |              |        |
|----------------------------|------------|--|--------------|---------|------|--------------|--------|
| Marca                      | Modelo     | Version                                  | Tipo         | Puertas | Año  | Precio lista | Moneda |
| FORD                       | ESCAPE     | 3.0 LIMITED AT                           | sprt utl veh | 5       | 2011 | 391,500      | MXP    |
| FORD                       | ESCAPE     | 3.0 LIMITED PLUS AT                      | sprt utl veh | 5       | 2011 | 419,100      | MXP    |
| FORD                       | ESCAPE     | 3.0 LIMITED PLUS RIN 17 AT               | sprt utl veh | 5       | 2011 | 423,200      | MXP    |
| FORD                       | ESCAPE     | 3.0 LIMITED RIN 17 AT                    | sprt utl veh | 5       | 2011 | 395,600      | MXP    |
| FORD                       | EXPEDITION | (O)5.4 KING RANCH 4X2 V8 AT              | sprt utl veh | 5       | 2010 | 623,991      | MXP    |
| FORD                       | EXPEDITION | (O)5.4 LIMITED 4X2 V8 AT                 | sprt utl veh | 5       | 2010 | 605,091      | MXP    |
| FORD                       | EXPEDITION | (O)5.4 MAX LIMITED 4X2 V8 AT             | sprt utl veh | 5       | 2010 | 636,701      | MXP    |
| FORD                       | EXPEDITION | 5.4 KING RANCH 4X2 V8 AT                 | sprt utl veh | 5       | 2011 | 669,600      | MXP    |
| FORD                       | EXPEDITION | 5.4 LIMITED 4X2 V8 AT                    | sprt utl veh | 5       | 2011 | 656,100      | MXP    |
| FORD                       | EXPEDITION | 5.4 MAX LIMITED 4X2 V8 AT                | sprt utl veh | 5       | 2011 | 688,500      | MXP    |
| FORD                       | EXPLORER   | 3.5 LIMITED V6 4X2 AT                    | sprt utl veh | 5       | 2011 | 615,700      | MXP    |
| FORD                       | EXPLORER   | 3.5 LIMITED V6 4X4 AT                    | sprt utl veh | 5       | 2011 | 665,800      | MXP    |
| FORD                       | EXPLORER   | 3.5 XLT BASE 4X2 V6 AT                   | sprt utl veh | 5       | 2011 | 465,700      | MXP    |
| FORD                       | EXPLORER   | 3.5 XLT V6 4X2 AT                        | sprt utl veh | 5       | 2011 | 484,600      | MXP    |
| FORD                       | EXPLORER   | 3.5 XLT V6 PIEL 4X2 AT                   | sprt utl veh | 5       | 2011 | 527,700      | MXP    |
| FORD                       | F-150      | 3.7 XL REG 4X2 V6 AT                     | p-up         | 2       | 2011 | 302,900      | MXP    |
| FORD                       | F-150      | 3.7 XL REG 4X4 V6 AT                     | p-up         | 2       | 2011 | 334,600      | MXP    |
| FORD                       | F-150      | 3.7 XL SUP CAB 4X2 V6 AT                 | p-up         | 4       | 2011 | 334,300      | MXP    |
| FORD                       | F-150      | 5.0 3V LOBO SUPER CAB 4X2 TA             | p-up         | 4       | 2011 | 463,600      | MXP    |
| FORD                       | F-150      | 5.0 LOBO CREW CAB 4X2 LARIAT AT          | p-up         | 4       | 2011 | 600,200      | MXP    |
| FORD                       | F-150      | 5.0 LOBO CREW CAB 4X2 XLT AT             | p-up         | 4       | 2011 | 505,700      | MXP    |
| FORD                       | F-150      | 5.0 LOBO CREW CAB 4X4 LARIAT AT          | p-up         | 4       | 2011 | 635,200      | MXP    |
| FORD                       | F-150      | 5.0 LOBO KING RANCH 4X2 AT               | p-up         | 4       | 2011 | 620,000      | MXP    |
| FORD                       | F-150      | 5.0 LOBO KING RANCH 4X4 AT               | p-up         | 4       | 2011 | 653,900      | MXP    |
| FORD                       | F-150      | 5.0 LOBO REGULAR CAB 4X2 TA              | p-up         | 2       | 2011 | 409,200      | MXP    |
| FORD                       | F-150      | 5.0 LOBO REGULAR CAB 4X4 TA XLT          | p-up         | 2       | 2011 | 431,800      | MXP    |
| FORD                       | F-150      | 5.0 LOBO SUPER CAB 4X4 SPORT TA          | p-up         | 4       | 2011 | 538,100      | MXP    |
| FORD                       | F-150      | 6.2 LOBO LIMITED EDITION 4X2 AT          | p-up         | 4       | 2011 | 640,100      | MXP    |
| FORD                       | F-150      | 6.2 LOBO SVT RAPTOR 4X4 TA               | p-up         | 4       | 2011 | 661,200      | MXP    |
| FORD                       | F-250      | (O)6.4 SUPER DUTY DIESEL CREW CAB 4X4 AT | p-up         | 4       | 2010 | 558,800      | MXP    |
| FORD                       | F-250      | 5.4 LOBO CREW CAB HARLEY DAVIDSON AT     | p-up         | 4       | 2010 | 689,400      | MXP    |
| FORD                       | F-250      | 6.7 SUPER DUTY DIESEL CREW CAB 4X4 AT    | p-up         | 4       | 2011 | 597,700      | MXP    |
| FORD                       | F-350      | (O)5.4 KTP XL AT                         | chass cab    | 2       | 2010 | 305,497      | MXP    |
| FORD                       | F-350      | (O)5.4 KTP XL MT                         | chass cab    | 2       | 2010 | 289,467      | MXP    |
| FORD                       | F-350      | (O)5.4 KTP XL PLUS                       | chass cab    | 2       | 2010 | 296,097      | MXP    |
| FORD                       | F-350      | (O)5.4 KTP XL PLUS AC                    | chass cab    | 2       | 2010 | 306,597      | MXP    |
| FORD                       | F-350      | (O)5.4 KTP XL PLUS AT AC                 | chass cab    | 2       | 2010 | 320,097      | MXP    |
| FORD                       | F-350      | 6.2 KTP XL AT                            | chass cab    | 2       | 2011 | 335,400      | MXP    |
| FORD                       | F-350      | 6.2 KTP XL MT                            | chass cab    | 2       | 2011 | 316,300      | MXP    |
| FORD                       | F-350      | 6.2 KTP XLT                              | chass cab    | 2       | 2011 | 323,700      | MXP    |
| FORD                       | F-350      | 6.2 KTP XLT AC                           | chass cab    | 2       | 2011 | 335,000      | MXP    |
| FORD                       | F-350      | 6.2 KTP XLT AT AC                        | chass cab    | 2       | 2011 | 351,200      | MXP    |
| FORD                       | F-450      | (O)6.4 KTP XL DIESEL AT                  | chass cab    | 2       | 2010 | 463,200      | MXP    |
| FORD                       | F-450      | (O)6.4 KTP XL DIESEL MT                  | chass cab    | 2       | 2010 | 448,900      | MXP    |
| FORD                       | F-450      | (O)6.8 KTP XL AT                         | chass cab    | 2       | 2010 | 384,000      | MXP    |
| FORD                       | F-450      | (O)6.8 KTP XL MT                         | chass cab    | 2       | 2010 | 368,500      | MXP    |
| FORD                       | F-450      | 6.7 KTP DIESEL AT                        | chass cab    | 2       | 2011 | 502,300      | MXP    |
| FORD                       | F-450      | 6.8 KTP AT                               | chass cab    | 2       | 2011 | 413,300      | MXP    |
| FORD                       | F-550      | (O)6.4 KTP SUPER DUTY XL DIESEL AT       | chass cab    | 2       | 2010 | 520,200      | MXP    |
| FORD                       | F-550      | (O)6.4 KTP SUPER DUTY XL DIESEL MT       | chass cab    | 2       | 2010 | 506,000      | MXP    |
| FORD                       | F-550      | (O)6.8 KTP SUPER DUTY XL V10 AT          | chass cab    | 2       | 2010 | 440,500      | MXP    |
| FORD                       | F-550      | (O)6.8 KTP SUPER DUTY XL V10 MT          | chass cab    | 2       | 2010 | 426,700      | MXP    |
| FORD                       | F-550      | 6.7 KTP SUPER DUTY XL DIESEL AT          | chass cab    | 2       | 2011 | 563,600      | MXP    |
| FORD                       | F-550      | 6.8 KTP SUPER DUTY XL V10 AT             | chass cab    | 2       | 2011 | 474,000      | MXP    |
| FORD                       | FIESTA     | (O)1.6 SEDAN FIRST                       | sedan        | 4       | 2010 | 141,334      | MXP    |
| FORD                       | FIESTA     | (O)1.6 SEDAN FIRST AC                    | sedan        | 4       | 2010 | 155,533      | MXP    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |             |                                      |           |         |      |              |        |
|----------------------------|-------------|--------------------------------------|-----------|---------|------|--------------|--------|
| Marca                      | Modelo      | Version                              | Tipo      | Puertas | Año  | Precio lista | Moneda |
| FORD                       | FIESTA      | (O)1.6 SEDAN FIRST AC AT             | sedan     | 4       | 2010 | 177,633      | MXP    |
| FORD                       | FIESTA      | (O)1.6 SEDAN TREND COMFORT           | sedan     | 4       | 2010 | 178,833      | MXP    |
| FORD                       | FIESTA      | (O)1.6 SEDAN TREND COMFORT AT        | sedan     | 4       | 2010 | 194,633      | MXP    |
| FORD                       | FIESTA      | 1.6 200 MT                           | hatchback | 5       | 2011 | 279,344      | MXP    |
| FORD                       | FIESTA      | 1.6 S AT                             | sedan     | 4       | 2011 | 202,700      | MXP    |
| FORD                       | FIESTA      | 1.6 S MT                             | sedan     | 4       | 2011 | 183,000      | MXP    |
| FORD                       | FIESTA      | 1.6 SE AT                            | sedan     | 4       | 2011 | 223,700      | MXP    |
| FORD                       | FIESTA      | 1.6 SE MT                            | sedan     | 4       | 2011 | 209,900      | MXP    |
| FORD                       | FIESTA      | 1.6 SES MT                           | hatchback | 5       | 2011 | 243,900      | MXP    |
| FORD                       | FIESTA IKON | 1.6 SEDAN FIRST                      | sedan     | 4       | 2011 | 154,400      | MXP    |
| FORD                       | FIESTA IKON | 1.6 SEDAN FIRST AC                   | sedan     | 4       | 2011 | 169,900      | MXP    |
| FORD                       | FOCUS       | (O)2.0 EUROPA AMBIENTE AT            | sedan     | 4       | 2010 | 232,119      | MXP    |
| FORD                       | FOCUS       | (O)2.0 EUROPA AMBIENTE MT            | sedan     | 4       | 2010 | 217,237      | MXP    |
| FORD                       | FOCUS       | (O)2.0 EUROPA SPORT AT               | sedan     | 4       | 2010 | 262,443      | MXP    |
| FORD                       | FOCUS       | (O)2.0 EUROPA SPORT AT 5DR.          | hatchback | 5       | 2010 | 262,443      | MXP    |
| FORD                       | FOCUS       | (O)2.0 EUROPA SPORT MT               | sedan     | 4       | 2010 | 247,943      | MXP    |
| FORD                       | FOCUS       | (O)2.5 EUROPA RS                     | hatchback | 3       | 2010 | 470,000      | MXP    |
| FORD                       | FOCUS       | (O)2.5 EUROPA ST                     | hatchback | 3       | 2010 | 349,200      | MXP    |
| FORD                       | FOCUS       | 2.0 EUROPA AMBIENTE AT               | sedan     | 4       | 2011 | 236,600      | MXP    |
| FORD                       | FOCUS       | 2.0 EUROPA AMBIENTE MT               | sedan     | 4       | 2011 | 221,400      | MXP    |
| FORD                       | FOCUS       | 2.0 EUROPA SPORT AT                  | sedan     | 4       | 2011 | 270,700      | MXP    |
| FORD                       | FOCUS       | 2.0 EUROPA SPORT AT 5DR.             | hatchback | 5       | 2011 | 270,700      | MXP    |
| FORD                       | FOCUS       | 2.0 EUROPA SPORT MT                  | sedan     | 4       | 2011 | 252,700      | MXP    |
| FORD                       | FOCUS       | 2.5 EUROPA RS                        | hatchback | 3       | 2011 | 479,400      | MXP    |
| FORD                       | FOCUS       | 2.5 EUROPA ST                        | hatchback | 3       | 2011 | 356,400      | MXP    |
| FORD                       | FUSION      | (O)2.5 S I4 AT                       | sedan     | 4       | 2010 | 279,298      | MXP    |
| FORD                       | FUSION      | (O)2.5 SE I4 AT                      | sedan     | 4       | 2010 | 299,508      | MXP    |
| FORD                       | FUSION      | (O)2.5 SEL I4 AT PIEL                | sedan     | 4       | 2010 | 361,228      | MXP    |
| FORD                       | FUSION      | (O)2.5 SEL I4 AT PIEL MID            | sedan     | 4       | 2010 | 332,625      | MXP    |
| FORD                       | FUSION      | (O)3.0 SE V6 AT                      | sedan     | 4       | 2010 | 314,608      | MXP    |
| FORD                       | FUSION      | (O)3.0 SEL V6 PIEL AT                | sedan     | 4       | 2010 | 375,928      | MXP    |
| FORD                       | FUSION      | (O)3.5 SPORT V6 AT                   | sedan     | 4       | 2010 | 375,928      | MXP    |
| FORD                       | FUSION      | 2.5 S I4 AT                          | sedan     | 4       | 2011 | 294,800      | MXP    |
| FORD                       | FUSION      | 2.5 SE I4 AT                         | sedan     | 4       | 2011 | 311,000      | MXP    |
| FORD                       | FUSION      | 2.5 SE ST I4 AT                      | sedan     | 4       | 2011 | 334,500      | MXP    |
| FORD                       | FUSION      | 2.5 SEL I4 AT PIEL                   | sedan     | 4       | 2011 | 381,800      | MXP    |
| FORD                       | FUSION      | 3.0 SE V6 AT                         | sedan     | 4       | 2011 | 326,600      | MXP    |
| FORD                       | FUSION      | 3.0 SEL V6 PIEL AT                   | sedan     | 4       | 2011 | 395,700      | MXP    |
| FORD                       | FUSION      | 3.5 SPORT V6 AT                      | sedan     | 4       | 2011 | 395,700      | MXP    |
| FORD                       | MUSTANG     | (O)4.0 COUPE LUJO V6 AT TELA         | coupe     | 2       | 2010 | 353,265      | MXP    |
| FORD                       | MUSTANG     | (O)4.0 COUPE LUJO V6 MT TELA         | coupe     | 2       | 2010 | 353,285      | MXP    |
| FORD                       | MUSTANG     | (O)4.6 GT EQUIPADO CONVERTIBLE AT    | conv      | 2       | 2010 | 512,600      | MXP    |
| FORD                       | MUSTANG     | (O)4.6 GT EQUIPADO VIP AT            | coupe     | 2       | 2010 | 442,628      | MXP    |
| FORD                       | MUSTANG     | (O)4.6 GT EQUIPADO VIP GLASS ROOF AT | coupe     | 2       | 2010 | 460,913      | MXP    |
| FORD                       | MUSTANG     | (O)4.6 GT EQUIPADO VIP MT            | coupe     | 2       | 2010 | 442,628      | MXP    |
| FORD                       | MUSTANG     | (O)5.4 SHELBY CONVERTIBLE            | conv      | 2       | 2010 | 851,200      | MXP    |
| FORD                       | MUSTANG     | (O)5.4 SHELBY COUPE                  | coupe     | 2       | 2010 | 777,000      | MXP    |
| FORD                       | MUSTANG     | 3.7 COUPE LUJO V6 AT TELA            | coupe     | 2       | 2011 | 378,000      | MXP    |
| FORD                       | MUSTANG     | 5.0 GT EQUIPADO CONVERTIBLE AT       | conv      | 2       | 2011 | 548,500      | MXP    |
| FORD                       | MUSTANG     | 5.0 GT EQUIPADO VIP AT               | coupe     | 2       | 2011 | 476,800      | MXP    |
| FORD                       | MUSTANG     | 5.0 GT EQUIPADO VIP GLASS ROOF AT    | coupe     | 2       | 2011 | 495,600      | MXP    |
| FORD                       | MUSTANG     | 5.0 GT EQUIPADO VIP MT               | coupe     | 2       | 2011 | 476,800      | MXP    |
| FORD                       | MUSTANG     | 5.4 SHELBY CONVERTIBLE               | conv      | 2       | 2011 | 900,000      | MXP    |
| FORD                       | MUSTANG     | 5.4 SHELBY COUPE                     | coupe     | 2       | 2011 | 799,500      | MXP    |
| FORD                       | RANGER      | (O)2.3 HD CHASSIS I4 TM              | chass cab | 2       | 2010 | 184,300      | MXP    |
| FORD                       | RANGER      | (O)2.3 XL 4DR CREW CAB MT            | p-up      | 4       | 2010 | 223,300      | MXP    |



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| 1a. Qna. de abril de 2011. |         |  |               |         |      |              |        |
|----------------------------|---------|--|---------------|---------|------|--------------|--------|
| Marca                      | Modelo  | Version                                  | Tipo          | Puertas | Año  | Precio lista | Moneda |
| FORD                       | RANGER  | (O)2.3 XL CREW CAB 4DR MT AA             | p-up          | 4       | 2010 | 232,200      | MXP    |
| FORD                       | RANGER  | (O)2.3 XL LWB I4 TM                      | p-up          | 2       | 2010 | 207,600      | MXP    |
| FORD                       | RANGER  | (O)2.3 XL LWB I4 TM AC                   | p-up          | 2       | 2010 | 217,600      | MXP    |
| FORD                       | RANGER  | (O)2.3 XLT CREW CAB LIMITED              | p-up          | 4       | 2010 | 281,400      | MXP    |
| FORD                       | RANGER  | (O)2.3 XLT CREW CAB MT AA                | p-up          | 4       | 2010 | 256,300      | MXP    |
| FORD                       | RANGER  | 2.3 HD CHASSIS I4 TM                     | chass cab     | 2       | 2011 | 197,900      | MXP    |
| FORD                       | RANGER  | 2.3 XL 4DR CREW CAB MT                   | p-up          | 4       | 2011 | 239,800      | MXP    |
| FORD                       | RANGER  | 2.3 XL CREW CAB 4DR MT AA                | p-up          | 4       | 2011 | 249,300      | MXP    |
| FORD                       | RANGER  | 2.3 XL LWB I4 TM                         | p-up          | 2       | 2011 | 228,600      | MXP    |
| FORD                       | RANGER  | 2.3 XL LWB I4 TM AC                      | p-up          | 2       | 2011 | 233,700      | MXP    |
| FORD                       | RANGER  | 2.3 XLT CREW CAB MT AA                   | p-up          | 4       | 2011 | 274,100      | MXP    |
| FORD                       | TRANSIT | (O)2.2 CHASSIS CORTA DIESEL              | chass cab     | 2       | 2010 | 297,500      | MXP    |
| FORD                       | TRANSIT | (O)2.2 CHASSIS CORTA DIESEL A/A          | chass cab     | 2       | 2010 | 310,900      | MXP    |
| FORD                       | TRANSIT | (O)2.2 CORTA DIESEL 6VEL                 | passenger van | 4       | 2010 | 341,600      | MXP    |
| FORD                       | TRANSIT | (O)2.2 CORTA DIESEL AC 6VEL              | passenger van | 4       | 2010 | 360,800      | MXP    |
| FORD                       | TRANSIT | (O)2.2 LARGA DIESEL 6VEL                 | passenger van | 4       | 2010 | 352,400      | MXP    |
| FORD                       | TRANSIT | (O)2.2 LARGA DIESEL AC 6VEL              | passenger van | 4       | 2010 | 371,500      | MXP    |
| FORD                       | TRANSIT | (O)2.2 LARGA DIESEL S/AC S/ASIENTOS T 6V | combi         | 4       | 2010 | 369,300      | MXP    |
| FORD                       | TRANSIT | (O)2.2 VAN CORTA DIESEL 6VEL             | cargo van     | 4       | 2010 | 311,000      | MXP    |
| FORD                       | TRANSIT | (O)2.2 VAN CORTA DIESEL AC 6VEL          | cargo van     | 4       | 2010 | 325,000      | MXP    |
| FORD                       | TRANSIT | (O)2.2 VAN LARGA DIESEL 6VEL             | cargo van     | 4       | 2010 | 323,200      | MXP    |
| FORD                       | TRANSIT | (O)2.2 VAN LARGA DIESEL AC 6VEL          | cargo van     | 4       | 2010 | 337,300      | MXP    |
| FORD                       | TRANSIT | 2.2 CHASSIS CORTA DIESEL                 | chass cab     | 2       | 2011 | 309,500      | MXP    |
| FORD                       | TRANSIT | 2.2 CHASSIS CORTA DIESEL A/A             | chass cab     | 2       | 2011 | 323,300      | MXP    |
| FORD                       | TRANSIT | 2.2 CORTA DIESEL 6VEL                    | passenger van | 4       | 2011 | 356,800      | MXP    |
| FORD                       | TRANSIT | 2.2 CORTA DIESEL AC 6VEL                 | passenger van | 4       | 2011 | 376,600      | MXP    |
| FORD                       | TRANSIT | 2.2 LARGA DIESEL 6VEL                    | passenger van | 4       | 2011 | 367,900      | MXP    |
| FORD                       | TRANSIT | 2.2 LARGA DIESEL AC 6VEL                 | passenger van | 4       | 2011 | 387,900      | MXP    |
| FORD                       | TRANSIT | 2.2 LARGA DIESEL S/AC S/ASIENTOS T 6VEL  | combi         | 4       | 2011 | 385,600      | MXP    |
| FORD                       | TRANSIT | 2.2 VAN CORTA DIESEL 6VEL                | cargo van     | 4       | 2011 | 323,600      | MXP    |
| FORD                       | TRANSIT | 2.2 VAN CORTA DIESEL AC 6VEL             | cargo van     | 4       | 2011 | 338,100      | MXP    |
| FORD                       | TRANSIT | 2.2 VAN LARGA DIESEL 6VEL                | cargo van     | 4       | 2011 | 336,200      | MXP    |
| FORD                       | TRANSIT | 2.2 VAN LARGA DIESEL AC 6VEL             | cargo van     | 4       | 2011 | 350,900      | MXP    |
| GMC                        | ACADIA  | (O)3.6 B PIEL                            | sprt utl veh  | 5       | 2010 | 536,700      | MXP    |
| GMC                        | ACADIA  | (O)3.6 C PIEL AWD                        | sprt utl veh  | 5       | 2010 | 583,100      | MXP    |
| GMC                        | ACADIA  | (O)3.6 D PIEL AWD BANCA                  | sprt utl veh  | 5       | 2010 | 583,100      | MXP    |
| GMC                        | ACADIA  | 3.6 B PIEL                               | sprt utl veh  | 5       | 2011 | 555,300      | MXP    |
| GMC                        | ACADIA  | 3.6 C PIEL AWD                           | sprt utl veh  | 5       | 2011 | 602,500      | MXP    |
| GMC                        | ACADIA  | 3.6 D PIEL AWD BANCA                     | sprt utl veh  | 5       | 2011 | 602,500      | MXP    |
| GMC                        | CANYON  | (O)3.7 C                                 | p-up          | 4       | 2010 | 369,800      | MXP    |
| GMC                        | CANYON  | 3.7 C                                    | p-up          | 4       | 2011 | 380,670      | MXP    |
| GMC                        | SIERRA  | (O)5.3 4X4 CREW CAB B                    | p-up          | 4       | 2010 | 539,200      | MXP    |
| GMC                        | SIERRA  | (O)5.3 4X4 REG CAB B                     | p-up          | 2       | 2010 | 427,000      | MXP    |
| GMC                        | SIERRA  | (O)6.2 DENALI AWD C                      | p-up          | 4       | 2010 | 592,500      | MXP    |
| GMC                        | SIERRA  | 5.3 4X4 CREW CAB B                       | p-up          | 4       | 2011 | 565,000      | MXP    |
| GMC                        | SIERRA  | 5.3 4X4 REG CAB B                        | p-up          | 2       | 2011 | 443,690      | MXP    |
| GMC                        | SIERRA  | 6.2 DENALI AWD C                         | p-up          | 4       | 2011 | 620,200      | MXP    |
| GMC                        | TERRAIN | 3.0 PIEL - SLT FWD C AT                  | sprt utl veh  | 5       | 2011 | 459,900      | MXP    |
| GMC                        | YUKON   | (O)6.2 C DENALI AWD                      | sprt utl veh  | 5       | 2010 | 663,200      | MXP    |
| GMC                        | YUKON   | 6.2 C DENALI AWD                         | sprt utl veh  | 5       | 2011 | 688,300      | MXP    |
| HONDA                      | ACCORD  | (O)2.4 EX L4 AT                          | sedan         | 4       | 2010 | 335,000      | MXP    |
| HONDA                      | ACCORD  | (O)2.4 LX L4 AT                          | sedan         | 4       | 2010 | 298,000      | MXP    |
| HONDA                      | ACCORD  | (O)3.5 EX V6 COUPE AT                    | coupe         | 2       | 2010 | 399,000      | MXP    |
| HONDA                      | ACCORD  | (O)3.5 EX-V6 AT                          | sedan         | 4       | 2010 | 379,000      | MXP    |
| HONDA                      | ACCORD  | 2.4 EX L L4 AT                           | sedan         | 4       | 2011 | 351,000      | MXP    |
| HONDA                      | ACCORD  | 2.4 LX L4 AT                             | sedan         | 4       | 2011 | 314,000      | MXP    |



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| 1a. Qna. de abril de 2011. |                  |                           |              |         |      |              |        |
|----------------------------|------------------|---------------------------|--------------|---------|------|--------------|--------|
| Marca                      | Modelo           | Version                   | Tipo         | Puertas | Año  | Precio lista | Moneda |
| HONDA                      | ACCORD           | 3.5 EX L V6 AT            | sedan        | 4       | 2011 | 395,000      | MXP    |
| HONDA                      | ACCORD           | 3.5 EX V6 COUPE AT        | coupe        | 2       | 2011 | 415,000      | MXP    |
| HONDA                      | ACCORD CROSSTOUR | (O)3.5 EXL V6 AT          | hatchback    | 5       | 2010 | 468,000      | MXP    |
| HONDA                      | ACCORD CROSSTOUR | 3.5 EXL V6 AT             | hatchback    | 5       | 2011 | 469,000      | MXP    |
| HONDA                      | CITY             | (O)1.5 EX AT              | sedan        | 4       | 2010 | 242,000      | MXP    |
| HONDA                      | CITY             | (O)1.5 EX MT              | sedan        | 4       | 2010 | 226,000      | MXP    |
| HONDA                      | CITY             | (O)1.5 LX AT              | sedan        | 4       | 2010 | 229,000      | MXP    |
| HONDA                      | CITY             | (O)1.5 LX MT              | sedan        | 4       | 2010 | 212,000      | MXP    |
| HONDA                      | CITY             | 1.5 EX AT                 | sedan        | 4       | 2011 | 244,000      | MXP    |
| HONDA                      | CITY             | 1.5 EX MT                 | sedan        | 4       | 2011 | 228,000      | MXP    |
| HONDA                      | CITY             | 1.5 LX AT                 | sedan        | 4       | 2011 | 231,000      | MXP    |
| HONDA                      | CITY             | 1.5 LX MT                 | sedan        | 4       | 2011 | 214,000      | MXP    |
| HONDA                      | CIVIC            | (O)1.8 EX AT 2DRS         | coupe        | 2       | 2010 | 284,000      | MXP    |
| HONDA                      | CIVIC            | (O)1.8 EX AT 4DRS         | sedan        | 4       | 2010 | 274,000      | MXP    |
| HONDA                      | CIVIC            | (O)1.8 EX MT 2DRS         | coupe        | 2       | 2010 | 272,000      | MXP    |
| HONDA                      | CIVIC            | (O)1.8 EX MT 4DRS         | sedan        | 4       | 2010 | 262,000      | MXP    |
| HONDA                      | CIVIC            | (O)1.8 LX AT 4DRS         | sedan        | 4       | 2010 | 260,000      | MXP    |
| HONDA                      | CIVIC            | (O)1.8 LX MT 4DRS         | sedan        | 4       | 2010 | 248,000      | MXP    |
| HONDA                      | CIVIC            | 1.3 HYBRID                | sedan        | 4       | 2011 | 339,000      | MXP    |
| HONDA                      | CIVIC            | 1.8 EX AT 2DRS            | coupe        | 2       | 2011 | 290,000      | MXP    |
| HONDA                      | CIVIC            | 1.8 EX AT 4DRS            | sedan        | 4       | 2011 | 281,200      | MXP    |
| HONDA                      | CIVIC            | 1.8 EX MT 2DRS            | coupe        | 2       | 2011 | 277,700      | MXP    |
| HONDA                      | CIVIC            | 1.8 EX MT 4DRS            | sedan        | 4       | 2011 | 268,200      | MXP    |
| HONDA                      | CIVIC            | 1.8 EX-L AT 4DRS          | sedan        | 4       | 2011 | 292,000      | MXP    |
| HONDA                      | CIVIC            | 1.8 EX-L MT 4DRS          | sedan        | 4       | 2011 | 281,200      | MXP    |
| HONDA                      | CIVIC            | 1.8 LX AT 4DRS            | sedan        | 4       | 2011 | 267,000      | MXP    |
| HONDA                      | CIVIC            | 1.8 LX MT 4DRS            | sedan        | 4       | 2011 | 255,000      | MXP    |
| HONDA                      | CIVIC            | 2.0 SI COUPE MT           | coupe        | 2       | 2011 | 352,000      | MXP    |
| HONDA                      | CIVIC            | 2.0 SI SEDAN MT           | sedan        | 4       | 2011 | 355,000      | MXP    |
| HONDA                      | CR-V             | (O)2.4 EX                 | sprt utl veh | 5       | 2010 | 321,000      | MXP    |
| HONDA                      | CR-V             | (O)2.4 EX-L               | sprt utl veh | 5       | 2010 | 356,000      | MXP    |
| HONDA                      | CR-V             | (O)2.4 LX                 | sprt utl veh | 5       | 2010 | 301,000      | MXP    |
| HONDA                      | CR-V             | 2.4 EX                    | sprt utl veh | 5       | 2011 | 327,000      | MXP    |
| HONDA                      | CR-V             | 2.4 EX EDICION ESPECIAL   | sprt utl veh | 5       | 2011 | 328,900      | MXP    |
| HONDA                      | CR-V             | 2.4 EX-L                  | sprt utl veh | 5       | 2011 | 362,000      | MXP    |
| HONDA                      | CR-V             | 2.4 EX-L EDICION ESPECIAL | sprt utl veh | 5       | 2011 | 363,900      | MXP    |
| HONDA                      | CR-V             | 2.4 LX                    | sprt utl veh | 5       | 2011 | 307,000      | MXP    |
| HONDA                      | FIT              | (O)1.5 EX 5AT             | hatchback    | 5       | 2010 | 223,000      | MXP    |
| HONDA                      | FIT              | (O)1.5 EX MT              | hatchback    | 5       | 2010 | 207,600      | MXP    |
| HONDA                      | FIT              | (O)1.5 LX 5AT             | hatchback    | 5       | 2010 | 210,000      | MXP    |
| HONDA                      | FIT              | (O)1.5 LX MT              | hatchback    | 5       | 2010 | 195,000      | MXP    |
| HONDA                      | FIT              | 1.5 EX 5AT                | hatchback    | 5       | 2011 | 230,000      | MXP    |
| HONDA                      | FIT              | 1.5 EX MT                 | hatchback    | 5       | 2011 | 214,600      | MXP    |
| HONDA                      | FIT              | 1.5 LX 5AT                | hatchback    | 5       | 2011 | 216,000      | MXP    |
| HONDA                      | FIT              | 1.5 LX MT                 | hatchback    | 5       | 2011 | 201,000      | MXP    |
| HONDA                      | ODYSSEY          | (O)3.5 TOURING AT         | MV           | 5       | 2010 | 536,000      | MXP    |
| HONDA                      | ODYSSEY          | 3.5 EXL AT                | MV           | 5       | 2011 | 514,000      | MXP    |
| HONDA                      | ODYSSEY          | 3.5 LX AT                 | MV           | 5       | 2011 | 414,000      | MXP    |
| HONDA                      | ODYSSEY          | 3.5 TOURING AT            | MV           | 5       | 2011 | 585,000      | MXP    |
| HONDA                      | PILOT            | (O)3.5 EXL AT             | sprt utl veh | 5       | 2010 | 495,000      | MXP    |
| HONDA                      | PILOT            | (O)3.5 LX AT              | sprt utl veh | 5       | 2010 | 434,000      | MXP    |
| HONDA                      | PILOT            | 3.5 EXL AT                | sprt utl veh | 5       | 2011 | 518,000      | MXP    |
| HONDA                      | PILOT            | 3.5 LX AT                 | sprt utl veh | 5       | 2011 | 457,000      | MXP    |
| HONDA                      | RIDGELINE        | 3.5 RTL AT                | p-up         | 4       | 2011 | 467,000      | MXP    |
| JAGUAR                     | XF               | 5.0 AT V8 LUXURY          | sedan        | 4       | 2011 | 74,900       | USD    |
| JAGUAR                     | XF               | 5.0 AT V8 PREMIUM LUXURY  | sedan        | 4       | 2011 | 88,600       | USD    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |                |   |              |         |      |              |        |
|----------------------------|----------------|---|--------------|---------|------|--------------|--------|
| Marca                      | Modelo         | Version                                 | Tipo         | Puertas | Año  | Precio lista | Moneda |
| JAGUAR                     | XF             | 5.0 V8 XFR AT                           | sedan        | 4       | 2011 | 103,400      | USD    |
| JAGUAR                     | XJ SERIES      | 5.0 V8 PORTFOLIO AT                     | sedan        | 4       | 2011 | 141,600      | USD    |
| JAGUAR                     | XJ SERIES      | 5.0 V8 PREMIUM LUXURY AT                | sedan        | 4       | 2011 | 139,600      | USD    |
| JAGUAR                     | XJ SERIES      | 5.0 V8 SUPERSPORT AT                    | sedan        | 4       | 2011 | 159,900      | USD    |
| JAGUAR                     | XK SERIES      | 5.0 XKR CONVERTIBLE AT                  | conv         | 2       | 2011 | 149,100      | USD    |
| JAGUAR                     | XK SERIES      | 5.0 XKR COUPE                           | coupe        | 3       | 2011 | 138,600      | USD    |
| JEEP                       | COMPASS        | 2.4 LIMITED PREMIUM 4X4 CVT             | sprt utl veh | 5       | 2012 | 379,900      | MXP    |
| JEEP                       | COMPASS        | 2.4 LIMITED PREMIUM FWD CVT             | sprt utl veh | 5       | 2012 | 349,900      | MXP    |
| JEEP                       | COMPASS        | 2.4 SPORT FWD CVT                       | sprt utl veh | 5       | 2012 | 299,900      | MXP    |
| JEEP                       | COMPASS        | 2.4 SPORT FWD MANUAL                    | sprt utl veh | 5       | 2012 | 284,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | (O)3.7 LAREDO 4X2 V6 POWER TECH         | sprt utl veh | 5       | 2010 | 399,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | (O)3.7 LIMITED 4X2 V6 POWER TECH        | sprt utl veh | 5       | 2010 | 454,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | (O)5.7 LIMITED PREMIUM 4X2 HEMI V8 MDS  | sprt utl veh | 5       | 2010 | 517,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | (O)5.7 LIMITED PREMIUM 4X4 HEMI V8 MDS  | sprt utl veh | 5       | 2010 | 584,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 3.6 LAREDO 4X2 V6 POWER TECH            | sprt utl veh | 5       | 2011 | 449,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 3.6 LAREDO LUJO 4X2 V6 POWER TECH       | sprt utl veh | 5       | 2011 | 489,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 3.6 LIMITED 4X2 V6 POWER TECH           | sprt utl veh | 5       | 2011 | 559,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 3.6 LIMITED 4X2 V6 POWER TECH RBZ       | sprt utl veh | 5       | 2011 | 539,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 5.7 LIMITED PREMIUM 4X2 HEMI V8 MDS     | sprt utl veh | 5       | 2011 | 599,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 5.7 LIMITED PREMIUM 4X2 HEMI V8 MDS RBZ | sprt utl veh | 5       | 2011 | 579,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 5.7 LIMITED PREMIUM 4X4 HEMI V8 MDS     | sprt utl veh | 5       | 2011 | 654,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 5.7 LIMITED PREMIUM 4X4 HEMI V8 MDS RBZ | sprt utl veh | 5       | 2011 | 634,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 5.7 OVERLAND 4X4 HEMI V8 MDS            | sprt utl veh | 5       | 2011 | 719,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 5.7 OVERLAND 4X4 HEMI V8 MDS TECH       | sprt utl veh | 5       | 2011 | 734,900      | MXP    |
| JEEP                       | GRAND CHEROKEE | 6.1L SRT-8 4X4                          | sprt utl veh | 5       | 2010 | 694,900      | MXP    |
| JEEP                       | LIBERTY        | (O)3.7 LIMITED 4X2                      | sprt utl veh | 5       | 2010 | 394,900      | MXP    |
| JEEP                       | LIBERTY        | (O)3.7 LIMITED 4X4                      | sprt utl veh | 5       | 2010 | 424,900      | MXP    |
| JEEP                       | LIBERTY        | (O)3.7 SPORT 4X2                        | sprt utl veh | 5       | 2010 | 334,900      | MXP    |
| JEEP                       | LIBERTY        | (O)3.7 SPORT 4X4                        | sprt utl veh | 5       | 2010 | 364,900      | MXP    |
| JEEP                       | LIBERTY        | 3.7 LIMITED 4X2                         | sprt utl veh | 5       | 2011 | 419,900      | MXP    |
| JEEP                       | LIBERTY        | 3.7 LIMITED 4X4                         | sprt utl veh | 5       | 2011 | 454,900      | MXP    |
| JEEP                       | LIBERTY        | 3.7 RENEGADE 4X4                        | sprt utl veh | 5       | 2010 | 409,900      | MXP    |
| JEEP                       | LIBERTY        | 3.7 SPORT 4X2                           | sprt utl veh | 5       | 2011 | 354,900      | MXP    |
| JEEP                       | LIBERTY        | 3.7 SPORT 4X4                           | sprt utl veh | 5       | 2011 | 389,900      | MXP    |
| JEEP                       | PATRIOT        | (O)2.4 BASE FWD CVT                     | sprt utl veh | 5       | 2010 | 264,900      | MXP    |
| JEEP                       | PATRIOT        | (O)2.4 BASE FWD MTX                     | sprt utl veh | 5       | 2010 | 249,900      | MXP    |
| JEEP                       | PATRIOT        | (O)2.4 LIMITED 4WD CVT                  | sprt utl veh | 5       | 2010 | 345,900      | MXP    |
| JEEP                       | PATRIOT        | (O)2.4 LIMITED FWD CVT                  | sprt utl veh | 5       | 2010 | 315,900      | MXP    |
| JEEP                       | PATRIOT        | (O)2.4 SPORT FWD CVT                    | sprt utl veh | 5       | 2010 | 277,700      | MXP    |
| JEEP                       | PATRIOT        | (O)2.4 SPORT FWD MTX                    | sprt utl veh | 5       | 2010 | 264,900      | MXP    |
| JEEP                       | PATRIOT        | 2.4 BASE FWD CVT                        | sprt utl veh | 5       | 2011 | 271,900      | MXP    |
| JEEP                       | PATRIOT        | 2.4 BASE FWD MTX                        | sprt utl veh | 5       | 2011 | 256,900      | MXP    |
| JEEP                       | PATRIOT        | 2.4 LIMITED 4WD CVT                     | sprt utl veh | 5       | 2011 | 355,900      | MXP    |
| JEEP                       | PATRIOT        | 2.4 LIMITED FWD CVT                     | sprt utl veh | 5       | 2011 | 325,900      | MXP    |
| JEEP                       | PATRIOT        | 2.4 SPORT FWD CVT                       | sprt utl veh | 5       | 2011 | 286,900      | MXP    |
| JEEP                       | PATRIOT        | 2.4 SPORT FWD MTX                       | sprt utl veh | 5       | 2011 | 271,900      | MXP    |
| JEEP                       | WRANGLER       | (O)3.8 ISLANDER 4X4 MANUAL              | sprt utl veh | 3       | 2010 | 374,900      | MXP    |
| JEEP                       | WRANGLER       | (O)3.8 RUBICON 4X4 AUTO                 | sprt utl veh | 3       | 2010 | 432,900      | MXP    |
| JEEP                       | WRANGLER       | (O)3.8 SAHARA 4X4 AUTO                  | sprt utl veh | 3       | 2010 | 386,900      | MXP    |
| JEEP                       | WRANGLER       | (O)3.8 UNLIMITED MOUNTAIN 4X4 AUTO      | sprt utl veh | 5       | 2010 | 409,900      | MXP    |
| JEEP                       | WRANGLER       | (O)3.8 UNLIMITED RUBICON 4X4 AT         | sprt utl veh | 5       | 2010 | 473,900      | MXP    |
| JEEP                       | WRANGLER       | (O)3.8 UNLIMITED SAHARA 4X4 AUTO        | sprt utl veh | 5       | 2010 | 441,900      | MXP    |
| JEEP                       | WRANGLER       | (O)3.8 X 4X4 MANUAL                     | sprt utl veh | 3       | 2010 | 336,900      | MXP    |
| JEEP                       | WRANGLER       | (O)3.8 X 4X4 MANUAL CON TOLDO DURO Y AC | sprt utl veh | 3       | 2010 | 356,900      | MXP    |
| JEEP                       | WRANGLER       | 3.8 RUBICON 4X4 AUTO                    | sprt utl veh | 3       | 2011 | 463,900      | MXP    |
| JEEP                       | WRANGLER       | 3.8 SAHARA 4X4 AUTO                     | sprt utl veh | 3       | 2011 | 427,900      | MXP    |



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| 1a. Qna. de abril de 2011. |                   |  |              |         |      |              |        |
|----------------------------|-------------------|--|--------------|---------|------|--------------|--------|
| Marca                      | Modelo            | Version                                  | Tipo         | Puertas | Año  | Precio lista | Moneda |
| JEEP                       | WRANGLER          | 3.8 SPORT 4X4 MANUAL                     | sprt utl veh | 3       | 2011 | 356,900      | MXP    |
| JEEP                       | WRANGLER          | 3.8 SPORT 4X4 MANUAL CON TOLDO DURO Y AC | sprt utl veh | 3       | 2011 | 377,900      | MXP    |
| JEEP                       | WRANGLER          | 3.8 UNLIMITED RUBICON 4X4 AT             | sprt utl veh | 5       | 2011 | 509,900      | MXP    |
| JEEP                       | WRANGLER          | 3.8 UNLIMITED SAHARA 4X4 AUTO            | sprt utl veh | 5       | 2011 | 486,900      | MXP    |
| JEEP                       | WRANGLER          | 3.8 UNLIMITED SPORT 4X4 AUTO             | sprt utl veh | 5       | 2011 | 409,900      | MXP    |
| LAND ROVER                 | DEFENDER          | 2.4 SE MT                                | sprt utl veh | 5       | 2011 | 57,500       | USD    |
| LAND ROVER                 | DEFENDER          | 2.4 SE PREMIUM MT                        | sprt utl veh | 5       | 2011 | 61,500       | USD    |
| LAND ROVER                 | LR2               | 3.2 HSE PREMIUM                          | sprt utl veh | 5       | 2011 | 53,600       | USD    |
| LAND ROVER                 | LR2               | 3.2 SE                                   | sprt utl veh | 5       | 2011 | 47,100       | USD    |
| LAND ROVER                 | LR4               | 5.0 HSE                                  | sprt utl veh | 5       | 2011 | 78,700       | USD    |
| LAND ROVER                 | LR4               | 5.0 SE                                   | sprt utl veh | 5       | 2011 | 69,600       | USD    |
| LAND ROVER                 | RANGE ROVER       | 5.0 HSE                                  | sprt utl veh | 5       | 2011 | 108,600      | USD    |
| LAND ROVER                 | RANGE ROVER       | 5.0 V8 SUPERCHARGED                      | sprt utl veh | 5       | 2011 | 132,900      | USD    |
| LAND ROVER                 | RANGE ROVER SPORT | 5.0 V8 HSE                               | sprt utl veh | 5       | 2011 | 81,100       | USD    |
| LAND ROVER                 | RANGE ROVER SPORT | 5.0 V8 SUPERCHARGED                      | sprt utl veh | 5       | 2011 | 99,500       | USD    |
| LINCOLN                    | MARK LT           | 5.4 4X2 AT                               | p-up         | 4       | 2010 | 648,300      | MXP    |
| LINCOLN                    | MARK LT           | 5.4 4X4 AT                               | p-up         | 4       | 2010 | 685,400      | MXP    |
| LINCOLN                    | MKS               | (O)3.7 V6 AT                             | sedan        | 4       | 2010 | 677,619      | MXP    |
| LINCOLN                    | MKS               | 3.5 V6 4WD ECOBOOST AT                   | sedan        | 4       | 2011 | 754,600      | MXP    |
| LINCOLN                    | MKS               | 3.7 V6 AT                                | sedan        | 4       | 2011 | 691,900      | MXP    |
| LINCOLN                    | MKX               | (O)3.5 PREMIUM AWD V6 AT PIEL            | sprt utl veh | 5       | 2010 | 657,980      | MXP    |
| LINCOLN                    | MKX               | 3.7 PREMIUM AWD V6 AT PIEL               | sprt utl veh | 5       | 2011 | 641,000      | MXP    |
| LINCOLN                    | MKX               | 3.7 PREMIUM FWD V6 AT PIEL               | sprt utl veh | 5       | 2011 | 579,300      | MXP    |
| LINCOLN                    | MKZ               | (O)3.5 V6 AT                             | sedan        | 4       | 2010 | 543,226      | MXP    |
| LINCOLN                    | MKZ               | 3.5 BASE V6 AT                           | sedan        | 4       | 2011 | 494,500      | MXP    |
| LINCOLN                    | MKZ               | 3.5 V6 AT                                | sedan        | 4       | 2011 | 566,100      | MXP    |
| LINCOLN                    | NAVIGATOR         | (O)5.4 4X2 ULTIMATE AT                   | sprt utl veh | 5       | 2010 | 778,047      | MXP    |
| LINCOLN                    | NAVIGATOR         | (O)5.4 4X4 ULTIMATE AT                   | sprt utl veh | 5       | 2010 | 817,809      | MXP    |
| LINCOLN                    | NAVIGATOR         | (O)5.4 ULTIMATE L 4X2 AT                 | sprt utl veh | 5       | 2010 | 819,439      | MXP    |
| LINCOLN                    | NAVIGATOR         | 5.4 4X2 ULTIMATE AT                      | sprt utl veh | 5       | 2011 | 805,600      | MXP    |
| LINCOLN                    | NAVIGATOR         | 5.4 4X4 ULTIMATE AT                      | sprt utl veh | 5       | 2011 | 846,700      | MXP    |
| LINCOLN                    | NAVIGATOR         | 5.4 ULTIMATE L 4X2 AT                    | sprt utl veh | 5       | 2011 | 848,500      | MXP    |
| MASERATI                   | GRANCABRIO        | 4.7 V8 AUTO                              | conv         | 2       | 2011 | 169,900      | USD    |
| MASERATI                   | GRANTURISMO       | 4.2 AT                                   | coupe        | 2       | 2011 | 139,900      | USD    |
| MASERATI                   | GRANTURISMO       | 4.7 S AT                                 | coupe        | 2       | 2011 | 149,900      | USD    |
| MASERATI                   | GRANTURISMO       | 4.7 S MT                                 | coupe        | 2       | 2011 | 159,900      | USD    |
| MASERATI                   | QUATTROPORTE      | 4.2 AT                                   | sedan        | 4       | 2011 | 142,900      | USD    |
| MASERATI                   | QUATTROPORTE      | 4.7 S AT                                 | sedan        | 4       | 2011 | 159,900      | USD    |
| MASERATI                   | QUATTROPORTE      | 4.7 SPORT GTS AT                         | sedan        | 4       | 2011 | 169,900      | USD    |
| MASTRETTA                  | MXT               | 2.0 MT                                   | coupe        | 2       | 2011 | 58,000       | USD    |
| MAZDA                      | CX-7              | 2.3 GRAND TOURING 2WD AT                 | sprt utl veh | 5       | 2011 | 381,400      | MXP    |
| MAZDA                      | CX-7              | 2.3 GRAND TOURING AWD AT                 | sprt utl veh | 5       | 2011 | 424,200      | MXP    |
| MAZDA                      | CX-7              | 2.5 GRAND TOURING 2WD AT                 | sprt utl veh | 5       | 2011 | 339,990      | MXP    |
| MAZDA                      | CX-7              | 2.5 I SPORT 2WD AT                       | sprt utl veh | 5       | 2011 | 305,990      | MXP    |
| MAZDA                      | CX-9              | 3.7 GRAND TOURING AWD CON DVD AT         | sprt utl veh | 5       | 2011 | 512,000      | MXP    |
| MAZDA                      | CX-9              | 3.7 GRAND TOURING AWD CON QUEMACOCOS AT  | sprt utl veh | 5       | 2011 | 504,990      | MXP    |
| MAZDA                      | CX-9              | 3.7 SPORT 2WD AT                         | sprt utl veh | 5       | 2011 | 404,990      | MXP    |
| MAZDA                      | CX-9              | 3.7 TOURING 2WD AT                       | sprt utl veh | 5       | 2011 | 464,990      | MXP    |
| MAZDA                      | MAZDA3            | 2.0 SEDAN I TA                           | sedan        | 4       | 2011 | 229,990      | MXP    |
| MAZDA                      | MAZDA3            | 2.0 SEDAN I TM                           | sedan        | 4       | 2011 | 218,800      | MXP    |
| MAZDA                      | MAZDA3            | 2.0 SEDAN I TOURING TA                   | sedan        | 4       | 2011 | 250,990      | MXP    |
| MAZDA                      | MAZDA3            | 2.0 SEDAN I TOURING TM                   | sedan        | 4       | 2011 | 238,000      | MXP    |
| MAZDA                      | MAZDA3            | 2.3 MAZDASPEED3 GRAND TOURING MT         | hatchback    | 5       | 2011 | 347,700      | MXP    |
| MAZDA                      | MAZDA3            | 2.5 HATCHBACK S GT TA                    | hatchback    | 5       | 2011 | 299,990      | MXP    |
| MAZDA                      | MAZDA3            | 2.5 HATCHBACK S TA                       | hatchback    | 5       | 2011 | 273,200      | MXP    |
| MAZDA                      | MAZDA3            | 2.5 HATCHBACK S TM                       | hatchback    | 5       | 2011 | 258,500      | MXP    |



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| 1a. Qna. de abril de 2011. |           |   |              |         |      |              |        |
|----------------------------|-----------|---|--------------|---------|------|--------------|--------|
| Marca                      | Modelo    | Version                                 | Tipo         | Puertas | Año  | Precio lista | Moneda |
| MAZDA                      | MAZDA3    | 2.5 SEDAN S GT TA                       | sedan        | 4       | 2011 | 299,990      | MXP    |
| MAZDA                      | MAZDA3    | 2.5 SEDAN S TA                          | sedan        | 4       | 2011 | 273,200      | MXP    |
| MAZDA                      | MAZDA3    | 2.5 SEDAN S TM                          | sedan        | 4       | 2011 | 258,500      | MXP    |
| MAZDA                      | MAZDA5    | 2.3 SPORT TA                            | mini MPV     | 5       | 2012 | 292,990      | MXP    |
| MAZDA                      | MAZDA6    | 2.5 I GRAND TOURING TA                  | sedan        | 4       | 2011 | 345,990      | MXP    |
| MAZDA                      | MAZDA6    | 2.5 I SPORT TA                          | sedan        | 4       | 2011 | 296,500      | MXP    |
| MAZDA                      | MAZDA6    | 2.5 I SPORT TM                          | sedan        | 4       | 2011 | 284,990      | MXP    |
| MAZDA                      | MAZDA6    | 3.7 S GRAND TOURING TA                  | sedan        | 4       | 2011 | 379,500      | MXP    |
| MAZDA                      | MX-5      | 2.0 GRANDTOURING POWER RETRAC. HT AT    | conv         | 2       | 2011 | 395,500      | MXP    |
| MERCEDES                   | B-CLASS   | (O)2.0 B 200 AT                         | mini MPV     | 5       | 2010 | 386,900      | MXP    |
| MERCEDES                   | B-CLASS   | (O)2.0 B 200 MT                         | mini MPV     | 5       | 2010 | 349,900      | MXP    |
| MERCEDES                   | B-CLASS   | 2.0 B 200 AT                            | mini MPV     | 5       | 2011 | 390,900      | MXP    |
| MERCEDES                   | B-CLASS   | 2.0 B 200 MT                            | mini MPV     | 5       | 2011 | 354,900      | MXP    |
| MERCEDES                   | C-CLASS   | (O)1.8 C 200 CGI SPECIAL EDITION AT     | sedan        | 4       | 2010 | 452,900      | MXP    |
| MERCEDES                   | C-CLASS   | (O)1.8 C 200 CGI SPORT AT               | sedan        | 4       | 2010 | 499,900      | MXP    |
| MERCEDES                   | C-CLASS   | (O)1.8 C 200 KOMPRESSOR AT              | sedan        | 4       | 2010 | 447,800      | MXP    |
| MERCEDES                   | C-CLASS   | (O)1.8 C 200 KOMPRESSOR SPECIAL EDITION | sedan        | 4       | 2010 | 452,900      | MXP    |
| MERCEDES                   | C-CLASS   | (O)3.0 C 300 ELEGANCE LTD AT            | sedan        | 4       | 2010 | 555,900      | MXP    |
| MERCEDES                   | C-CLASS   | (O)3.0 C 300 SPORT AT                   | sedan        | 4       | 2010 | 589,900      | MXP    |
| MERCEDES                   | C-CLASS   | (O)3.5 C 350 SPORT AT                   | sedan        | 4       | 2010 | 660,900      | MXP    |
| MERCEDES                   | C-CLASS   | (O)6.2 C 63 AMG AT                      | sedan        | 4       | 2010 | 1,059,900    | MXP    |
| MERCEDES                   | C-CLASS   | 1.8 C 180 CGI AT                        | sedan        | 4       | 2011 | 414,900      | MXP    |
| MERCEDES                   | C-CLASS   | 1.8 C 200 CGI SPORT AT                  | sedan        | 4       | 2011 | 504,900      | MXP    |
| MERCEDES                   | C-CLASS   | 1.8 C 200 EXCLUSIVE AT                  | sedan        | 4       | 2011 | 459,900      | MXP    |
| MERCEDES                   | C-CLASS   | 3.0 C 300 ELEGANCE AT                   | sedan        | 4       | 2011 | 564,900      | MXP    |
| MERCEDES                   | C-CLASS   | 3.0 C 300 SPORT AT                      | sedan        | 4       | 2011 | 609,900      | MXP    |
| MERCEDES                   | C-CLASS   | 3.5 C 350 SPORT AT                      | sedan        | 4       | 2011 | 674,900      | MXP    |
| MERCEDES                   | C-CLASS   | 6.2 C 63 AMG AT                         | sedan        | 4       | 2011 | 1,099,900    | MXP    |
| MERCEDES                   | CL-CLASS  | 5.5 CL 500 AT                           | coupe        | 2       | 2011 | 1,999,900    | MXP    |
| MERCEDES                   | CL-CLASS  | 5.5 CL 600 BITURBO AT                   | coupe        | 2       | 2011 | 2,309,900    | MXP    |
| MERCEDES                   | CL-CLASS  | 6.0 CL 65 AMG AT                        | coupe        | 2       | 2011 | 3,179,900    | MXP    |
| MERCEDES                   | CL-CLASS  | 6.2 CL 63 AMG AT                        | coupe        | 2       | 2011 | 2,239,900    | MXP    |
| MERCEDES                   | CLS-CLASS | (O)3.5 CLS 350 AT                       | sedan        | 4       | 2010 | 999,900      | MXP    |
| MERCEDES                   | CLS-CLASS | (O)5.5 CLS 500 AT                       | sedan        | 4       | 2010 | 1,194,900    | MXP    |
| MERCEDES                   | CLS-CLASS | 3.5 CLS 350 AT                          | sedan        | 4       | 2011 | 999,900      | MXP    |
| MERCEDES                   | CLS-CLASS | 5.5 CLS 500 AT                          | sedan        | 4       | 2011 | 1,194,900    | MXP    |
| MERCEDES                   | CLS-CLASS | 6.2 CLS 63 AMG AT                       | sedan        | 4       | 2011 | 1,734,900    | MXP    |
| MERCEDES                   | E-CLASS   | (O)3.0 E 300 AT                         | sedan        | 4       | 2010 | 749,900      | MXP    |
| MERCEDES                   | E-CLASS   | (O)3.0 E 300 AVANTGARDE AT              | sedan        | 4       | 2010 | 799,900      | MXP    |
| MERCEDES                   | E-CLASS   | (O)3.5 E 350 ELEGANCE AT                | sedan        | 4       | 2010 | 889,900      | MXP    |
| MERCEDES                   | E-CLASS   | (O)3.5 E 350 SPORT AT                   | sedan        | 4       | 2010 | 909,900      | MXP    |
| MERCEDES                   | E-CLASS   | (O)5.5 E 500 AVANTGARDE AT              | sedan        | 4       | 2010 | 1,139,900    | MXP    |
| MERCEDES                   | E-CLASS   | (O)6.2 E 63 AMG AT                      | sedan        | 4       | 2010 | 1,689,900    | MXP    |
| MERCEDES                   | E-CLASS   | 1.8 E 250 AVANTGARDE AT                 | sedan        | 4       | 2011 | 709,900      | MXP    |
| MERCEDES                   | E-CLASS   | 3.5 350 AT                              | coupe        | 2       | 2011 | 879,900      | MXP    |
| MERCEDES                   | E-CLASS   | 3.5 E 350 7G TRONIC                     | conv         | 2       | 2011 | 979,900      | MXP    |
| MERCEDES                   | E-CLASS   | 3.5 E 350 ELEGANCE AT                   | sedan        | 4       | 2011 | 894,900      | MXP    |
| MERCEDES                   | E-CLASS   | 3.5 E 350 SPORT AT                      | sedan        | 4       | 2011 | 919,900      | MXP    |
| MERCEDES                   | E-CLASS   | 5.5 500 AT                              | coupe        | 2       | 2011 | 1,134,900    | MXP    |
| MERCEDES                   | E-CLASS   | 5.5 E 500 7G TRONIC                     | conv         | 2       | 2011 | 1,234,900    | MXP    |
| MERCEDES                   | E-CLASS   | 5.5 E 500 AVANTGARDE AT                 | sedan        | 4       | 2011 | 1,159,900    | MXP    |
| MERCEDES                   | E-CLASS   | 6.2 E 63 AMG AT                         | sedan        | 4       | 2011 | 1,689,900    | MXP    |
| MERCEDES                   | G-CLASS   | 5.4 G 55 AMG 4X4 AT                     | sprt utl veh | 5       | 2011 | 2,299,900    | MXP    |
| MERCEDES                   | G-CLASS   | 5.5 G 500 4X4 AT                        | sprt utl veh | 5       | 2011 | 1,689,900    | MXP    |
| MERCEDES                   | G-CLASS   | 5.5 G 500 CONVERTIBLE 4X4 AT            | sprt utl veh | 3       | 2011 | 1,689,900    | MXP    |
| MERCEDES                   | GL-CLASS  | 5.5 GL 500 4X4 AT                       | sprt utl veh | 5       | 2011 | 1,224,900    | MXP    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |           |                                  |               |         |      |              |        |
|----------------------------|-----------|----------------------------------|---------------|---------|------|--------------|--------|
| Marca                      | Modelo    | Version                          | Tipo          | Puertas | Año  | Precio lista | Moneda |
| MERCEDES                   | GLK-CLASS | (O)3.0 GLK 300 4X4 AT            | sprt utl veh  | 5       | 2010 | 549,900      | MXP    |
| MERCEDES                   | GLK-CLASS | (O)3.0 GLK 300 SPORT 4X4 AT      | sprt utl veh  | 5       | 2010 | 629,900      | MXP    |
| MERCEDES                   | GLK-CLASS | (O)3.5 GLK 350 SPORT 4X4 AT      | sprt utl veh  | 5       | 2010 | 709,900      | MXP    |
| MERCEDES                   | GLK-CLASS | 3.0 GLK 300 OFF ROAD 4X4 AT      | sprt utl veh  | 5       | 2011 | 539,900      | MXP    |
| MERCEDES                   | GLK-CLASS | 3.0 GLK 300 SPORT 4X4 AT         | sprt utl veh  | 5       | 2011 | 649,900      | MXP    |
| MERCEDES                   | GLK-CLASS | 3.5 GLK 350 SPORT 4X4 AT         | sprt utl veh  | 5       | 2011 | 729,900      | MXP    |
| MERCEDES                   | M-CLASS   | (O)3.5 ML 350 SPORT AMG 4X4 AT   | sprt utl veh  | 5       | 2010 | 809,900      | MXP    |
| MERCEDES                   | M-CLASS   | (O)5.5 ML 500 LUJO 4X4 AT        | sprt utl veh  | 5       | 2010 | 999,900      | MXP    |
| MERCEDES                   | M-CLASS   | (O)6.2 ML 63 AMG 4X4 AT          | sprt utl veh  | 5       | 2010 | 1,389,900    | MXP    |
| MERCEDES                   | M-CLASS   | 3.5 ML 350 SPORT AMG 4X4 AT      | sprt utl veh  | 5       | 2011 | 819,900      | MXP    |
| MERCEDES                   | M-CLASS   | 5.5 ML 500 LUJO 4X4 AT           | sprt utl veh  | 5       | 2011 | 1,019,900    | MXP    |
| MERCEDES                   | M-CLASS   | 6.2 ML 63 AMG 4X4 AT             | sprt utl veh  | 5       | 2011 | 1,389,900    | MXP    |
| MERCEDES                   | R-CLASS   | 3.5 R 350 L 4X4 AT               | MV            | 5       | 2011 | 799,900      | MXP    |
| MERCEDES                   | S-CLASS   | (O)5.5 S 500 L AT                | sedan         | 4       | 2010 | 1,859,900    | MXP    |
| MERCEDES                   | S-CLASS   | (O)5.5 S 600 L BITURBO AT        | sedan         | 4       | 2010 | 2,234,900    | MXP    |
| MERCEDES                   | S-CLASS   | 5.5 S 500 L AT                   | sedan         | 4       | 2011 | 1,889,900    | MXP    |
| MERCEDES                   | S-CLASS   | 5.5 S 600 L BITURBO AT           | sedan         | 4       | 2011 | 2,259,900    | MXP    |
| MERCEDES                   | S-CLASS   | 6.0 S 65 AMG AT                  | sedan         | 4       | 2011 | 3,179,900    | MXP    |
| MERCEDES                   | S-CLASS   | 6.2 S 63 AMG AT                  | sedan         | 4       | 2011 | 2,219,900    | MXP    |
| MERCEDES                   | SL-CLASS  | 5.5 SL 500 AT                    | conv          | 2       | 2011 | 1,809,900    | MXP    |
| MERCEDES                   | SL-CLASS  | 5.5 SL 600 AT                    | conv          | 2       | 2011 | 2,099,900    | MXP    |
| MERCEDES                   | SL-CLASS  | 6.0 SL 65 AMG AT                 | conv          | 2       | 2011 | 2,899,900    | MXP    |
| MERCEDES                   | SL-CLASS  | 6.2 SL 63 AMG AT                 | conv          | 2       | 2011 | 2,339,900    | MXP    |
| MERCEDES                   | SLK-CLASS | (O)1.8 SLK 200 AT                | conv          | 2       | 2010 | 714,900      | MXP    |
| MERCEDES                   | SLK-CLASS | (O)1.8 SLK 200 MT                | conv          | 2       | 2010 | 679,900      | MXP    |
| MERCEDES                   | SLK-CLASS | (O)3.5 SLK 350 AT                | conv          | 2       | 2010 | 924,900      | MXP    |
| MERCEDES                   | SLK-CLASS | (O)5.4 SLK 55 AMG AT             | conv          | 2       | 2010 | 1,249,900    | MXP    |
| MERCEDES                   | SLK-CLASS | 1.8 SLK 200 AT                   | conv          | 2       | 2011 | 719,900      | MXP    |
| MERCEDES                   | SLK-CLASS | 1.8 SLK 200 MT                   | conv          | 2       | 2011 | 684,900      | MXP    |
| MERCEDES                   | SLK-CLASS | 3.5 SLK 350 AT                   | conv          | 2       | 2011 | 934,900      | MXP    |
| MERCEDES                   | SLK-CLASS | 5.4 SLK 55 AMG AT                | conv          | 2       | 2011 | 1,259,900    | MXP    |
| MERCEDES                   | SLS AMG   | 6.2 V8 MT                        | coupe         | 2       | 2011 | 255,000      | USD    |
| MERCEDES                   | SPRINTER  | 2.1 CARGO ELWB MT 4.5T           | cargo van     | 4       | 2011 | 607,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CARGO ELWB MT 5.0T           | cargo van     | 4       | 2011 | 616,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CARGO LWB MT 3.88T           | cargo van     | 4       | 2011 | 567,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CARGO MWB MT 3.88T           | cargo van     | 4       | 2011 | 503,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CARGO MWB MT 4.5T            | cargo van     | 4       | 2011 | 528,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CARGO MWB MT 5.0T            | cargo van     | 4       | 2011 | 537,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CHASIS CABINA 315 CDI SWB    | chass cab     | 2       | 2011 | 423,100      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CHASIS CABINA 415 CDI MWB    | chass cab     | 2       | 2011 | 460,200      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CHASIS CABINA 515 CDI LWB    | chass cab     | 2       | 2011 | 478,700      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 CHASIS CREW CAB 515 CDI LWB  | chass cab     | 4       | 2011 | 488,200      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE PERSONAL ELWB 4.5T    | passenger van | 4       | 2011 | 686,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE PERSONAL ELWB 5.0T    | passenger van | 4       | 2011 | 694,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE PERSONAL LWB 4.5T     | passenger van | 4       | 2011 | 670,550      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE PERSONAL LWB 5.0T     | passenger van | 4       | 2011 | 678,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE PERSONAL LWB MT 3.88T | passenger van | 4       | 2011 | 645,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE PERSONAL MWB MT 3.88T | passenger van | 4       | 2011 | 553,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE URBANO ELWB 4.5T      | passenger van | 4       | 2011 | 609,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE URBANO ELWB 5.0T      | passenger van | 4       | 2011 | 617,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE URBANO LWB 4.5T       | passenger van | 4       | 2011 | 593,550      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE URBANO LWB 5.0T       | passenger van | 4       | 2011 | 601,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE URBANO LWB MT 3.88T   | passenger van | 4       | 2011 | 569,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 PASAJE URBANO MWB MT 3.88T   | passenger van | 4       | 2011 | 502,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 WAGON PERSONAL LWB MT 3.88T  | passenger van | 4       | 2011 | 654,900      | MXP    |
| MERCEDES                   | SPRINTER  | 2.1 WAGON VIP MWB MT 3.88T       | passenger van | 4       | 2011 | 595,900      | MXP    |



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| 1a. Qna. de abril de 2011. |            |  |               |         |      |              |        |
|----------------------------|------------|--|---------------|---------|------|--------------|--------|
| Marca                      | Modelo     | Version                                | Tipo          | Puertas | Año  | Precio lista | Moneda |
| MERCEDES                   | SPRINTER   | 2.1L AMBULANCIA MWB MT 3.88T           | cargo van     | 4       | 2011 | 549,900      | MXP    |
| MERCEDES                   | SPRINTER   | 2.1L AMBULANCIA SWB MT 3.88T           | cargo van     | 4       | 2011 | 519,900      | MXP    |
| MERCEDES                   | SPRINTER   | 2.1L CARGO CONFORT MWB AT 3.88T        | cargo van     | 4       | 2010 | 544,970      | MXP    |
| MERCEDES                   | SPRINTER   | 2.1L CARGO REFRIGERACION MWB 5.0T      | cargo van     | 4       | 2010 | 565,900      | MXP    |
| MERCEDES                   | SPRINTER   | 2.1L CARGO REFRIGERACION MWB AT 3.88T  | cargo van     | 4       | 2010 | 552,970      | MXP    |
| MERCEDES                   | SPRINTER   | 2.1L CARGO REFRIGERACION MWB MT 3.88T  | cargo van     | 4       | 2010 | 531,900      | MXP    |
| MERCEDES                   | SPRINTER   | 2.1L PASAJE PERSONAL LWB AT 3.88T      | passenger van | 4       | 2010 | 665,970      | MXP    |
| MERCEDES                   | SPRINTER   | 2.1L PASAJE URBANO LWB AT 3.88T        | passenger van | 4       | 2010 | 589,970      | MXP    |
| MERCEDES                   | SPRINTER   | 2.1L WAGON PERSONAL LWB AT 3.88T       | passenger van | 4       | 2010 | 674,970      | MXP    |
| MERCEDES                   | VITO       | 2.1 CONFORT SWB                        | passenger van | 4       | 2011 | 409,900      | MXP    |
| MERCEDES                   | VITO       | 2.1 CONFORT VIP SWB                    | passenger van | 4       | 2011 | 483,900      | MXP    |
| MERCEDES                   | VITO       | 2.1 L CARGO VAN A2 SWB BASICA          | cargo van     | 4       | 2011 | 347,900      | MXP    |
| MERCEDES                   | VITO       | 2.1 L CARGO VAN A2 SWB EQUIPADA        | cargo van     | 4       | 2010 | 339,600      | MXP    |
| MERCEDES                   | VITO       | 2.1 L CARGO VAN A3 LWB BASICA          | cargo van     | 4       | 2010 | 327,800      | MXP    |
| MERCEDES                   | VITO       | 2.1 L CARGO VAN A3 LWB EQUIPADA        | cargo van     | 4       | 2010 | 349,900      | MXP    |
| MERCEDES                   | VITO       | 2.1 L PASAJE LWB                       | passenger van | 4       | 2010 | 351,400      | MXP    |
| MERCEDES                   | VITO       | 2.1 L PASAJE SWB                       | passenger van | 4       | 2010 | 342,400      | MXP    |
| MERCURY                    | MARINER    | 3.0 PREMIER 4X2 AT                     | sprt utl veh  | 5       | 2011 | 433,200      | MXP    |
| MINI                       | COUNTRYMAN | 1.6 COOPER S CHILI AT                  | hatchback     | 5       | 2011 | 34,800       | USD    |
| MINI                       | COUNTRYMAN | 1.6 COOPER S CHILI MT                  | hatchback     | 5       | 2011 | 33,300       | USD    |
| MINI                       | COUNTRYMAN | 1.6 COOPER S HOT CHILI ALL 4 AT        | hatchback     | 5       | 2011 | 39,500       | USD    |
| MINI                       | COUNTRYMAN | 1.6 COOPER S HOT CHILI ALL 4 MT        | hatchback     | 5       | 2011 | 38,000       | USD    |
| MINI                       | COUNTRYMAN | 1.6 COOPER S HOT CHILI AT              | hatchback     | 5       | 2011 | 38,000       | USD    |
| MINI                       | COUNTRYMAN | 1.6 COOPER S HOT CHILI MT              | hatchback     | 5       | 2011 | 36,500       | USD    |
| MINI                       | COUNTRYMAN | 1.6 COOPER S SALT AT                   | hatchback     | 5       | 2011 | 30,900       | USD    |
| MINI                       | COUNTRYMAN | 1.6 COOPER S SALT MT                   | hatchback     | 5       | 2011 | 29,400       | USD    |
| MINI                       | MINI       | 1.6 COOPER ALL BLACK                   | hatchback     | 3       | 2011 | 23,400       | USD    |
| MINI                       | MINI       | 1.6 COOPER ALL BLACK AT                | hatchback     | 3       | 2011 | 24,900       | USD    |
| MINI                       | MINI       | 1.6 COOPER CHILI                       | hatchback     | 3       | 2011 | 25,200       | USD    |
| MINI                       | MINI       | 1.6 COOPER CHILI AT                    | hatchback     | 3       | 2011 | 26,700       | USD    |
| MINI                       | MINI       | 1.6 COOPER CONVERTIBLE CHILI AT        | conv          | 2       | 2011 | 31,100       | USD    |
| MINI                       | MINI       | 1.6 COOPER CONVERTIBLE CHILI MT        | conv          | 2       | 2011 | 29,500       | USD    |
| MINI                       | MINI       | 1.6 COOPER CONVERTIBLE PEPPER AT       | conv          | 2       | 2011 | 33,700       | USD    |
| MINI                       | MINI       | 1.6 COOPER CONVERTIBLE PEPPER MT       | conv          | 2       | 2011 | 32,200       | USD    |
| MINI                       | MINI       | 1.6 COOPER PEPPER                      | hatchback     | 3       | 2011 | 27,000       | USD    |
| MINI                       | MINI       | 1.6 COOPER PEPPER AT                   | hatchback     | 3       | 2011 | 28,500       | USD    |
| MINI                       | MINI       | 1.6 COOPER S CHILI                     | hatchback     | 3       | 2011 | 29,300       | USD    |
| MINI                       | MINI       | 1.6 COOPER S CHILI AT                  | hatchback     | 3       | 2011 | 30,900       | USD    |
| MINI                       | MINI       | 1.6 COOPER S CLUBMAN AT                | wagon         | 4       | 2011 | 33,700       | USD    |
| MINI                       | MINI       | 1.6 COOPER S CLUBMAN MT                | wagon         | 4       | 2011 | 32,200       | USD    |
| MINI                       | MINI       | 1.6 COOPER S CONVERTIBLE HOT CHILI     | conv          | 2       | 2011 | 35,800       | USD    |
| MINI                       | MINI       | 1.6 COOPER S CONVERTIBLE HOT CHILI AT  | conv          | 2       | 2011 | 37,300       | USD    |
| MINI                       | MINI       | 1.6 COOPER S HOT CHILI                 | hatchback     | 3       | 2011 | 32,500       | USD    |
| MINI                       | MINI       | 1.6 COOPER S HOT CHILI AT              | hatchback     | 3       | 2011 | 34,000       | USD    |
| MINI                       | MINI       | 1.6 COOPER S SALT                      | hatchback     | 3       | 2011 | 26,900       | USD    |
| MINI                       | MINI       | 1.6 COOPER S SALT AT                   | hatchback     | 3       | 2011 | 28,400       | USD    |
| MINI                       | MINI       | 1.6 COOPER SALT                        | hatchback     | 3       | 2011 | 20,600       | USD    |
| MINI                       | MINI       | 1.6 COOPER SALT AT                     | hatchback     | 3       | 2011 | 22,100       | USD    |
| MINI                       | MINI       | 1.6 JOHN COOPER WORKS                  | hatchback     | 3       | 2011 | 35,300       | USD    |
| MINI                       | ECLIPSE    | 3.8 GT AT                              | coupe         | 3       | 2012 | 366,900      | MXP    |
| MINI                       | ENDEAVOR   | 3.8 LIMITED                            | sprt utl veh  | 5       | 2011 | 399,900      | MXP    |
| MINI                       | ENDEAVOR   | 3.8 XLS                                | sprt utl veh  | 5       | 2011 | 364,900      | MXP    |
| MINI                       | L200       | 2.4 GASOLINA DLE CAB 2WD RALLY EDITION | p-up          | 4       | 2011 | 276,900      | MXP    |
| MINI                       | L200       | 2.4 GASOLINA DOBLE CABINA 2WD          | p-up          | 4       | 2011 | 264,900      | MXP    |
| MINI                       | L200       | 2.5 DIESEL DOBLE CABINA 4WD            | p-up          | 4       | 2011 | 334,900      | MXP    |
| MINI                       | LANCER     | 2.0 DE ABS & AC                        | sedan         | 4       | 2011 | 207,600      | MXP    |



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| 1a. Qna. de abril de 2011. |               |                                    |              |         |      |              |        |
|----------------------------|---------------|------------------------------------|--------------|---------|------|--------------|--------|
| Marca                      | Modelo        | Version                            | Tipo         | Puertas | Año  | Precio lista | Moneda |
| mitsubishi                 | LANCER        | 2.0 ES CVT                         | sedan        | 4       | 2011 | 244,900      | MXP    |
| mitsubishi                 | LANCER        | 2.0 ES MT                          | sedan        | 4       | 2011 | 232,900      | MXP    |
| mitsubishi                 | LANCER        | 2.0 ES RALLY EDITION CVT           | sedan        | 4       | 2011 | 259,900      | MXP    |
| mitsubishi                 | LANCER        | 2.0 ES RALLY EDITION MT            | sedan        | 4       | 2011 | 247,900      | MXP    |
| mitsubishi                 | LANCER        | 2.4 GTS SUN & SOUND                | sedan        | 4       | 2011 | 289,900      | MXP    |
| mitsubishi                 | MONTERO       | 3.8 LIMITED CON QUEMACOCOS         | sprt utl veh | 5       | 2011 | 499,900      | MXP    |
| mitsubishi                 | MONTERO SPORT | 3.5 SUN & SOUND AT                 | sprt utl veh | 5       | 2011 | 444,900      | MXP    |
| mitsubishi                 | OUTLANDER     | 2.4 LS AT                          | sprt utl veh | 5       | 2011 | 299,900      | MXP    |
| mitsubishi                 | OUTLANDER     | 2.4 LS RALLY EDITION AT            | sprt utl veh | 5       | 2011 | 309,900      | MXP    |
| mitsubishi                 | OUTLANDER     | 2.4 XLS AT                         | sprt utl veh | 5       | 2011 | 329,900      | MXP    |
| mitsubishi                 | OUTLANDER     | 3.0 LIMITED                        | sprt utl veh | 5       | 2011 | 379,900      | MXP    |
| NISSAN                     | 370Z          | (O)3.7 TOURING AT                  | coupe        | 3       | 2010 | 648,822      | MXP    |
| NISSAN                     | 370Z          | (O)3.7 TOURING MT                  | coupe        | 3       | 2010 | 638,202      | MXP    |
| NISSAN                     | 370Z          | 3.7 TOURING AT                     | coupe        | 3       | 2011 | 676,402      | MXP    |
| NISSAN                     | 370Z          | 3.7 TOURING MT                     | coupe        | 3       | 2011 | 665,402      | MXP    |
| NISSAN                     | ALTIMA        | (O)2.5 S CVT CON MODO MANUAL       | sedan        | 4       | 2010 | 277,948      | MXP    |
| NISSAN                     | ALTIMA        | (O)2.5 SL CVT CON MODO MANUAL      | sedan        | 4       | 2010 | 309,901      | MXP    |
| NISSAN                     | ALTIMA        | (O)2.5 SL HIGH CVT CON MODO MANUAL | sedan        | 4       | 2010 | 327,900      | MXP    |
| NISSAN                     | ALTIMA        | (O)3.5 CVT                         | coupe        | 2       | 2010 | 394,633      | MXP    |
| NISSAN                     | ALTIMA        | (O)3.5 SR CVT CON MODO MANUAL      | sedan        | 4       | 2010 | 373,733      | MXP    |
| NISSAN                     | ALTIMA        | 2.5 S CVT CON MODO MANUAL          | sedan        | 4       | 2011 | 288,003      | MXP    |
| NISSAN                     | ALTIMA        | 2.5 SL CVT CON MODO MANUAL         | sedan        | 4       | 2011 | 321,117      | MXP    |
| NISSAN                     | ALTIMA        | 2.5 SL HIGH CVT CON MODO MANUAL    | sedan        | 4       | 2011 | 339,702      | MXP    |
| NISSAN                     | ALTIMA        | 3.5 CVT                            | coupe        | 2       | 2011 | 409,025      | MXP    |
| NISSAN                     | ALTIMA        | 3.5 SR CVT CON MODO MANUAL         | sedan        | 4       | 2011 | 387,003      | MXP    |
| NISSAN                     | APRIO         | 1.6 BASE AT AC                     | sedan        | 4       | 2010 | 144,322      | MXP    |
| NISSAN                     | APRIO         | 1.6 BASE MT                        | sedan        | 4       | 2010 | 126,318      | MXP    |
| NISSAN                     | APRIO         | 1.6 BASE MT AC                     | sedan        | 4       | 2010 | 134,907      | MXP    |
| NISSAN                     | APRIO         | 1.6 CONVENIENCE MT                 | sedan        | 4       | 2010 | 109,146      | MXP    |
| NISSAN                     | APRIO         | 1.6 CONVENIENCE MT AC              | sedan        | 4       | 2010 | 123,108      | MXP    |
| NISSAN                     | APRIO         | 1.6 CUSTOM AT AC                   | sedan        | 4       | 2010 | 162,707      | MXP    |
| NISSAN                     | ARMADA        | (O)5.6 SE 4X2 PIEL QUEMACOCOS AT   | sprt utl veh | 5       | 2010 | 588,375      | MXP    |
| NISSAN                     | ARMADA        | (O)5.6 SE 4X4 PIEL QUEMACOCOS AT   | sprt utl veh | 5       | 2010 | 657,973      | MXP    |
| NISSAN                     | ARMADA        | 5.6 SV 4X2 PIEL QUEMACOCOS AT      | sprt utl veh | 5       | 2011 | 604,807      | MXP    |
| NISSAN                     | ARMADA        | 5.6 SV 4X4 PIEL QUEMACOCOS AT      | sprt utl veh | 5       | 2011 | 676,201      | MXP    |
| NISSAN                     | CABSTAR       | 2.5 3.8 ESTANDAR                   | chass cab    | 2       | 2011 | 390,607      | MXP    |
| NISSAN                     | CABSTAR       | 2.5 3.8 ESTANDAR AC                | chass cab    | 2       | 2011 | 404,278      | MXP    |
| NISSAN                     | CABSTAR       | 2.5 3.8 EXTENDIDO                  | chass cab    | 2       | 2011 | 396,615      | MXP    |
| NISSAN                     | CABSTAR       | 2.5 3.8 EXTENDIDO AC               | chass cab    | 2       | 2011 | 410,303      | MXP    |
| NISSAN                     | FRONTIER      | 2.4 CREW CAB LE 4X2                | p-up         | 4       | 2011 | 301,440      | MXP    |
| NISSAN                     | FRONTIER      | 2.4 CREW CAB XE 4X2                | p-up         | 4       | 2011 | 261,479      | MXP    |
| NISSAN                     | FRONTIER      | 4.0 SV 4X2 AT                      | p-up         | 4       | 2011 | 375,436      | MXP    |
| NISSAN                     | FRONTIER      | 4.0 SV 4X4 AT                      | p-up         | 4       | 2011 | 410,205      | MXP    |
| NISSAN                     | MARCH         | 1.6 ADVANCE AT                     | hatchback    | 5       | 2011 | 159,002      | MXP    |
| NISSAN                     | MARCH         | 1.6 ADVANCE MT                     | hatchback    | 5       | 2011 | 146,003      | MXP    |
| NISSAN                     | MARCH         | 1.6 DRIVE MT                       | hatchback    | 5       | 2011 | 117,003      | MXP    |
| NISSAN                     | MARCH         | 1.6 SENSE MT                       | hatchback    | 5       | 2011 | 132,301      | MXP    |
| NISSAN                     | MARCH         | 1.6 SR AT                          | hatchback    | 5       | 2011 | 174,002      | MXP    |
| NISSAN                     | MARCH         | 1.6 SR MT                          | hatchback    | 5       | 2011 | 161,002      | MXP    |
| NISSAN                     | MAXIMA        | (O)3.5 SPORT CVT                   | sedan        | 4       | 2010 | 482,666      | MXP    |
| NISSAN                     | MAXIMA        | 3.5 SPORT CVT                      | sedan        | 4       | 2011 | 498,102      | MXP    |
| NISSAN                     | MAXIMA        | 3.5 TRACKING CVT                   | sedan        | 4       | 2010 | 465,275      | MXP    |
| NISSAN                     | MURANO        | (O)3.5 LE AWD CVT                  | sprt utl veh | 5       | 2010 | 496,312      | MXP    |
| NISSAN                     | MURANO        | (O)3.5 SL 2WD CVT                  | sprt utl veh | 5       | 2010 | 448,320      | MXP    |
| NISSAN                     | MURANO        | 3.5 LE AWD CVT                     | sprt utl veh | 5       | 2011 | 535,202      | MXP    |
| NISSAN                     | MURANO        | 3.5 SL 2WD CVT                     | sprt utl veh | 5       | 2011 | 480,702      | MXP    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |            |  |              |         |      |              |        |
|----------------------------|------------|--|--------------|---------|------|--------------|--------|
| Marca                      | Modelo     | Version                                | Tipo         | Puertas | Año  | Precio lista | Moneda |
| NISSAN                     | PATHFINDER | (O)4.0 LE 4X4 PIEL LUXURY CON MM AT    | sprt utl veh | 5       | 2010 | 547,480      | MXP    |
| NISSAN                     | PATHFINDER | (O)4.0 SE 4X2 PIEL PREMIUM CON MM AT   | sprt utl veh | 5       | 2010 | 492,972      | MXP    |
| NISSAN                     | PATHFINDER | (O)4.0 SE 4X2 TELA COMFORT CON MM AT   | sprt utl veh | 5       | 2010 | 451,871      | MXP    |
| NISSAN                     | PATHFINDER | 4.0 LE 4X4 PIEL LUXURY CON MM AT       | sprt utl veh | 5       | 2011 | 564,436      | MXP    |
| NISSAN                     | PATHFINDER | 4.0 SV 4X2 PIEL PREMIUM CON MM AT      | sprt utl veh | 5       | 2011 | 508,401      | MXP    |
| NISSAN                     | PATHFINDER | 4.0 SV 4X2 TELA COMFORT CON MM AT      | sprt utl veh | 5       | 2011 | 466,101      | MXP    |
| NISSAN                     | PICKUP     | (O)2.4 CHASIS CAB TM                   | chass cab    | 2       | 2010 | 176,711      | MXP    |
| NISSAN                     | PICKUP     | (O)2.4 CHASIS CAB TM DH                | chass cab    | 2       | 2010 | 182,682      | MXP    |
| NISSAN                     | PICKUP     | (O)2.4 DOBLE CABINA LUJO TM            | p-up         | 4       | 2010 | 239,871      | MXP    |
| NISSAN                     | PICKUP     | (O)2.4 DOBLE CABINA TIPICA TM          | p-up         | 4       | 2010 | 210,233      | MXP    |
| NISSAN                     | PICKUP     | (O)2.4 DOBLE CABINA TIPICA TM AC AUDIO | p-up         | 4       | 2010 | 231,458      | MXP    |
| NISSAN                     | PICKUP     | (O)2.4 ESTACAS TM DH                   | chass cab    | 2       | 2010 | 189,643      | MXP    |
| NISSAN                     | PICKUP     | (O)2.4 PICK UP TM DH                   | p-up         | 2       | 2010 | 195,540      | MXP    |
| NISSAN                     | PICKUP     | (O)2.5 CHASIS CAB DIESEL MT 4WD        | chass cab    | 2       | 2010 | 251,879      | MXP    |
| NISSAN                     | PICKUP     | (O)2.5 CHASIS CAB DIESEL MT 4WD AC     | chass cab    | 2       | 2010 | 266,238      | MXP    |
| NISSAN                     | PICKUP     | (O)2.5 PICK UP MT DIESEL 4WD           | p-up         | 2       | 2010 | 268,185      | MXP    |
| NISSAN                     | PICKUP     | (O)2.5 PICK UP MT DIESEL 4WD AC        | p-up         | 2       | 2010 | 289,498      | MXP    |
| NISSAN                     | PICKUP     | 2.4 CHASIS CAB TM                      | chass cab    | 2       | 2011 | 180,553      | MXP    |
| NISSAN                     | PICKUP     | 2.4 CHASIS CAB TM DH                   | chass cab    | 2       | 2011 | 186,650      | MXP    |
| NISSAN                     | PICKUP     | 2.4 DOBLE CABINA LUJO TM               | p-up         | 4       | 2011 | 245,040      | MXP    |
| NISSAN                     | PICKUP     | 2.4 DOBLE CABINA TIPICA TM             | p-up         | 4       | 2011 | 214,779      | MXP    |
| NISSAN                     | PICKUP     | 2.4 DOBLE CABINA TIPICA TM AC AUDIO    | p-up         | 4       | 2011 | 238,521      | MXP    |
| NISSAN                     | PICKUP     | 2.4 ESTACAS TM DH                      | chass cab    | 2       | 2011 | 193,757      | MXP    |
| NISSAN                     | PICKUP     | 2.4 PICK UP TM DH                      | p-up         | 2       | 2011 | 199,776      | MXP    |
| NISSAN                     | PICKUP     | 2.5 CHASIS CAB DIESEL MT 4WD           | chass cab    | 2       | 2011 | 254,586      | MXP    |
| NISSAN                     | PICKUP     | 2.5 CHASIS CAB DIESEL MT 4WD AC        | chass cab    | 2       | 2011 | 269,090      | MXP    |
| NISSAN                     | PICKUP     | 2.5 DOBLE CABINA DIESEL 4WD TM         | p-up         | 4       | 2011 | 306,349      | MXP    |
| NISSAN                     | PICKUP     | 2.5 PICK UP MT DIESEL 4WD              | p-up         | 2       | 2011 | 271,055      | MXP    |
| NISSAN                     | PICKUP     | 2.5 PICK UP MT DIESEL 4WD AC           | p-up         | 2       | 2011 | 292,587      | MXP    |
| NISSAN                     | PLATINA    | 1.6 CUSTOM AC MT                       | sedan        | 4       | 2010 | 148,969      | MXP    |
| NISSAN                     | PLATINA    | 1.6 CUSTOM MT                          | sedan        | 4       | 2010 | 135,101      | MXP    |
| NISSAN                     | ROGUE      | (O)2.5 SL AWD CVT                      | sprt utl veh | 5       | 2010 | 337,466      | MXP    |
| NISSAN                     | ROGUE      | (O)2.5 SL PIEL 2WD CVT                 | sprt utl veh | 5       | 2010 | 315,809      | MXP    |
| NISSAN                     | ROGUE      | (O)2.5 SL TELA 2WD CVT                 | sprt utl veh | 5       | 2010 | 298,581      | MXP    |
| NISSAN                     | ROGUE      | 2.5 SL AWD CVT                         | sprt utl veh | 5       | 2011 | 373,827      | MXP    |
| NISSAN                     | ROGUE      | 2.5 SL PIEL 2WD CVT                    | sprt utl veh | 5       | 2011 | 345,435      | MXP    |
| NISSAN                     | ROGUE      | 2.5 SL TELA 2WD CVT                    | sprt utl veh | 5       | 2011 | 320,016      | MXP    |
| NISSAN                     | SENTRA     | (O)2.0 CUSTOM CVT                      | sedan        | 4       | 2010 | 211,122      | MXP    |
| NISSAN                     | SENTRA     | (O)2.0 CUSTOM TM                       | sedan        | 4       | 2010 | 196,773      | MXP    |
| NISSAN                     | SENTRA     | (O)2.0 EMOTION CVT                     | sedan        | 4       | 2010 | 225,930      | MXP    |
| NISSAN                     | SENTRA     | (O)2.0 EMOTION TM                      | sedan        | 4       | 2010 | 215,306      | MXP    |
| NISSAN                     | SENTRA     | (O)2.0 SR CVT                          | sedan        | 4       | 2010 | 228,897      | MXP    |
| NISSAN                     | SENTRA     | (O)2.0 SR TM                           | sedan        | 4       | 2010 | 216,397      | MXP    |
| NISSAN                     | SENTRA     | (O)2.5 SE-R SPEC V TM                  | sedan        | 4       | 2010 | 255,562      | MXP    |
| NISSAN                     | SENTRA     | 2.0 CUSTOM CVT                         | sedan        | 4       | 2011 | 219,530      | MXP    |
| NISSAN                     | SENTRA     | 2.0 CUSTOM TM                          | sedan        | 4       | 2011 | 202,901      | MXP    |
| NISSAN                     | SENTRA     | 2.0 ELITE PIEL CVT                     | sedan        | 4       | 2011 | 261,333      | MXP    |
| NISSAN                     | SENTRA     | 2.0 EMOTION CVT                        | sedan        | 4       | 2011 | 232,501      | MXP    |
| NISSAN                     | SENTRA     | 2.0 EMOTION TM                         | sedan        | 4       | 2011 | 223,402      | MXP    |
| NISSAN                     | SENTRA     | 2.0 LUXURY CVT                         | sedan        | 4       | 2010 | 252,522      | MXP    |
| NISSAN                     | SENTRA     | 2.0 PREMIUM CVT                        | sedan        | 4       | 2010 | 246,997      | MXP    |
| NISSAN                     | SENTRA     | 2.0 PREMIUM TM                         | sedan        | 4       | 2010 | 233,924      | MXP    |
| NISSAN                     | SENTRA     | 2.0 SR CVT                             | sedan        | 4       | 2011 | 233,602      | MXP    |
| NISSAN                     | SENTRA     | 2.0 SR TM                              | sedan        | 4       | 2011 | 224,503      | MXP    |
| NISSAN                     | SENTRA     | 2.5 SE-R SPEC V TM                     | sedan        | 4       | 2011 | 260,806      | MXP    |
| NISSAN                     | TIIDA      | (O)1.8 COMFORT MT                      | sedan        | 4       | 2010 | 147,191      | MXP    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |         |  |               |         |      |              |        |
|----------------------------|---------|--|---------------|---------|------|--------------|--------|
| Marca                      | Modelo  | Version                                  | Tipo          | Puertas | Año  | Precio lista | Moneda |
| NISSAN                     | TIIDA   | (O)1.8 COMFORT MT AC                     | sedan         | 4       | 2010 | 162,449      | MXP    |
| NISSAN                     | TIIDA   | (O)1.8 CUSTOM AT AC                      | sedan         | 4       | 2010 | 192,415      | MXP    |
| NISSAN                     | TIIDA   | (O)1.8 CUSTOM MT AC                      | sedan         | 4       | 2010 | 179,592      | MXP    |
| NISSAN                     | TIIDA   | (O)1.8 EMOTION AT                        | sedan         | 4       | 2010 | 210,281      | MXP    |
| NISSAN                     | TIIDA   | (O)1.8 EMOTION HB AT                     | hatchback     | 5       | 2010 | 211,574      | MXP    |
| NISSAN                     | TIIDA   | (O)1.8 EMOTION HB MT                     | hatchback     | 5       | 2010 | 200,100      | MXP    |
| NISSAN                     | TIIDA   | (O)1.8 EMOTION MT                        | sedan         | 4       | 2010 | 197,546      | MXP    |
| NISSAN                     | TIIDA   | (O)1.8 PREMIUM HB AT                     | hatchback     | 5       | 2010 | 237,996      | MXP    |
| NISSAN                     | TIIDA   | (O)1.8 PREMIUM HB MT                     | hatchback     | 5       | 2010 | 224,490      | MXP    |
| NISSAN                     | TIIDA   | 1.8 COMFORT MT                           | sedan         | 4       | 2011 | 151,068      | MXP    |
| NISSAN                     | TIIDA   | 1.8 COMFORT MT AC                        | sedan         | 4       | 2011 | 166,631      | MXP    |
| NISSAN                     | TIIDA   | 1.8 CUSTOM AT AC                         | sedan         | 4       | 2011 | 201,273      | MXP    |
| NISSAN                     | TIIDA   | 1.8 CUSTOM MT AC                         | sedan         | 4       | 2011 | 188,194      | MXP    |
| NISSAN                     | TIIDA   | 1.8 EMOTION AT                           | sedan         | 4       | 2011 | 215,454      | MXP    |
| NISSAN                     | TIIDA   | 1.8 EMOTION HB AT                        | hatchback     | 5       | 2011 | 216,219      | MXP    |
| NISSAN                     | TIIDA   | 1.8 EMOTION HB MT                        | hatchback     | 5       | 2011 | 204,543      | MXP    |
| NISSAN                     | TIIDA   | 1.8 EMOTION MT                           | sedan         | 4       | 2011 | 202,434      | MXP    |
| NISSAN                     | TIIDA   | 1.8 PREMIUM HB AT                        | hatchback     | 5       | 2011 | 243,138      | MXP    |
| NISSAN                     | TIIDA   | 1.8 PREMIUM HB MT                        | hatchback     | 5       | 2011 | 231,155      | MXP    |
| NISSAN                     | TITAN   | (O)5.6 CREW CAB LE 4X4 PIEL QUEMACOCOS A | p-up          | 4       | 2010 | 516,239      | MXP    |
| NISSAN                     | TITAN   | (O)5.6 CREW CAB SE 4X2 TELA AT           | p-up          | 4       | 2010 | 438,305      | MXP    |
| NISSAN                     | TITAN   | 5.6 CREW CAB SL 4X4 PIEL QUEMACOCOS AT   | p-up          | 4       | 2011 | 524,159      | MXP    |
| NISSAN                     | TITAN   | 5.6 CREW CAB SV 4X2 TELA AT              | p-up          | 4       | 2011 | 447,174      | MXP    |
| NISSAN                     | TSURU   | (O)1.6 GSI MILLON Y MEDIO TM             | sedan         | 4       | 2011 | 136,283      | MXP    |
| NISSAN                     | TSURU   | (O)1.6 GSI TM                            | sedan         | 4       | 2011 | 133,367      | MXP    |
| NISSAN                     | TSURU   | (O)1.6 GSII TM                           | sedan         | 4       | 2011 | 148,214      | MXP    |
| NISSAN                     | TSURU   | 1.6 GSI MILLON Y MEDIO TM                | sedan         | 4       | 2012 | 137,615      | MXP    |
| NISSAN                     | TSURU   | 1.6 GSI TM                               | sedan         | 4       | 2012 | 134,672      | MXP    |
| NISSAN                     | TSURU   | 1.6 GSII A/C TM                          | sedan         | 4       | 2010 | 165,964      | MXP    |
| NISSAN                     | TSURU   | 1.6 GSII TA                              | sedan         | 4       | 2010 | 164,182      | MXP    |
| NISSAN                     | TSURU   | 1.6 GSII TM                              | sedan         | 4       | 2012 | 149,716      | MXP    |
| NISSAN                     | URVAN   | (O)2.5 GX LARGA MT 12 PASAJEROS AC       | passenger van | 4       | 2010 | 326,715      | MXP    |
| NISSAN                     | URVAN   | (O)2.5 GX LARGA MT 15 PASAJEROS          | passenger van | 4       | 2010 | 336,863      | MXP    |
| NISSAN                     | URVAN   | (O)2.5 GX LARGA MT 15 PASAJEROS AC       | passenger van | 4       | 2010 | 349,429      | MXP    |
| NISSAN                     | URVAN   | (O)2.5 GX LARGA MT 9 PASAJEROS AC        | passenger van | 4       | 2010 | 319,369      | MXP    |
| NISSAN                     | URVAN   | (O)2.5 PANEL DV LARGA MT                 | cargo van     | 5       | 2010 | 276,909      | MXP    |
| NISSAN                     | URVAN   | (O)2.5 PANEL DV LARGA TOLDO ALTO MT      | cargo van     | 5       | 2010 | 278,036      | MXP    |
| NISSAN                     | URVAN   | (O)2.5 PANEL DV LARGA VENTANA TOLDOALTO  | cargo van     | 4       | 2010 | 280,821      | MXP    |
| NISSAN                     | URVAN   | (O)3.0 LARGA 15 PASAJEROS AC DIESEL MT   | passenger van | 4       | 2010 | 371,713      | MXP    |
| NISSAN                     | URVAN   | (O)3.0 PANEL DV LARGA DIESEL MT          | cargo van     | 5       | 2010 | 308,391      | MXP    |
| NISSAN                     | URVAN   | (O)3.0 PANEL DV LARGA TOLDO ALTO DIESEL  | cargo van     | 5       | 2010 | 312,816      | MXP    |
| NISSAN                     | URVAN   | (O)3.0 PANEL DV LARGA VENT TOLDO ALTO D  | cargo van     | 4       | 2010 | 304,045      | MXP    |
| NISSAN                     | URVAN   | 2.5 GX LARGA MT 12 PASAJEROS AC          | passenger van | 4       | 2011 | 347,546      | MXP    |
| NISSAN                     | URVAN   | 2.5 GX LARGA MT 15 PASAJEROS             | passenger van | 4       | 2011 | 358,780      | MXP    |
| NISSAN                     | URVAN   | 2.5 GX LARGA MT 15 PASAJEROS AC          | passenger van | 4       | 2011 | 372,112      | MXP    |
| NISSAN                     | URVAN   | 2.5 GX LARGA MT 9 PASAJEROS AC           | passenger van | 4       | 2011 | 339,414      | MXP    |
| NISSAN                     | URVAN   | 2.5 PANEL DV LARGA MT                    | cargo van     | 5       | 2011 | 298,203      | MXP    |
| NISSAN                     | URVAN   | 2.5 PANEL DV LARGA TOLDO ALTO MT         | cargo van     | 5       | 2011 | 299,416      | MXP    |
| NISSAN                     | URVAN   | 2.5 PANEL DV LARGA VENTANA TOLDOALTO MT  | cargo van     | 4       | 2011 | 302,416      | MXP    |
| NISSAN                     | URVAN   | 3.0 LARGA 15 PASAJEROS AC DIESEL MT      | passenger van | 4       | 2011 | 391,116      | MXP    |
| NISSAN                     | URVAN   | 3.0 PANEL DV LARGA DIESEL MT             | cargo van     | 5       | 2011 | 323,514      | MXP    |
| NISSAN                     | URVAN   | 3.0 PANEL DV LARGA TOLDO ALTO DIESEL MT  | cargo van     | 5       | 2011 | 328,158      | MXP    |
| NISSAN                     | URVAN   | 3.0 PANEL DV LARGA VENT TOLDO ALTO D MT  | cargo van     | 4       | 2011 | 318,951      | MXP    |
| NISSAN                     | X-TRAIL | (O)2.5 4WD CVT                           | sprt utl veh  | 5       | 2010 | 354,879      | MXP    |
| NISSAN                     | X-TRAIL | (O)2.5 LE CVT                            | sprt utl veh  | 5       | 2010 | 287,901      | MXP    |
| NISSAN                     | X-TRAIL | (O)2.5 SLX CVT                           | sprt utl veh  | 5       | 2010 | 308,092      | MXP    |



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| 1a. Qna. de abril de 2011. |            |                                      |              |         |      |              |        |
|----------------------------|------------|--------------------------------------|--------------|---------|------|--------------|--------|
| Marca                      | Modelo     | Version                              | Tipo         | Puertas | Año  | Precio lista | Moneda |
| NISSAN                     | X-TRAIL    | (O)2.5 SLX PIEL CVT                  | sprt utl veh | 5       | 2010 | 327,510      | MXP    |
| NISSAN                     | X-TRAIL    | 2.5 4WD CVT                          | sprt utl veh | 5       | 2011 | 386,402      | MXP    |
| NISSAN                     | X-TRAIL    | 2.5 LE CVT                           | sprt utl veh | 5       | 2011 | 306,202      | MXP    |
| NISSAN                     | X-TRAIL    | 2.5 SLX CVT                          | sprt utl veh | 5       | 2011 | 333,402      | MXP    |
| NISSAN                     | X-TRAIL    | 2.5 SLX PIEL CVT                     | sprt utl veh | 5       | 2011 | 350,210      | MXP    |
| PEUGEOT                    | 207        | (O)1.4 COMPACT SPECIAL EDITION 3P MT | hatchback    | 3       | 2010 | 139,900      | MXP    |
| PEUGEOT                    | 207        | (O)1.6 CC PIEL AT                    | conv         | 2       | 2010 | 317,900      | MXP    |
| PEUGEOT                    | 207        | (O)1.6 SEDAN FELINE 4P AT            | sedan        | 4       | 2010 | 211,900      | MXP    |
| PEUGEOT                    | 207        | (O)1.6 TURBO CC PIEL MT              | conv         | 2       | 2010 | 317,900      | MXP    |
| PEUGEOT                    | 207        | 1.4 COMPACT 3P MT                    | hatchback    | 3       | 2011 | 149,900      | MXP    |
| PEUGEOT                    | 207        | 1.4 COMPACT 5P MT                    | hatchback    | 5       | 2011 | 154,900      | MXP    |
| PEUGEOT                    | 207        | 1.4 COMPACT MILLESIM 200 5P MT       | hatchback    | 5       | 2011 | 159,900      | MXP    |
| PEUGEOT                    | 207        | 1.4 SEDAN 4P MT                      | sedan        | 4       | 2011 | 168,900      | MXP    |
| PEUGEOT                    | 207        | 1.4 SEDAN ORIGIN 4P MT               | sedan        | 4       | 2010 | 153,900      | MXP    |
| PEUGEOT                    | 207        | 1.4 SEDAN ORIGIN RADIO 4P MT         | sedan        | 4       | 2010 | 156,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 CC PIEL AT                       | conv         | 2       | 2011 | 317,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 COMPACT FELINE 3P MT             | hatchback    | 3       | 2011 | 179,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 COMPACT TRENDY 5P AT             | hatchback    | 5       | 2011 | 179,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 COMPACT TRENDY 5P MT             | hatchback    | 5       | 2011 | 165,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 COMPACT WIFI 5P AT               | hatchback    | 5       | 2010 | 193,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 COMPACT WIFI 5P MT               | hatchback    | 5       | 2010 | 179,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 RC TURBO 3P MT                   | hatchback    | 3       | 2010 | 272,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 SEDAN FELINE 4P AT               | sedan        | 4       | 2011 | 206,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 SEDAN TRENDY 4P AT               | sedan        | 4       | 2011 | 196,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 SEDAN TRENDY 4P MT               | sedan        | 4       | 2011 | 183,900      | MXP    |
| PEUGEOT                    | 207        | 1.6 TURBO CC PIEL MT                 | conv         | 2       | 2011 | 317,900      | MXP    |
| PEUGEOT                    | 3008       | 1.6 CONFORT TIPTRONIC                | hatchback    | 5       | 2011 | 298,900      | MXP    |
| PEUGEOT                    | 3008       | 1.6 PREMIUM PACK TIPTRONIC           | hatchback    | 5       | 2011 | 344,900      | MXP    |
| PEUGEOT                    | 3008       | 1.6 PREMIUM TIPTRONIC                | hatchback    | 5       | 2011 | 321,900      | MXP    |
| PEUGEOT                    | 3008       | 1.6 TURBO TIPTRONIC                  | hatchback    | 5       | 2011 | 312,900      | MXP    |
| PEUGEOT                    | 308        | (O)1.6 TURBO 5P AT                   | hatchback    | 5       | 2010 | 292,900      | MXP    |
| PEUGEOT                    | 308        | (O)1.6 TURBO CC AT                   | conv         | 2       | 2010 | 433,900      | MXP    |
| PEUGEOT                    | 308        | 1.6 TURBO 5P AT                      | hatchback    | 5       | 2011 | 292,900      | MXP    |
| PEUGEOT                    | 308        | 1.6 TURBO CC AT                      | conv         | 2       | 2011 | 439,900      | MXP    |
| PEUGEOT                    | GRAND RAID | (O)1.6 MAYA MT                       | mini MPV     | 5       | 2010 | 188,900      | MXP    |
| PEUGEOT                    | GRAND RAID | 1.6 MAYA MT                          | mini MPV     | 5       | 2011 | 191,900      | MXP    |
| PEUGEOT                    | GRAND RAID | 1.6 ORIGIN MT                        | mini MPV     | 5       | 2011 | 181,900      | MXP    |
| PEUGEOT                    | MANAGER    | 2.2 HDI FURGON 435 L2H2 BASE AC MT   | cargo van    | 4       | 2011 | 369,900      | MXP    |
| PEUGEOT                    | MANAGER    | 3.0HDI FURGON 435 L4H2 BASE AC MT    | cargo van    | 4       | 2011 | 459,900      | MXP    |
| PEUGEOT                    | PARTNER    | 1.6 HDI PLC PACK MT                  | car van      | 4       | 2011 | 191,900      | MXP    |
| PEUGEOT                    | PARTNER    | 1.6 PLC PACK MT                      | car van      | 4       | 2011 | 171,900      | MXP    |
| PEUGEOT                    | RCZ        | 1.6 THP MT                           | coupe        | 2       | 2011 | 499,900      | MXP    |
| PORSCHE                    | 911        | 3.6 CARRERA 4 CABRIOLET MT           | conv         | 2       | 2011 | 129,000      | USD    |
| PORSCHE                    | 911        | 3.6 CARRERA 4 CABRIOLET PDK          | conv         | 2       | 2011 | 133,000      | USD    |
| PORSCHE                    | 911        | 3.6 CARRERA 4 COUPE MT               | coupe        | 2       | 2011 | 116,000      | USD    |
| PORSCHE                    | 911        | 3.6 CARRERA 4 COUPE PDK              | coupe        | 2       | 2011 | 120,000      | USD    |
| PORSCHE                    | 911        | 3.6 CARRERA CABRIOLET MT             | conv         | 2       | 2011 | 121,500      | USD    |
| PORSCHE                    | 911        | 3.6 CARRERA CABRIOLET PDK            | conv         | 2       | 2011 | 125,500      | USD    |
| PORSCHE                    | 911        | 3.6 CARRERA COUPE MT                 | coupe        | 2       | 2011 | 108,500      | USD    |
| PORSCHE                    | 911        | 3.6 CARRERA COUPE PDK                | coupe        | 2       | 2011 | 112,500      | USD    |
| PORSCHE                    | 911        | 3.6 TARGA 4 MT                       | coupe        | 3       | 2011 | 126,000      | USD    |
| PORSCHE                    | 911        | 3.6 TARGA 4 PDK                      | coupe        | 3       | 2011 | 130,000      | USD    |
| PORSCHE                    | 911        | 3.8 CARRERA 4S CABRIOLET MT          | conv         | 2       | 2011 | 145,000      | USD    |
| PORSCHE                    | 911        | 3.8 CARRERA 4S CABRIOLET PDK         | conv         | 2       | 2011 | 149,000      | USD    |
| PORSCHE                    | 911        | 3.8 CARRERA 4S COUPE MT              | coupe        | 2       | 2011 | 132,000      | USD    |
| PORSCHE                    | 911        | 3.8 CARRERA 4S COUPE PDK             | coupe        | 2       | 2011 | 136,000      | USD    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |            |   |              |         |      |              |        |
|----------------------------|------------|---|--------------|---------|------|--------------|--------|
| Marca                      | Modelo     | Version                                 | Tipo         | Puertas | Año  | Precio lista | Moneda |
| PORSCHE                    | 911        | 3.8 CARRERA S CABRIOLET MT              | conv         | 2       | 2011 | 137,500      | USD    |
| PORSCHE                    | 911        | 3.8 CARRERA S CABRIOLET PDK             | conv         | 2       | 2011 | 141,500      | USD    |
| PORSCHE                    | 911        | 3.8 CARRERA S COUPE MT                  | coupe        | 2       | 2011 | 124,500      | USD    |
| PORSCHE                    | 911        | 3.8 CARRERA S COUPE PDK                 | coupe        | 2       | 2011 | 128,500      | USD    |
| PORSCHE                    | 911        | 3.8 GT3 MT                              | coupe        | 2       | 2011 | 148,000      | USD    |
| PORSCHE                    | 911        | 3.8 GT3 RS MT                           | coupe        | 2       | 2011 | 178,000      | USD    |
| PORSCHE                    | 911        | 3.8 TARGA 4S MT                         | coupe        | 3       | 2011 | 142,000      | USD    |
| PORSCHE                    | 911        | 3.8 TARGA 4S PDK                        | coupe        | 3       | 2011 | 146,000      | USD    |
| PORSCHE                    | 911        | 3.8 TURBO CABRIOLET MT                  | conv         | 2       | 2011 | 199,000      | USD    |
| PORSCHE                    | 911        | 3.8 TURBO CABRIOLET PDK                 | conv         | 2       | 2011 | 203,500      | USD    |
| PORSCHE                    | 911        | 3.8 TURBO MT                            | coupe        | 2       | 2011 | 184,000      | USD    |
| PORSCHE                    | 911        | 3.8 TURBO PDK                           | coupe        | 2       | 2011 | 188,500      | USD    |
| PORSCHE                    | BOXSTER    | 2.9 MT                                  | conv         | 2       | 2011 | 65,000       | USD    |
| PORSCHE                    | BOXSTER    | 2.9 PDK                                 | conv         | 2       | 2011 | 68,600       | USD    |
| PORSCHE                    | BOXSTER    | 3.4 S MT                                | conv         | 2       | 2011 | 77,200       | USD    |
| PORSCHE                    | BOXSTER    | 3.4 S MT SPYDER                         | conv         | 2       | 2011 | 78,500       | USD    |
| PORSCHE                    | BOXSTER    | 3.4 S PDK                               | conv         | 2       | 2011 | 80,700       | USD    |
| PORSCHE                    | BOXSTER    | 3.4 S PDK SPYDER                        | conv         | 2       | 2011 | 82,000       | USD    |
| PORSCHE                    | CAYENNE    | (O)3.6 V6 TIPTRONIC                     | sprt utl veh | 5       | 2010 | 67,600       | USD    |
| PORSCHE                    | CAYENNE    | 3.0 DIESEL TIPTRONIC                    | sprt utl veh | 5       | 2011 | 74,000       | USD    |
| PORSCHE                    | CAYENNE    | 3.0 S HYBRID TIPTRONIC                  | sprt utl veh | 5       | 2011 | 90,000       | USD    |
| PORSCHE                    | CAYENNE    | 3.6 V6                                  | sprt utl veh | 5       | 2011 | 70,000       | USD    |
| PORSCHE                    | CAYENNE    | 4.8 S TIPTRONIC                         | sprt utl veh | 5       | 2011 | 90,000       | USD    |
| PORSCHE                    | CAYENNE    | 4.8 V8 TIPTRONIC GTS                    | sprt utl veh | 5       | 2010 | 101,900      | USD    |
| PORSCHE                    | CAYENNE    | 4.8 V8 TIPTRONIC GTS PDE 3              | sprt utl veh | 5       | 2010 | 119,000      | USD    |
| PORSCHE                    | CAYENNE    | 4.8 V8 TIPTRONIC S                      | sprt utl veh | 5       | 2010 | 87,200       | USD    |
| PORSCHE                    | CAYENNE    | 4.8 V8 TIPTRONIC S TRANSSYBERIA         | sprt utl veh | 5       | 2010 | 96,900       | USD    |
| PORSCHE                    | CAYENNE    | 4.8 V8 TIPTRONIC TURBO                  | sprt utl veh | 5       | 2010 | 138,700      | USD    |
| PORSCHE                    | CAYENNE    | 4.8 V8 TIPTRONIC TURBO S                | sprt utl veh | 5       | 2010 | 173,500      | USD    |
| PORSCHE                    | CAYENNE    | 4.8 V8 TURBO TIPTRONIC                  | sprt utl veh | 5       | 2011 | 143,000      | USD    |
| PORSCHE                    | CAYMAN     | 2.9 MT                                  | coupe        | 3       | 2011 | 70,100       | USD    |
| PORSCHE                    | CAYMAN     | 2.9 PDK                                 | coupe        | 3       | 2011 | 73,600       | USD    |
| PORSCHE                    | CAYMAN     | 3.4 S MT                                | coupe        | 3       | 2011 | 81,700       | USD    |
| PORSCHE                    | CAYMAN     | 3.4 S PDK                               | coupe        | 3       | 2011 | 85,200       | USD    |
| PORSCHE                    | PANAMERA   | 4.8 4S PDK                              | hatchback    | 5       | 2011 | 145,200      | USD    |
| PORSCHE                    | PANAMERA   | 4.8 S PDK                               | hatchback    | 5       | 2011 | 138,200      | USD    |
| PORSCHE                    | PANAMERA   | 4.8 TURBO PDK                           | hatchback    | 5       | 2011 | 184,000      | USD    |
| RAM                        | DAKOTA     | (O)3.7 V6 CREW CAB SLT 4X2              | p-up         | 4       | 2010 | 305,900      | MXP    |
| RAM                        | DAKOTA     | 3.7 V6 CREW CAB SLT 4X2                 | p-up         | 4       | 2011 | 317,900      | MXP    |
| RAM                        | DAKOTA     | 3.7 V6 CREW CAB SLT 4X4                 | p-up         | 4       | 2011 | 349,900      | MXP    |
| RAM                        | RAM PICKUP | (O)3.7 V6 1500 ST 4X2                   | p-up         | 2       | 2010 | 232,900      | MXP    |
| RAM                        | RAM PICKUP | (O)3.7 V6 1500 ST 4X2 AT                | p-up         | 2       | 2010 | 232,900      | MXP    |
| RAM                        | RAM PICKUP | (O)4.7 2500 ST 4X4 AT                   | p-up         | 2       | 2010 | 289,900      | MXP    |
| RAM                        | RAM PICKUP | (O)4.7 2500 ST 4X4 MT                   | p-up         | 2       | 2010 | 289,900      | MXP    |
| RAM                        | RAM PICKUP | (O)4.7 V8 2500 ST 4X2                   | p-up         | 2       | 2010 | 256,900      | MXP    |
| RAM                        | RAM PICKUP | (O)4.7 V8 2500 ST 4X2 AT                | p-up         | 2       | 2010 | 256,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 CREW CAB LARAMIE 4X2        | p-up         | 4       | 2010 | 489,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 CREW CAB LARAMIE 4X2 RAMBOX | p-up         | 4       | 2010 | 524,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 CREW CAB LARAMIE 4X4        | p-up         | 4       | 2010 | 519,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 CREW CAB LARAMIE 4X4 RAMBOX | p-up         | 4       | 2010 | 554,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 SLT 4X2                     | p-up         | 2       | 2010 | 329,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 SLT 4X4                     | p-up         | 2       | 2010 | 359,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 SLT CREW CAB 4X2            | p-up         | 4       | 2010 | 408,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 SLT CREW CAB 4X4            | p-up         | 4       | 2010 | 438,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 SLT SPORT 4X2               | p-up         | 2       | 2010 | 352,900      | MXP    |
| RAM                        | RAM PICKUP | (O)5.7 2500 SLT SPORT 4X4               | p-up         | 2       | 2010 | 383,900      | MXP    |



## Lista de precios de vehículos ligeros

| 1a. Qna. de abril de 2011. |                |  |              |         |      |              |        |
|----------------------------|----------------|--|--------------|---------|------|--------------|--------|
| Marca                      | Modelo         | Version                                | Tipo         | Puertas | Año  | Precio lista | Moneda |
| RAM                        | RAM PICKUP     | (O)5.7 4000 CHASIS CABINA 4X2          | chass cab    | 2       | 2010 | 281,200      | MXP    |
| RAM                        | RAM PICKUP     | (O)5.7 4000 CHASIS CABINA 4X4          | chass cab    | 2       | 2010 | 327,900      | MXP    |
| RAM                        | RAM PICKUP     | (O)5.7 4000 CHASIS CORAZA 4X2          | chass cab    | 0       | 2010 | 252,900      | MXP    |
| RAM                        | RAM PICKUP     | (O)6.7 2500 SLT CREW CAB HD 4X4 DIESEL | p-up         | 4       | 2010 | 594,900      | MXP    |
| RAM                        | RAM PICKUP     | (O)6.7 4000 CHASIS CABINA 4X2 DIESEL   | chass cab    | 2       | 2010 | 439,900      | MXP    |
| RAM                        | RAM PICKUP     | (O)6.7 4000 CHASIS CABINA 4X4 DIESEL   | chass cab    | 2       | 2010 | 484,900      | MXP    |
| RAM                        | RAM PICKUP     | (O)6.7 4000 CHASIS CORAZA 4X2 DIESEL   | chass cab    | 0       | 2010 | 409,900      | MXP    |
| RAM                        | RAM PICKUP     | 3.7 V6 1500 ST 4X2 AT                  | p-up         | 2       | 2011 | 244,900      | MXP    |
| RAM                        | RAM PICKUP     | 3.7 V6 1500 ST 4X2 MT                  | p-up         | 2       | 2011 | 244,900      | MXP    |
| RAM                        | RAM PICKUP     | 4.7 V8 2500 ST 4X2 AT                  | p-up         | 2       | 2011 | 268,900      | MXP    |
| RAM                        | RAM PICKUP     | 4.7 V8 2500 ST 4X2 MT                  | p-up         | 2       | 2011 | 268,900      | MXP    |
| RAM                        | RAM PICKUP     | 4.7 V8 2500 ST 4X4 AT                  | p-up         | 2       | 2011 | 306,900      | MXP    |
| RAM                        | RAM PICKUP     | 4.7 V8 2500 ST 4X4 MT                  | p-up         | 2       | 2011 | 306,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 CREW CAB LARAMIE 4X2          | p-up         | 4       | 2011 | 509,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 CREW CAB LARAMIE 4X2 RAMBOX   | p-up         | 4       | 2011 | 544,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 CREW CAB LARAMIE 4X4          | p-up         | 4       | 2011 | 539,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 CREW CAB LARAMIE 4X4 RAMBOX   | p-up         | 4       | 2011 | 574,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 SLT 4X2                       | p-up         | 2       | 2011 | 336,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 SLT 4X4                       | p-up         | 2       | 2011 | 369,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 SLT CREW CAB 4X2              | p-up         | 4       | 2011 | 419,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 SLT CREW CAB 4X4              | p-up         | 4       | 2011 | 449,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 SLT SPORT 4X2                 | p-up         | 2       | 2011 | 379,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 2500 SLT SPORT 4X4                 | p-up         | 2       | 2011 | 412,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 4000 CHASIS CABINA 4X2             | chass cab    | 2       | 2011 | 291,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 4000 CHASIS CABINA 4X2 P           | chass cab    | 2       | 2011 | 291,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 4000 CHASIS CABINA 4X2 PL          | chass cab    | 2       | 2011 | 301,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 4000 CHASIS CABINA 4X4             | chass cab    | 2       | 2011 | 336,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 4000 CHASIS CABINA S 4X2           | chass cab    | 2       | 2011 | 274,900      | MXP    |
| RAM                        | RAM PICKUP     | 5.7 4000 CHASIS CORAZA 4X2             | chass cab    | 0       | 2011 | 259,900      | MXP    |
| RAM                        | RAM PICKUP     | 6.7 2500 SLT CREW CAB HD 4X4 DIESEL    | p-up         | 4       | 2011 | 609,900      | MXP    |
| RAM                        | RAM PICKUP     | 6.7 4000 CHASIS CABINA 4X2 DIESEL      | chass cab    | 2       | 2011 | 451,900      | MXP    |
| RAM                        | RAM PICKUP     | 6.7 4000 CHASIS CABINA 4X4 DIESEL      | chass cab    | 2       | 2011 | 496,900      | MXP    |
| RAM                        | RAM PICKUP     | 6.7 4000 CHASIS CORAZA 4X2 DIESEL      | chass cab    | 0       | 2011 | 419,900      | MXP    |
| RENAULT                    | FLUENCE        | 2.0 AUTHENTIQUE MT                     | sedan        | 4       | 2011 | 205,000      | MXP    |
| RENAULT                    | FLUENCE        | 2.0 DYNAMIQUE AT                       | sedan        | 4       | 2011 | 254,700      | MXP    |
| RENAULT                    | FLUENCE        | 2.0 DYNAMIQUE PACK AT                  | sedan        | 4       | 2011 | 270,500      | MXP    |
| RENAULT                    | FLUENCE        | 2.0 EXPRESSION AT                      | sedan        | 4       | 2011 | 228,100      | MXP    |
| RENAULT                    | KANGOO EXPRESS | 1.6 KANGOO EXPRESS MT                  | car van      | 4       | 2011 | 166,500      | MXP    |
| RENAULT                    | KANGOO EXPRESS | 1.6 KANGOO EXPRESS PACK MT             | car van      | 4       | 2011 | 178,300      | MXP    |
| RENAULT                    | KOLEOS         | 2.5 BOSE CVT                           | sprt utl veh | 5       | 2011 | 364,600      | MXP    |
| RENAULT                    | KOLEOS         | 2.5 DYNAMIQUE 4X4 CVT                  | sprt utl veh | 5       | 2011 | 368,000      | MXP    |
| RENAULT                    | KOLEOS         | 2.5 DYNAMIQUE CVT                      | sprt utl veh | 5       | 2011 | 333,800      | MXP    |
| RENAULT                    | KOLEOS         | 2.5 DYNAMIQUE OPEN SKY CVT             | sprt utl veh | 5       | 2011 | 349,200      | MXP    |
| RENAULT                    | KOLEOS         | 2.5 EXPRESSION CVT                     | sprt utl veh | 5       | 2011 | 298,200      | MXP    |
| RENAULT                    | SAFRANE        | 3.5 DYNAMIQUE AT                       | sedan        | 4       | 2011 | 348,000      | MXP    |
| RENAULT                    | SANDERO        | (O)1.6 AUTHENTIQUE MT                  | hatchback    | 5       | 2010 | 127,000      | MXP    |
| RENAULT                    | SANDERO        | (O)1.6 AUTHENTIQUE PACK MT             | hatchback    | 5       | 2010 | 137,800      | MXP    |
| RENAULT                    | SANDERO        | (O)1.6 DYNAMIQUE AT                    | hatchback    | 5       | 2010 | 180,900      | MXP    |
| RENAULT                    | SANDERO        | (O)1.6 DYNAMIQUE MT                    | hatchback    | 5       | 2010 | 165,000      | MXP    |
| RENAULT                    | SANDERO        | (O)1.6 EXPRESSION MT                   | hatchback    | 5       | 2010 | 148,700      | MXP    |
| RENAULT                    | SANDERO        | 1.6 AUTHENTIQUE MT                     | hatchback    | 5       | 2011 | 135,700      | MXP    |
| RENAULT                    | SANDERO        | 1.6 AUTHENTIQUE PACK MT                | hatchback    | 5       | 2011 | 146,100      | MXP    |
| RENAULT                    | SANDERO        | 1.6 DYNAMIQUE AT                       | hatchback    | 5       | 2011 | 188,200      | MXP    |
| RENAULT                    | SANDERO        | 1.6 DYNAMIQUE MT                       | hatchback    | 5       | 2011 | 171,200      | MXP    |
| RENAULT                    | SANDERO        | 1.6 EXPRESSION MT                      | hatchback    | 5       | 2011 | 158,200      | MXP    |
| RENAULT                    | SCALA          | 1.6 DYNAMIQUE AT                       | sedan        | 4       | 2011 | 198,000      | MXP    |



## Lista de precios de vehículos ligeros

1a. Qna. de abril de 2011.

| Marca   | Modelo          | Version                               | Tipo      | Puertas | Año  | Precio lista | Moneda |
|---------|-----------------|---------------------------------------|-----------|---------|------|--------------|--------|
| RENAULT | SCALA           | 1.6 DYNAMIQUE MT                      | sedan     | 4       | 2011 | 181,000      | MXP    |
| RENAULT | SCALA           | 1.6 EXPRESSION AT                     | sedan     | 4       | 2011 | 179,600      | MXP    |
| RENAULT | SCALA           | 1.6 EXPRESSION MT                     | sedan     | 4       | 2011 | 166,100      | MXP    |
| RENAULT | STEPWAY         | (O)1.6 DYNAMIQUE MT                   | hatchback | 5       | 2010 | 182,900      | MXP    |
| RENAULT | STEPWAY         | 1.6 DYNAMIQUE MT                      | hatchback | 5       | 2011 | 193,200      | MXP    |
| RENAULT | TRAFIC          | 1.9 DCI L2H2 CARGA                    | cargo van | 4       | 2011 | 335,300      | MXP    |
| SEAT    | ALTEA           | (O)1.4 FSI REFERENCE BASE MT          | mini MPV  | 5       | 2010 | 213,500      | MXP    |
| SEAT    | ALTEA           | (O)1.4 FSI REFERENCE EQUIPADO MT      | mini MPV  | 5       | 2010 | 228,000      | MXP    |
| SEAT    | ALTEA           | 1.4 FSI REFERENCE EQUIPADO MT         | mini MPV  | 5       | 2011 | 236,500      | MXP    |
| SEAT    | ALTEA FREETRACK | (O)2.0 STYLE TSI DSG                  | mini MPV  | 5       | 2010 | 274,000      | MXP    |
| SEAT    | ALTEA FREETRACK | (O)2.0 STYLE XENON TSI DSG            | mini MPV  | 5       | 2010 | 298,000      | MXP    |
| SEAT    | ALTEA FREETRACK | 2.0 STYLE TSI DSG                     | mini MPV  | 5       | 2011 | 289,000      | MXP    |
| SEAT    | ALTEA FREETRACK | 2.0 STYLE XENON TSI DSG               | mini MPV  | 5       | 2011 | 310,000      | MXP    |
| SEAT    | ALTEA XL        | (O)1.8 XL TSI STYLE DSG               | mini MPV  | 5       | 2010 | 267,500      | MXP    |
| SEAT    | ALTEA XL        | (O)1.8 XL TSI STYLE FAROS BIXENON DSG | mini MPV  | 5       | 2010 | 277,000      | MXP    |
| SEAT    | ALTEA XL        | 1.8 XL TSI STYLE DSG                  | mini MPV  | 5       | 2011 | 283,000      | MXP    |
| SEAT    | ALTEA XL        | 1.8 XL TSI STYLE FAROS BIXENON DSG    | mini MPV  | 5       | 2011 | 293,000      | MXP    |
| SEAT    | EXEO            | 2.0 TFSI MULTITRONIC                  | sedan     | 4       | 2011 | 385,000      | MXP    |
| SEAT    | IBIZA           | (O)1.6 STYLE 4 PTAS DSG               | hatchback | 5       | 2010 | 211,000      | MXP    |
| SEAT    | IBIZA           | (O)2.0 SPORT ESP MT 2 PTAS MT         | hatchback | 3       | 2010 | 221,500      | MXP    |
| SEAT    | IBIZA           | (O)2.0 SPORT ESP MT 4 PTAS MT         | hatchback | 5       | 2010 | 210,000      | MXP    |



# ESTADOS UNIDOS VENTAS MENUDEO POR MARCA AUTOMÓVILES Y CAMIONES LIGEROS

Unidades

| Modelo / Marca           | 2 0 1 1        |                |                  |                  |          |          |          |          |          |          |          |          | Var. Rel. 11/10  |                |               |
|--------------------------|----------------|----------------|------------------|------------------|----------|----------|----------|----------|----------|----------|----------|----------|------------------|----------------|---------------|
|                          | ENE            | FEB            | MAR              | ABR              | MAY      | JUN      | JUL      | AGO      | SEPT     | OCT      | NOV      | DIC      | TOTAL            | ABR            | TOTAL         |
| <b>BMW</b>               | <b>15,905</b>  | <b>16,416</b>  | <b>20,295</b>    | <b>18,801</b>    |          |          |          |          |          |          |          |          | <b>71,417</b>    | <b>8.88%</b>   | <b>12.3%</b>  |
| Mini                     | 2,751          | 3,503          | 6,087            | 6,446            |          |          |          |          |          |          |          |          | 18,787           | 67.73%         | 49.4%         |
| <b>BMW CO.</b>           | <b>18,656</b>  | <b>19,919</b>  | <b>26,382</b>    | <b>25,247</b>    | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>90,204</b>    | <b>19.59%</b>  | <b>18.4%</b>  |
| Chrysler                 | 9,705          | 12,628         | 20,463           | 20,379           |          |          |          |          |          |          |          |          | 63,175           | -8.97%         | -9.1%         |
| Dodge                    | 37,334         | 53,855         | 67,612           | 63,580           |          |          |          |          |          |          |          |          | 222,381          | 18.46%         | 25.4%         |
| Jeep                     | 23,079         | 28,619         | 33,155           | 32,384           |          |          |          |          |          |          |          |          | 117,237          | 64.85%         | 41.1%         |
| Fiat                     | 0              | 0              | 500              | 882              |          |          |          |          |          |          |          |          | 1,382            | -              | -             |
| <b>CHRYSLER</b>          | <b>70,118</b>  | <b>95,102</b>  | <b>121,730</b>   | <b>117,225</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>404,175</b>   | <b>22.49%</b>  | <b>22.5%</b>  |
| <b>MAYBACH</b>           | <b>5</b>       | <b>5</b>       | <b>5</b>         | <b>5</b>         |          |          |          |          |          |          |          |          | <b>20</b>        | <b>0.00%</b>   | <b>-13.0%</b> |
| Mercedes Benz            | 17,273         | 16,176         | 22,546           | 19,157           |          |          |          |          |          |          |          |          | 75,152           | 5.08%          | 9.2%          |
| Smart                    | 358            | 484            | 425              | 467              |          |          |          |          |          |          |          |          | 1,734            | -31.32%        | -16.5%        |
| Aston Martin             | 0              | 0              | 0                | 0                |          |          |          |          |          |          |          |          | 0                | -              | -             |
| Ford                     | 121,175        | 150,284        | 203,794          | 182,048          |          |          |          |          |          |          |          |          | 657,301          | 24.41%         | 24.4%         |
| Jaguar                   | 935            | 692            | 874              | 1,249            |          |          |          |          |          |          |          |          | 3,750            | 39.40%         | 14.6%         |
| Land Rover               | 2,271          | 2,555          | 3,441            | 2,982            |          |          |          |          |          |          |          |          | 11,249           | 8.48%          | 18.8%         |
| Lincoln                  | 5,558          | 5,948          | 8,501            | 7,236            |          |          |          |          |          |          |          |          | 27,243           | -0.59%         | -8.2%         |
| Mercury                  | 248            | 0              | 0                | 0                |          |          |          |          |          |          |          |          | 248              | -100.00%       | -99.2%        |
| Volvo                    | 4,276          | 4,795          | 6,369            | 6,404            |          |          |          |          |          |          |          |          | 21,844           | 40.87%         | 17.7%         |
| <b>FORD MOTOR CO.</b>    | <b>134,463</b> | <b>164,274</b> | <b>222,979</b>   | <b>199,919</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>721,635</b>   | <b>17.0%</b>   | <b>16.1%</b>  |
| Buick                    | 13,269         | 15,807         | 15,663           | 18,413           |          |          |          |          |          |          |          |          | 63,152           | 51.2%          | 42.5%         |
| Cadillac                 | 12,581         | 15,768         | 12,164           | 13,127           |          |          |          |          |          |          |          |          | 53,640           | 16.0%          | 31.9%         |
| Chevrolet                | 125,389        | 142,919        | 148,197          | 169,794          |          |          |          |          |          |          |          |          | 586,299          | 25.6%          | 24.0%         |
| GMC                      | 27,658         | 32,534         | 30,597           | 31,204           |          |          |          |          |          |          |          |          | 121,993          | 29.8%          | 31.7%         |
| Oldsmobile               |                |                |                  |                  |          |          |          |          |          |          |          |          | 0                | #DIV/0!        | #DIV/0!       |
| Pontiac                  | 0              | 0              | 0                | 0                |          |          |          |          |          |          |          |          | 0                | -100.0%        | -100.0%       |
| Saab                     | 658            | 546            | 830              | 696              |          |          |          |          |          |          |          |          | 2,730            | 223.7%         | 185.6%        |
| Saturn                   | 0              | 0              | 0                | 0                |          |          |          |          |          |          |          |          | 0                | -100.0%        | -100.0%       |
| <b>GENERAL MOTORS</b>    | <b>179,555</b> | <b>207,574</b> | <b>207,451</b>   | <b>233,234</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>827,814</b>   | <b>26.9%</b>   | <b>25.5%</b>  |
| Acura                    | 7,961          | 10,796         | 12,611           | 11,604           |          |          |          |          |          |          |          |          | 42,972           | 8.3%           | 11.6%         |
| Honda                    | 68,308         | 87,263         | 121,039          | 113,195          |          |          |          |          |          |          |          |          | 389,805          | 9.9%           | 17.6%         |
| <b>HONDA CO.</b>         | <b>76,269</b>  | <b>98,059</b>  | <b>133,650</b>   | <b>124,799</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>432,777</b>   | <b>9.8%</b>    | <b>16.9%</b>  |
| Hyundai                  | 37,214         | 43,533         | 61,873           | 61,754           |          |          |          |          |          |          |          |          | 204,374          | 40.3%          | 31.4%         |
| Kia                      | 27,789         | 32,806         | 44,179           | 47,074           |          |          |          |          |          |          |          |          | 151,848          | 56.7%          | 42.3%         |
| <b>HYUNDAI CO.</b>       | <b>65,003</b>  | <b>76,339</b>  | <b>106,052</b>   | <b>108,828</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>356,222</b>   | <b>46.9%</b>   | <b>35.8%</b>  |
| <b>ISUZU</b>             | <b>0</b>       | <b>0</b>       | <b>0</b>         | <b>0</b>         |          |          |          |          |          |          |          |          | <b>0</b>         | <b>#DIV/0!</b> | <b>-</b>      |
| <b>MAZDA CO.</b>         | <b>14,267</b>  | <b>19,387</b>  | <b>30,905</b>    | <b>20,638</b>    |          |          |          |          |          |          |          |          | <b>85,197</b>    | <b>9.0%</b>    | <b>13.8%</b>  |
| <b>MINI</b>              | <b>5,714</b>   | <b>6,893</b>   | <b>7,560</b>     | <b>8,081</b>     |          |          |          |          |          |          |          |          | <b>28,248</b>    | <b>105.5%</b>  | <b>60.9%</b>  |
| Infiniti                 | 7,405          | 9,144          | 11,287           | 6,761            |          |          |          |          |          |          |          |          | 34,597           | -6.2%          | 11.9%         |
| Nissan                   | 64,442         | 83,226         | 109,854          | 64,765           |          |          |          |          |          |          |          |          | 322,287          | 14.5%          | 23.4%         |
| <b>NISSAN CO.</b>        | <b>71,847</b>  | <b>92,370</b>  | <b>121,141</b>   | <b>71,526</b>    | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>356,884</b>   | <b>12.2%</b>   | <b>22.2%</b>  |
| <b>PORSCHE</b>           | <b>2,400</b>   | <b>2,019</b>   | <b>2,588</b>     | <b>3,172</b>     |          |          |          |          |          |          |          |          | <b>10,179</b>    | <b>81.6%</b>   | <b>46.1%</b>  |
| <b>SUBARU CO.</b>        | <b>18,858</b>  | <b>21,683</b>  | <b>26,916</b>    | <b>24,762</b>    |          |          |          |          |          |          |          |          | <b>92,219</b>    | <b>6.7%</b>    | <b>14.3%</b>  |
| <b>SUZUKI</b>            | <b>2,562</b>   | <b>1,643</b>   | <b>2,497</b>     | <b>2,132</b>     |          |          |          |          |          |          |          |          | <b>8,834</b>     | <b>9.3%</b>    | <b>16.1%</b>  |
| Lexus                    | 12,860         | 13,814         | 20,682           | 17,576           |          |          |          |          |          |          |          |          | 64,932           | -4.3%          | -4.3%         |
| Scion                    | 3,275          | 3,944          | 5,540            | 5,710            |          |          |          |          |          |          |          |          | 18,469           | 59.6%          | 40.4%         |
| Toyota                   | 99,721         | 124,088        | 150,000          | 136,254          |          |          |          |          |          |          |          |          | 510,063          | 0.6%           | 10.4%         |
| <b>TOYOTA</b>            | <b>115,856</b> | <b>141,846</b> | <b>176,222</b>   | <b>159,540</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>593,464</b>   | <b>1.3%</b>    | <b>9.3%</b>   |
| Audi                     | 7,812          | 7,753          | 9,818            | 10,018           |          |          |          |          |          |          |          |          | 35,401           | 7.5%           | 15.6%         |
| Bentley                  | 82             | 101            | 137              | 119              |          |          |          |          |          |          |          |          | 439              | -6.3%          | 0.2%          |
| Rolls - Royce            | 27             | 44             | 44               | 44               |          |          |          |          |          |          |          |          | 159              | 4.8%           | 4.6%          |
| Volkswagen               | 18,401         | 21,461         | 27,176           | 28,542           |          |          |          |          |          |          |          |          | 95,580           | 23.4%          | 17.4%         |
| <b>VOLKSWAGEN AG.</b>    | <b>26,322</b>  | <b>29,359</b>  | <b>37,175</b>    | <b>38,723</b>    | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>131,579</b>   | <b>18.7%</b>   | <b>16.8%</b>  |
| <b>OTROS</b>             | <b>298</b>     | <b>244</b>     | <b>244</b>       | <b>244</b>       |          |          |          |          |          |          |          |          | <b>1,030</b>     | <b>1.24%</b>   | <b>1.3%</b>   |
| <b>TOTAL AUTOS</b>       | <b>406,662</b> | <b>508,787</b> | <b>674,753</b>   | <b>627,442</b>   |          |          |          |          |          |          |          |          | <b>2,217,644</b> | <b>19.8%</b>   | <b>17.6%</b>  |
| <b>TOTAL COMERCIALES</b> | <b>413,276</b> | <b>484,748</b> | <b>571,915</b>   | <b>530,486</b>   |          |          |          |          |          |          |          |          | <b>2,000,425</b> | <b>15.6%</b>   | <b>21.8%</b>  |
| <b>TOTAL</b>             | <b>819,938</b> | <b>993,535</b> | <b>1,246,668</b> | <b>1,157,928</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>4,218,069</b> | <b>17.9%</b>   | <b>19.6%</b>  |

Fuente: Elaborado por AMDA con información de Automotive News Data Center.



# CANADÁ VENTAS MENUDEO POR MARCA AUTOMÓVILES Y CAMIONES LIGEROS

Unidades

| CANADA                 | 2011          |               |                |                |          |          |          |          |          |          |          |          | Var. Rel. 11/10 |               |               |
|------------------------|---------------|---------------|----------------|----------------|----------|----------|----------|----------|----------|----------|----------|----------|-----------------|---------------|---------------|
|                        | ENE           | FEB           | MAR            | ABR            | MAY      | JUN      | JUL      | AGO      | SEPT     | OCT      | NOV      | DIC      | TOTAL           | ABR           | TOTAL         |
| BMW                    | 1,215         | 1,803         | 2,309          | 2,802          |          |          |          |          |          |          |          |          | 8,129           | 4.5%          | 7.0%          |
| Mini                   | 158           | 232           | 370            | 475            |          |          |          |          |          |          |          |          | 1,235           | 15.6%         | 13.8%         |
| <b>BMW</b>             | <b>1,373</b>  | <b>2,035</b>  | <b>2,679</b>   | <b>3,277</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>9,364</b>    | <b>6.0%</b>   | <b>7.9%</b>   |
| Dodge                  | 10,924        | 12,545        | 16,245         | 16,335         |          |          |          |          |          |          |          |          | 56,049          | 2.7%          | 11.3%         |
| Chrysler               | 416           | 455           | 783            | 2,333          |          |          |          |          |          |          |          |          | 3,987           | 29.3%         | -20.0%        |
| Jeep                   | 2,247         | 2,229         | 3,526          | 4,280          |          |          |          |          |          |          |          |          | 12,282          | 46.9%         | 14.3%         |
| Fiat                   | 0             | 9             | 417            | 889            |          |          |          |          |          |          |          |          | 1,315           | -             | -             |
| <b>CHRYSLER</b>        | <b>13,587</b> | <b>15,238</b> | <b>20,971</b>  | <b>23,837</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>73,633</b>   | <b>15.5%</b>  | <b>11.4%</b>  |
| Maybach                | 0             | 1             | 0              | 0              |          |          |          |          |          |          |          |          | 1               | -             | -             |
| Mercedes Benz          | 1,482         | 1,974         | 3,162          | 2,759          |          |          |          |          |          |          |          |          | 9,377           | -0.6%         | 3.8%          |
| Smart                  | 82            | 74            | 126            | 260            |          |          |          |          |          |          |          |          | 542             | 26.8%         | -15.6%        |
| <b>DAIMLER AG+</b>     | <b>1,564</b>  | <b>2,048</b>  | <b>3,288</b>   | <b>3,019</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>9,919</b>    | <b>1.2%</b>   | <b>2.5%</b>   |
| Ford, Lincoln, Mercury | 14,314        | 16,066        | 25,511         | 25,536         |          |          |          |          |          |          |          |          | 81,427          | 9.0%          | 8.7%          |
| Jaguar                 | 32            | 50            | 84             | 80             |          |          |          |          |          |          |          |          | 246             | 8.1%          | 10.8%         |
| Land Rover             | 173           | 215           | 295            | 247            |          |          |          |          |          |          |          |          | 930             | 9.8%          | 12.2%         |
| Volvo                  | 397           | 422           | 563            | 705            |          |          |          |          |          |          |          |          | 2,087           | 11.4%         | 2.1%          |
| <b>FORD MOTOR CO.</b>  | <b>14,916</b> | <b>16,753</b> | <b>26,453</b>  | <b>26,568</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>84,690</b>   | <b>9.1%</b>   | <b>8.6%</b>   |
| <b>FERRARI</b>         | <b>9</b>      | <b>18</b>     | <b>18</b>      | <b>18</b>      |          |          |          |          |          |          |          |          | <b>63</b>       | <b>5.9%</b>   | <b>8.6%</b>   |
| Buick, Oldsmobile      | 734           | 539           | 1,107          | 1,164          |          |          |          |          |          |          |          |          | 3,544           | -8.7%         | 14.6%         |
| Cadillac               | 490           | 475           | 830            | 792            |          |          |          |          |          |          |          |          | 2,587           | 13.5%         | 13.8%         |
| Chevrolet              | 8,892         | 7,801         | 15,694         | 14,494         |          |          |          |          |          |          |          |          | 46,881          | 6.5%          | 12.9%         |
| GMC                    | 4,425         | 3,469         | 6,867          | 6,170          |          |          |          |          |          |          |          |          | 20,931          | -12.4%        | 0.0%          |
| Hummer                 | 0             | 0             | 0              | 1              |          |          |          |          |          |          |          |          | 1               | -97.6%        | -99.2%        |
| Pontiac                | 11            | 7             | 7              | 1              |          |          |          |          |          |          |          |          | 26              | -99.9%        | -99.3%        |
| Saab                   | 11            | 2             | 7              | 21             |          |          |          |          |          |          |          |          | 41              | -             | -             |
| Saturn                 | 0             | 0             | 0              | 0              |          |          |          |          |          |          |          |          | 0               | -100.0%       | -100.0%       |
| <b>GENERAL MOTORS</b>  | <b>14,563</b> | <b>12,293</b> | <b>24,512</b>  | <b>22,643</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>74,011</b>   | <b>-3.4%</b>  | <b>3.5%</b>   |
| Acura                  | 574           | 907           | 1,389          | 1,361          |          |          |          |          |          |          |          |          | 4,231           | -20.3%        | -17.1%        |
| Honda                  | 3,467         | 6,902         | 13,804         | 10,908         |          |          |          |          |          |          |          |          | 35,081          | -4.2%         | -6.9%         |
| <b>HONDA</b>           | <b>4,041</b>  | <b>7,809</b>  | <b>15,193</b>  | <b>12,269</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>39,312</b>   | <b>-6.3%</b>  | <b>-8.1%</b>  |
| Hyundai                | 6,684         | 8,700         | 11,668         | 14,267         |          |          |          |          |          |          |          |          | 41,319          | 14.2%         | 8.5%          |
| Kia                    | 3,049         | 3,870         | 5,394          | 6,777          |          |          |          |          |          |          |          |          | 19,090          | 34.0%         | 28.0%         |
| <b>HYUNDAI GROUP</b>   | <b>9,733</b>  | <b>12,570</b> | <b>17,062</b>  | <b>21,044</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>60,409</b>   | <b>19.9%</b>  | <b>14.0%</b>  |
| <b>LAMBORGHINI</b>     | <b>6</b>      | <b>6</b>      | <b>6</b>       | <b>6</b>       |          |          |          |          |          |          |          |          | <b>24</b>       | <b>20.0%</b>  | <b>20.0%</b>  |
| <b>MASERATI</b>        | <b>7</b>      | <b>6</b>      | <b>10</b>      | <b>19</b>      |          |          |          |          |          |          |          |          | <b>42</b>       | <b>58.3%</b>  | <b>-2.3%</b>  |
| <b>MAZDA</b>           | <b>3,689</b>  | <b>4,170</b>  | <b>5,787</b>   | <b>7,574</b>   |          |          |          |          |          |          |          |          | <b>21,220</b>   | <b>-9.2%</b>  | <b>-17.1%</b> |
| <b>MITSUBISHI</b>      | <b>1,412</b>  | <b>1,559</b>  | <b>1,895</b>   | <b>1,826</b>   |          |          |          |          |          |          |          |          | <b>6,692</b>    | <b>13.2%</b>  | <b>4.2%</b>   |
| Infiniti               | 330           | 450           | 827            | 561            |          |          |          |          |          |          |          |          | 2,168           | -8.5%         | -8.5%         |
| Nissan                 | 4,008         | 4,958         | 7,726          | 6,704          |          |          |          |          |          |          |          |          | 23,396          | 1.9%          | 2.4%          |
| <b>NISSAN</b>          | <b>4,338</b>  | <b>5,408</b>  | <b>8,553</b>   | <b>7,265</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>25,564</b>   | <b>1.1%</b>   | <b>1.3%</b>   |
| <b>PORSCHE</b>         | <b>143</b>    | <b>160</b>    | <b>219</b>     | <b>323</b>     |          |          |          |          |          |          |          |          | <b>845</b>      | <b>43.6%</b>  | <b>41.1%</b>  |
| <b>SUBARU</b>          | <b>1,753</b>  | <b>1,765</b>  | <b>2,700</b>   | <b>2,900</b>   |          |          |          |          |          |          |          |          | <b>9,118</b>    | <b>9.8%</b>   | <b>6.1%</b>   |
| <b>SUZUKI</b>          | <b>413</b>    | <b>346</b>    | <b>577</b>     | <b>630</b>     |          |          |          |          |          |          |          |          | <b>1,966</b>    | <b>-15.1%</b> | <b>-32.5%</b> |
| Lexus                  | 728           | 837           | 1,412          | 1,623          |          |          |          |          |          |          |          |          | 4,600           | 18.5%         | 1.6%          |
| Toyota                 | 8,161         | 8,486         | 15,948         | 17,217         |          |          |          |          |          |          |          |          | 49,812          | 5.6%          | -9.2%         |
| Scion                  | 162           | 157           | 309            | 487            |          |          |          |          |          |          |          |          | 1,115           | -             | -             |
| <b>TOYOTA</b>          | <b>9,051</b>  | <b>9,480</b>  | <b>17,669</b>  | <b>19,327</b>  | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>55,527</b>   | <b>9.4%</b>   | <b>-6.5%</b>  |
| Audi, Bentley          | 1,143         | 1,210         | 1,579          | 2,020          |          |          |          |          |          |          |          |          | 5,952           | 15.8%         | 19.4%         |
| Volkswagen             | 2,861         | 3,237         | 4,536          | 5,526          |          |          |          |          |          |          |          |          | 16,160          | 25.8%         | 16.9%         |
| <b>VOLKSWAGEN AG</b>   | <b>4,004</b>  | <b>4,447</b>  | <b>6,115</b>   | <b>7,546</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>22,112</b>   | <b>22.9%</b>  | <b>17.6%</b>  |
| <b>TOTAL AUTOS</b>     | <b>33,160</b> | <b>40,640</b> | <b>71,111</b>  | <b>77,721</b>  |          |          |          |          |          |          |          |          | <b>222,632</b>  | <b>7.9%</b>   | <b>-2%</b>    |
| <b>TOTAL CAMIONES</b>  | <b>51,442</b> | <b>55,472</b> | <b>82,596</b>  | <b>82,370</b>  |          |          |          |          |          |          |          |          | <b>271,880</b>  | <b>6.0%</b>   | <b>9%</b>     |
| <b>TOTAL CANADÁ</b>    | <b>84,602</b> | <b>96,112</b> | <b>153,707</b> | <b>160,091</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>494,512</b>  | <b>6.9%</b>   | <b>4%</b>     |

Fuente: Automotive News Data Center y Association of International Automobile Manufacturers of Canada.

N.D.: No Disponible

NA: No Aplica



## EUROPA\* VENTA MENUDEO POR MARCA AUTOMÓVILES Y CAMIONES LIGEROS

Unidades

| MARCAS                | 2 0 1 1          |                  |                  |                  |     |     |     |     |      |     |     |     | VARIACIÓN 11/10  |               |               |
|-----------------------|------------------|------------------|------------------|------------------|-----|-----|-----|-----|------|-----|-----|-----|------------------|---------------|---------------|
|                       | ENE              | FEB              | MAR              | ABR              | MAY | JUN | JUL | AGO | SEPT | OCT | NOV | DIC | Total            | ABR           | TOTAL         |
| Volkswagen            | 129,139          | 120,316          | 178,113          | 150,206          |     |     |     |     |      |     |     |     | 577,774          | 5.1%          | 5.3%          |
| Audi                  | 47,916           | 47,034           | 77,987           | 58,819           |     |     |     |     |      |     |     |     | 231,756          | 3.6%          | 7.1%          |
| Seat                  | 23,850           | 21,319           | 36,620           | 26,561           |     |     |     |     |      |     |     |     | 108,350          | -0.8%         | 1.1%          |
| Skoda                 | 36,183           | 37,356           | 53,840           | 40,207           |     |     |     |     |      |     |     |     | 167,586          | 2.1%          | 6.5%          |
| Otros                 | 124              | 101              | 257              | 209              |     |     |     |     |      |     |     |     | 691              | 1.5%          | -5.6%         |
| <b>VOLKSWAGEN AG</b>  | <b>237,212</b>   | <b>226,126</b>   | <b>346,817</b>   | <b>276,002</b>   | -   | -   | -   | -   | -    | -   | -   | -   | <b>1,086,157</b> | <b>3.7%</b>   | <b>5.4%</b>   |
| Peugeot               | 79,667           | 76,975           | 109,611          | 73,929           |     |     |     |     |      |     |     |     | 340,182          | -18.8%        | -8.8%         |
| Citroen               | 65,805           | 64,919           | 94,736           | 59,020           |     |     |     |     |      |     |     |     | 284,480          | -16.8%        | -7.7%         |
| <b>PSA GROUP</b>      | <b>145,472</b>   | <b>141,894</b>   | <b>204,347</b>   | <b>132,949</b>   | -   | -   | -   | -   | -    | -   | -   | -   | <b>624,662</b>   | <b>-17.9%</b> | <b>-8.3%</b>  |
| Ford                  | 85,295           | 73,133           | 142,789          | 85,948           |     |     |     |     |      |     |     |     | 387,165          | -3.0%         | -11.3%        |
| Volvo                 | 20,724           | 17,989           | 29,170           | 21,626           |     |     |     |     |      |     |     |     | 89,509           | 1.9%          | 10.4%         |
| Land Rover            | 5,516            | 3,593            | 12,837           | 4,774            |     |     |     |     |      |     |     |     | 26,720           | -7.0%         | 3.5%          |
| Jaguar                | 1,517            | 923              | 3,947            | 1,189            |     |     |     |     |      |     |     |     | 7,576            | -45.0%        | -15.7%        |
| <b>FORD MOTOR CO.</b> | <b>113,052</b>   | <b>95,638</b>    | <b>188,743</b>   | <b>113,537</b>   | -   | -   | -   | -   | -    | -   | -   | -   | <b>510,970</b>   | <b>-3.1%</b>  | <b>-7.5%</b>  |
| Opel/Vauxhall         | 72,543           | 72,542           | 125,226          | 81,332           |     |     |     |     |      |     |     |     | 351,643          | 1.2%          | 3.2%          |
| Saab                  | 0                | 0                | 0                | 0                |     |     |     |     |      |     |     |     | -                | -             | -             |
| GM US Y Chevrolet     | 12,314           | 12,824           | 19,597           | 15,158           |     |     |     |     |      |     |     |     | 59,893           | -2.5%         | -2.0%         |
| <b>GENERAL MOTORS</b> | <b>84,857</b>    | <b>85,366</b>    | <b>144,823</b>   | <b>96,490</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>411,536</b>   | <b>0.6%</b>   | <b>2.4%</b>   |
| <b>RENAULT</b>        | <b>110,132</b>   | <b>113,342</b>   | <b>141,711</b>   | <b>105,799</b>   | -   | -   | -   | -   | -    | -   | -   | -   | <b>470,984</b>   | <b>-12.6%</b> | <b>-8.0%</b>  |
| Fiat                  | 59,498           | 56,960           | 79,692           | 60,933           |     |     |     |     |      |     |     |     | 257,083          | -14.8%        | -23.3%        |
| Lancia                | 7,759            | 8,062            | 10,008           | 8,098            |     |     |     |     |      |     |     |     | 33,927           | -11.9%        | -20.8%        |
| Alfa Romeo            | 12,227           | 11,461           | 16,266           | 12,650           |     |     |     |     |      |     |     |     | 52,604           | 61.7%         | 52.2%         |
| Otros                 | 534              | 325              | 870              | 634              |     |     |     |     |      |     |     |     | 2,363            | -18.4%        | -3.0%         |
| <b>FIAT GROUP</b>     | <b>80,018</b>    | <b>76,808</b>    | <b>106,836</b>   | <b>82,315</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>345,977</b>   | <b>-7.8%</b>  | <b>-16.7%</b> |
| Mercedes Benz         | 40,419           | 37,108           | 61,617           | 48,787           |     |     |     |     |      |     |     |     | 187,931          | -1.2%         | 2.6%          |
| Smart                 | 6,350            | 5,616            | 8,711            | 7,270            |     |     |     |     |      |     |     |     | 27,947           | -6.6%         | -0.4%         |
| <b>DAIMLER AG+</b>    | <b>46,769</b>    | <b>42,724</b>    | <b>70,328</b>    | <b>56,057</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>215,878</b>   | <b>-1.9%</b>  | <b>2.2%</b>   |
| <b>CHRYSLER LLC+</b>  | <b>2,353</b>     | <b>2,209</b>     | <b>3,004</b>     | <b>2,534</b>     | -   | -   | -   | -   | -    | -   | -   | -   | <b>10,100</b>    | <b>-27.2%</b> | <b>-31.1%</b> |
| BMW                   | 46,861           | 41,072           | 70,036           | 53,601           |     |     |     |     |      |     |     |     | 211,570          | 3.0%          | 9.1%          |
| Mini                  | 9,304            | 8,611            | 20,231           | 12,849           |     |     |     |     |      |     |     |     | 50,995           | 14.6%         | 15.4%         |
| <b>BMW GROUP</b>      | <b>56,165</b>    | <b>49,683</b>    | <b>90,267</b>    | <b>66,450</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>262,565</b>   | <b>5.0%</b>   | <b>10.3%</b>  |
| <b>TOYOTA Y LEXUS</b> | <b>51,985</b>    | <b>43,018</b>    | <b>72,232</b>    | <b>47,314</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>214,549</b>   | <b>-0.1%</b>  | <b>-3.2%</b>  |
| <b>NISSAN</b>         | <b>34,920</b>    | <b>34,178</b>    | <b>59,291</b>    | <b>37,115</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>165,504</b>   | <b>14.3%</b>  | <b>19.1%</b>  |
| <b>HYUNDAI</b>        | <b>28,600</b>    | <b>29,429</b>    | <b>44,403</b>    | <b>35,333</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>137,765</b>   | <b>28.1%</b>  | <b>7.1%</b>   |
| <b>HONDA</b>          | <b>11,535</b>    | <b>11,846</b>    | <b>25,700</b>    | <b>9,920</b>     | -   | -   | -   | -   | -    | -   | -   | -   | <b>59,001</b>    | <b>-34.0%</b> | <b>-17.1%</b> |
| <b>MAZDA</b>          | <b>12,800</b>    | <b>9,980</b>     | <b>20,974</b>    | <b>10,627</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>54,381</b>    | <b>-25.1%</b> | <b>-21.8%</b> |
| <b>SUZUKI</b>         | <b>15,345</b>    | <b>14,115</b>    | <b>22,172</b>    | <b>15,404</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>67,036</b>    | <b>-8.5%</b>  | <b>-8.1%</b>  |
| <b>MITSUBISHI</b>     | <b>9,908</b>     | <b>9,222</b>     | <b>13,727</b>    | <b>10,907</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>43,764</b>    | <b>51.4%</b>  | <b>38.4%</b>  |
| <b>KIA</b>            | <b>16,907</b>    | <b>17,179</b>    | <b>29,938</b>    | <b>23,589</b>    | -   | -   | -   | -   | -    | -   | -   | -   | <b>87,613</b>    | <b>-0.1%</b>  | <b>-5.1%</b>  |
| <b>OTROS/1</b>        | <b>14,518</b>    | <b>11,762</b>    | <b>16,818</b>    | <b>5,985</b>     | -   | -   | -   | -   | -    | -   | -   | -   | <b>49,083</b>    | <b>-53.5%</b> | <b>-8.8%</b>  |
| <b>TOTAL</b>          | <b>1,072,548</b> | <b>1,014,519</b> | <b>1,602,131</b> | <b>1,128,327</b> | -   | -   | -   | -   | -    | -   | -   | -   | <b>4,817,525</b> | <b>-3.8%</b>  | <b>-2.4%</b>  |

Fuente: Elaborado por AMDA con información de Association of European Automakers (ACEA) y automotive News; "datos estimados"

+ Se reflejan las ventas del grupo Chrysler partir del 3 de ago/2007; antes de julio las ventas de Daimle Chrysler estaba conformadas por Chrysler, Mercedes Benz y Smart.

+\* Se reflejan las ventas del Mercedes Benz y Smart a partir del 3 de agosto/2007

N. A.: No aplicable N.D.: No Disponible

## EUROPA\* VENTA MENUDEO POR PAÍS AUTOMÓVILES Y CAMIONES LIGEROS

Unidades

| MARCAS       | 2 0 1 1          |                  |                  |                  |     |     |     |     |      |     |     |     | VARIACIÓN 11/10  |              |              |
|--------------|------------------|------------------|------------------|------------------|-----|-----|-----|-----|------|-----|-----|-----|------------------|--------------|--------------|
|              | ENE              | FEB              | MAR              | ABR              | MAY | JUN | JUL | AGO | SEPT | OCT | NOV | DIC | TOTAL            | ABR          | TOTAL        |
| Alemania     | 211,056          | 224,426          | 327,921          | 266,251          |     |     |     |     |      |     |     |     | 1,029,654        | 2.6%         | 10.7%        |
| Italia       | 164,356          | 160,329          | 187,687          | 157,309          |     |     |     |     |      |     |     |     | 669,681          | -2.2%        | -19.2%       |
| Francia      | 185,521          | 204,400          | 257,533          | 169,757          |     |     |     |     |      |     |     |     | 817,211          | -11.1%       | 4.0%         |
| Inglaterra   | 128,811          | 63,424           | 366,101          | 137,746          |     |     |     |     |      |     |     |     | 696,082          | -7.4%        | -8.5%        |
| España       | 53,632           | 66,120           | 88,396           | 71,808           |     |     |     |     |      |     |     |     | 279,956          | -23.3%       | -26.3%       |
| Bélgica      | 53,236           | 53,135           | 63,533           | 53,300           |     |     |     |     |      |     |     |     | 223,204          | -7.0%        | 2.1%         |
| Países Bajos | 75,174           | 49,342           | 56,762           | 47,910           |     |     |     |     |      |     |     |     | 229,188          | 27.6%        | 25.5%        |
| Polonia      | 19,966           | 21,885           | 27,293           | 22,388           |     |     |     |     |      |     |     |     | 91,532           | -5.3%        | -5.3%        |
| Austria      | 25,584           | 26,412           | 35,869           | 33,317           |     |     |     |     |      |     |     |     | 121,182          | 5.0%         | 12.6%        |
| Suiza        | 20,329           | 22,417           | 30,107           | 27,586           |     |     |     |     |      |     |     |     | 100,439          | 6.8%         | 9.4%         |
| Grecia       | 9,747            | 6,989            | 8,531            | 10,191           |     |     |     |     |      |     |     |     | 35,458           | -18.1%       | -50.6%       |
| Suecia       | 19,244           | 20,993           | 29,527           | 28,940           |     |     |     |     |      |     |     |     | 98,704           | 12.7%        | 16.4%        |
| Irlanda      | 21,078           | 12,609           | 14,426           | 8,709            |     |     |     |     |      |     |     |     | 56,822           | 2.9%         | 12.4%        |
| Portugal     | 13,223           | 13,413           | 18,925           | 14,427           |     |     |     |     |      |     |     |     | 59,988           | -11.0%       | -14.3%       |
| Rep. Checa   | 11,678           | 12,847           | 17,501           | 14,620           |     |     |     |     |      |     |     |     | 56,646           | -4.2%        | 3.7%         |
| Finlandia    | 13,784           | 9,301            | 12,575           | 11,389           |     |     |     |     |      |     |     |     | 47,049           | 9.4%         | 19.1%        |
| Rumanía      | 2,648            | 3,238            | 3,793            | 4,999            |     |     |     |     |      |     |     |     | 14,678           | -43.7%       | -17.0%       |
| Hungría      | 3,466            | 3,526            | 4,416            | 3,690            |     |     |     |     |      |     |     |     | 15,098           | 0.8%         | 8.8%         |
| Dinamarca    | 12,349           | 10,969           | 15,380           | 11,671           |     |     |     |     |      |     |     |     | 50,369           | -2.5%        | 11.4%        |
| Noruega      | 10,372           | 10,543           | 12,901           | 11,330           |     |     |     |     |      |     |     |     | 45,146           | 6.1%         | 10.2%        |
| Eslovenia    | 5,427            | 5,317            | 5,909            | 5,007            |     |     |     |     |      |     |     |     | 21,660           | -8.0%        | 2.2%         |
| Eslovaquia   | 4,414            | 4,803            | 6,480            | 5,675            |     |     |     |     |      |     |     |     | 21,372           | 17.3%        | 28.5%        |
| Luxemburgo   | 3,353            | 4,410            | 5,660            | 5,221            |     |     |     |     |      |     |     |     | 18,644           | -12.1%       | -3.7%        |
| Bulgaria     | 1,287            | 1,211            | 1,621            | 1,631            |     |     |     |     |      |     |     |     | 5,750            | 35.8%        | 26.2%        |
| Estonia      | 1,161            | 870              | 1,222            | 1,356            |     |     |     |     |      |     |     |     | 4,609            | 92.3%        | 99.9%        |
| Lituania     | 846              | 925              | 1,096            | 1,164            |     |     |     |     |      |     |     |     | 4,031            | 100.3%       | 106.1%       |
| Latvia       | 609              | 535              | 758              | 642              |     |     |     |     |      |     |     |     | 2,544            | 96.3%        | 121.0%       |
| Islandia     | 197              | 130              | 208              | 293              |     |     |     |     |      |     |     |     | 828              | 270.9%       | 107.0%       |
| <b>TOTAL</b> | <b>1,072,548</b> | <b>1,014,519</b> | <b>1,602,131</b> | <b>1,128,327</b> | -   | -   | -   | -   | -    | -   | -   | -   | <b>4,817,525</b> | <b>-3.8%</b> | <b>-2.4%</b> |

Fuente: Elaborado por AMDA con información de Association of European Automakers (ACEA) y automotive News; "datos estimados"

Nota: Las variaciones que pueda haber respecto a las ventas por marca, se debe a los ajustes realizados después de emitir por primera vez la información.