

# AAP

ASOCIACIÓN AUTOMOTRIZ DEL PERÚ  
FUNDADA EN 1926



## Informe del **SECTOR AUTOMOTOR** A ENERO 2020

Edición  
**Febrero 2020**

INFORME ELABORADO POR:  
**GERENCIA DE  
ESTUDIOS ECONÓMICOS**

## Resultados del sector automotor

A enero de 2020

### Ventas vehículos livianos y pesados:

- 1 En enero de 2020 se vendieron 15,801 unidades de vehículos livianos y pesados, cifra mayor en 2.8% respecto a igual mes del 2019.

### Venta vehículos livianos:

- 1 En enero de 2020 se vendieron 14,420 unidades, número mayor en 2.2% al observado en enero de 2019.
- 2 Ventas por segmentos en enero de 2020 y variación respecto al mismo mes del 2019:

| Vehículo                                                                                                 | Ventas       | Variación             |
|----------------------------------------------------------------------------------------------------------|--------------|-----------------------|
|  Automóvil, SW:       | <b>5,169</b> | unidades <b>-9.0%</b> |
|  Camionetas:          | <b>2,264</b> | unidades <b>11.5%</b> |
|  Pick up, furgonetas: | <b>2,243</b> | unidades <b>24.3%</b> |
|  SUV, todoterrenos:   | <b>4,744</b> | unidades <b>3.2%</b>  |

### Venta vehículos pesados:

- 1 En enero de 2020 se vendieron 1,381 unidades, número mayor en 10.2% al registrado en similar mes del 2019.
- 2 Ventas por segmentos en enero de 2020 y variación respecto al mismo mes del 2019:

| Vehículo                                                                                                | Ventas     | Variación             |
|---------------------------------------------------------------------------------------------------------|------------|-----------------------|
|  Camiones, tracto: | <b>986</b> | unidades <b>13.2%</b> |
|  Minibus, omnibus: | <b>395</b> | unidades <b>3.4%</b>  |

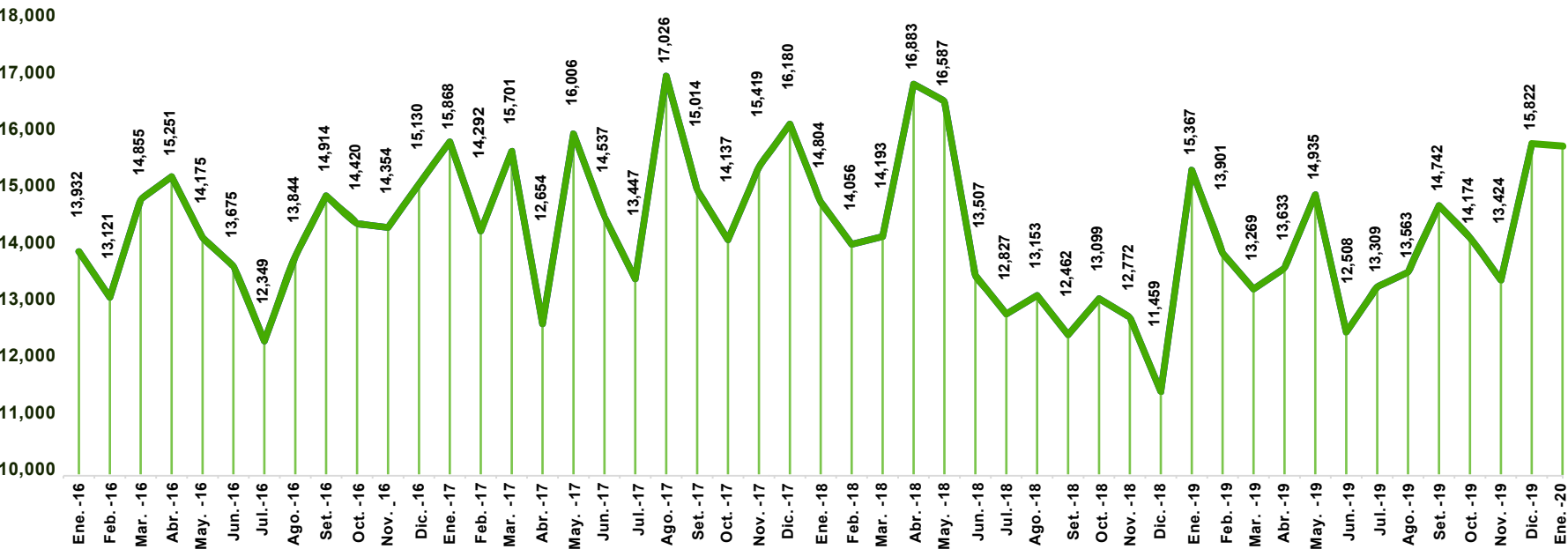
### Venta vehículos menores:

- 1 En enero de 2020 se vendieron 25,197 unidades, cifra superior en 11.0% a la reportada en igual mes del 2019.
- 2 Ventas por segmentos en enero de 2020 y variación respecto al mismo mes del 2019:

| Vehículo                                                                                        | Ventas        | Variación             |
|-------------------------------------------------------------------------------------------------|---------------|-----------------------|
|  Motos:    | <b>15,193</b> | unidades <b>5.8%</b>  |
|  Trimotos: | <b>10,004</b> | unidades <b>20.0%</b> |

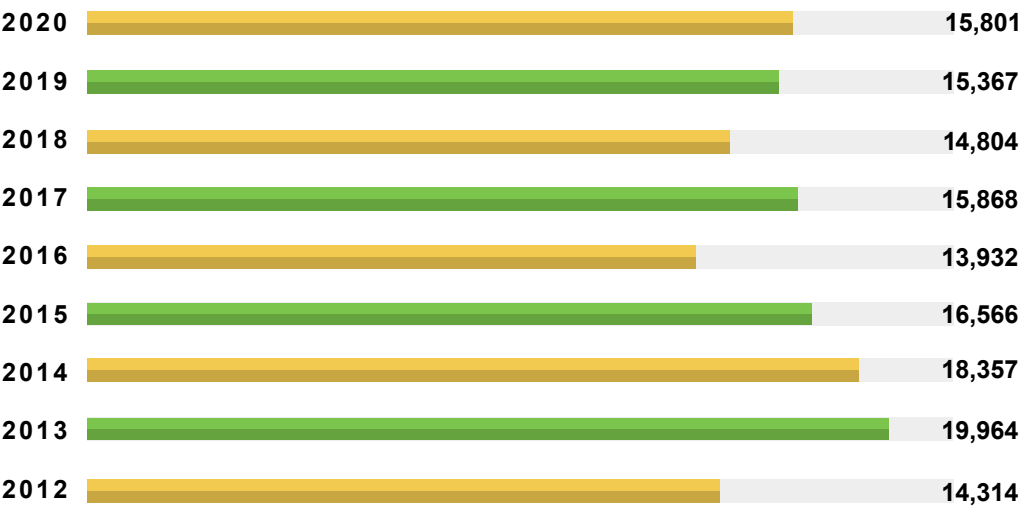
# Venta de vehículos livianos y pesados

Evolución mensual



# Venta de vehículos livianos y pesados

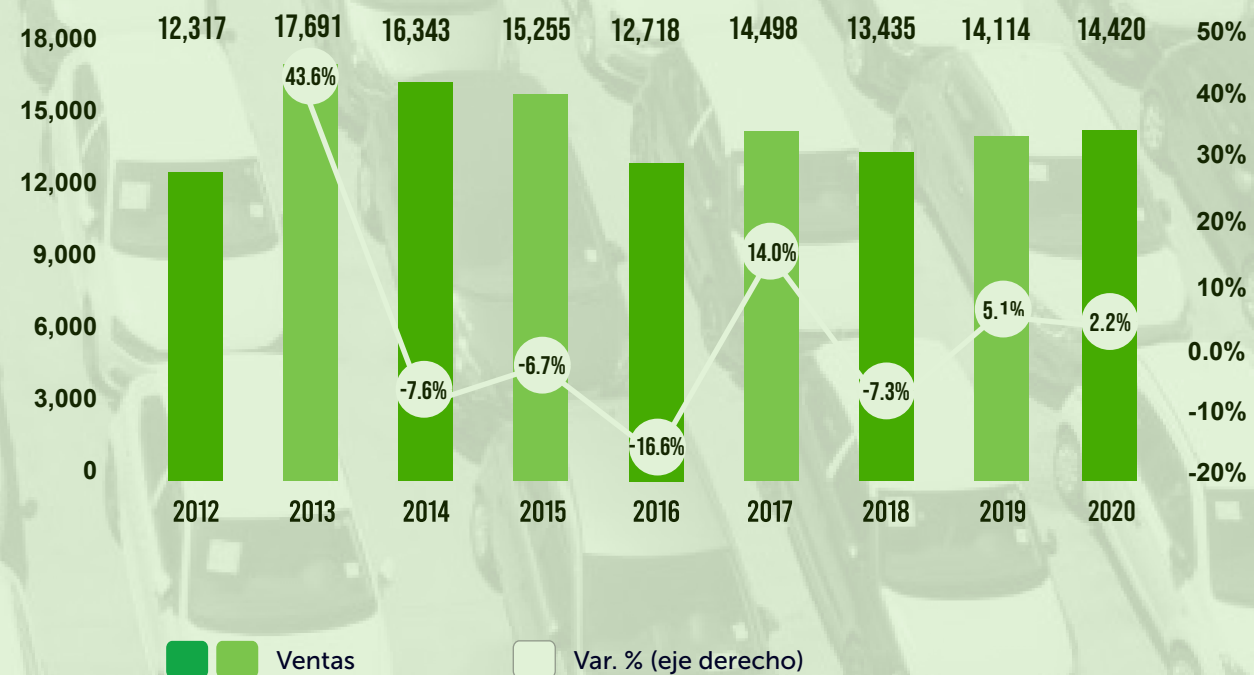
Enero 2012 - 2020



| AÑO          | ENE    | FEB    | MAR    | ABR    | MAY    | JUN    | JUL    | AGO    | SET    | OCT    | NOV    | DIC    | TOTAL ACUMULADO ENE | TOTAL ANUAL |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------------------|-------------|
| 2012         | 14,314 | 12,439 | 14,473 | 13,110 | 16,688 | 13,230 | 16,097 | 16,148 | 15,908 | 15,655 | 15,176 | 15,135 | 14,314              | 178,373     |
| 2013         | 19,964 | 14,704 | 14,532 | 18,147 | 17,793 | 14,161 | 16,247 | 14,853 | 14,651 | 16,818 | 15,316 | 15,494 | 19,964              | 192,680     |
| 2014         | 18,357 | 14,626 | 15,309 | 16,364 | 16,323 | 15,961 | 14,964 | 14,554 | 14,681 | 14,897 | 13,192 | 14,685 | 18,357              | 183,913     |
| 2015         | 16,566 | 14,510 | 15,647 | 14,857 | 14,351 | 14,773 | 12,845 | 15,015 | 14,061 | 12,749 | 13,611 | 14,101 | 16,566              | 173,086     |
| 2016         | 13,932 | 13,121 | 14,855 | 15,251 | 14,175 | 13,675 | 12,349 | 13,844 | 14,914 | 14,420 | 14,354 | 15,130 | 13,932              | 170,020     |
| 2017         | 15,868 | 14,292 | 15,701 | 12,654 | 16,006 | 14,537 | 13,447 | 17,026 | 15,014 | 14,137 | 15,419 | 16,180 | 15,868              | 180,281     |
| 2018         | 14,804 | 14,056 | 14,193 | 16,883 | 16,587 | 13,507 | 12,827 | 13,153 | 12,462 | 13,099 | 12,772 | 11,459 | 14,804              | 165,802     |
| 2019         | 15,367 | 13,901 | 13,269 | 13,633 | 14,935 | 12,508 | 13,309 | 13,563 | 14,742 | 14,174 | 13,424 | 15,822 | 15,367              | 168,647     |
| 2020         | 15,801 |        |        |        |        |        |        |        |        |        |        |        | 15,801              |             |
| Var. % 13/12 | 39.5%  | 18.2%  | 0.4%   | 38.4%  | 6.6%   | 7.0%   | 0.9%   | -8.0%  | -7.9%  | 7.4%   | 0.9%   | 2.4%   | 39.5%               | 8.0%        |
| Var. % 14/13 | -8.0%  | -0.5%  | 5.3%   | -9.8%  | -8.3%  | 12.7%  | -7.9%  | -2.0%  | 0.2%   | -11.4% | -13.9% | -5.2%  | -8.0%               | -4.6%       |
| Var. % 15/14 | -9.8%  | -0.8%  | 2.2%   | -9.2%  | -12.1% | -7.4%  | -14.2% | 3.2%   | -4.2%  | -14.4% | 3.2%   | -4.0%  | -9.8%               | -5.9%       |
| Var. % 16/15 | -15.9% | -9.6%  | -5.1%  | 2.7%   | -1.2%  | -7.4%  | -3.9%  | -7.8%  | 6.1%   | 13.1%  | 5.5%   | 7.3%   | -15.9%              | -1.8%       |
| Var. % 17/16 | 13.9%  | 8.9%   | 5.7%   | -17.0% | 12.9%  | 6.3%   | 8.9%   | 23.0%  | 0.7%   | -2.0%  | 7.4%   | 6.9%   | 13.9%               | 6.0%        |
| Var. % 18/17 | -6.7%  | -1.7%  | -9.6%  | 33.4%  | 3.6%   | -7.1%  | -4.6%  | -22.7% | -17.0% | -7.3%  | -17.2% | -29.2% | -6.7%               | -8.0%       |
| Var. % 19/18 | 3.8%   | -1.1%  | -6.5%  | -19.3% | -10.0% | -7.4%  | 3.8%   | 3.1%   | 18.3%  | 8.2%   | 5.1%   | 38.1%  | 3.8%                | 1.7%        |
| Var. % 20/19 | 2.8%   |        |        |        |        |        |        |        |        |        |        |        | 2.8%                |             |

## Venta de vehículos livianos

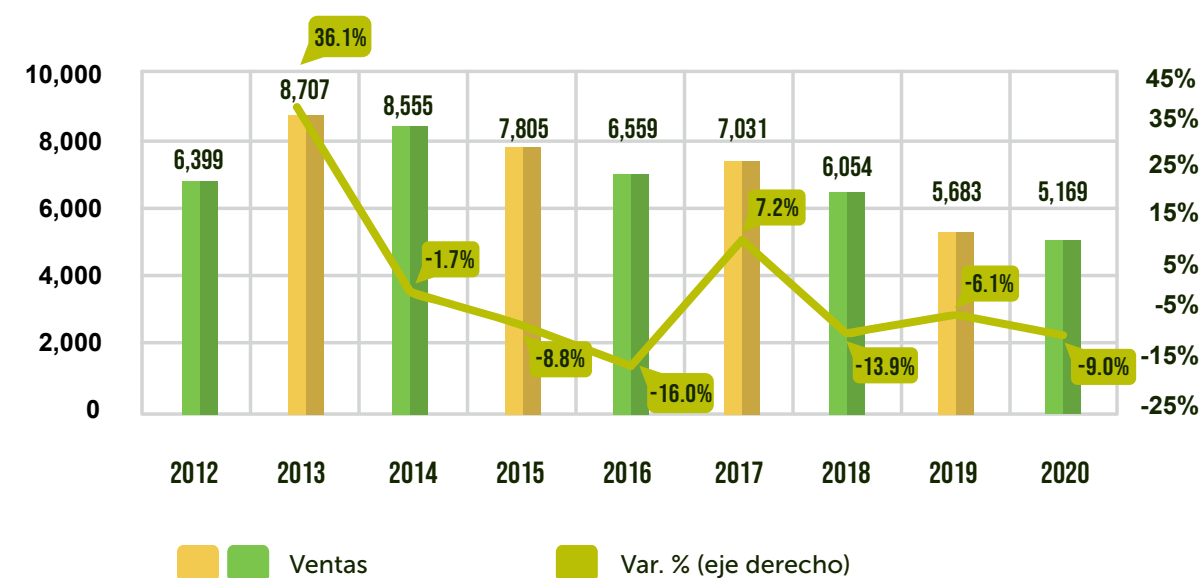
Enero de cada año



Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

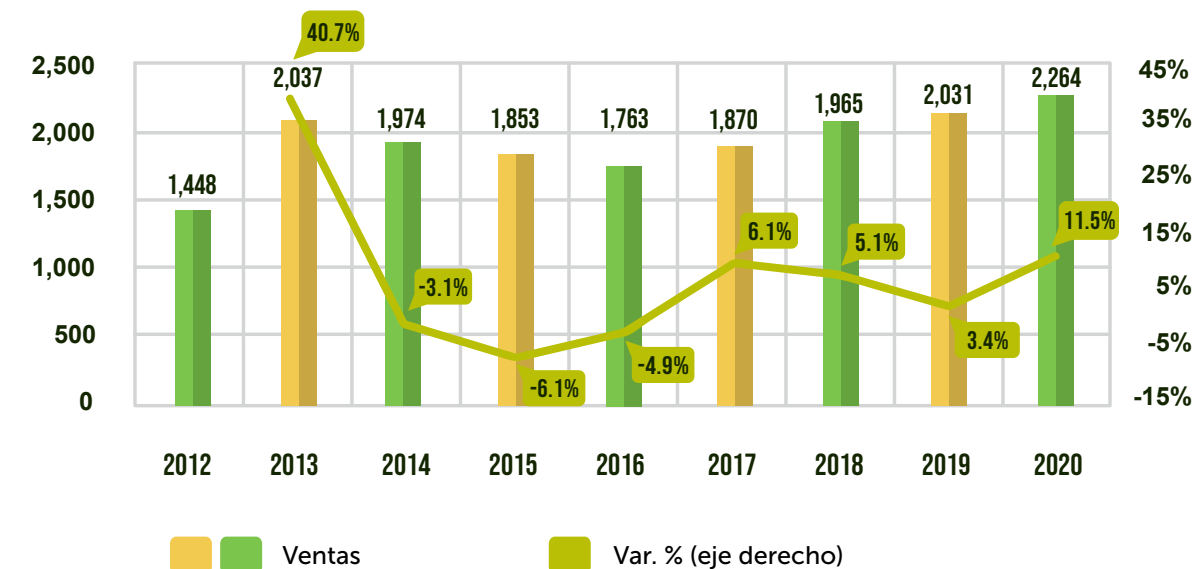
## Venta de vehículos livianos - Automóviles, SW

Enero de cada año



## Venta de vehículos livianos - Camionetas

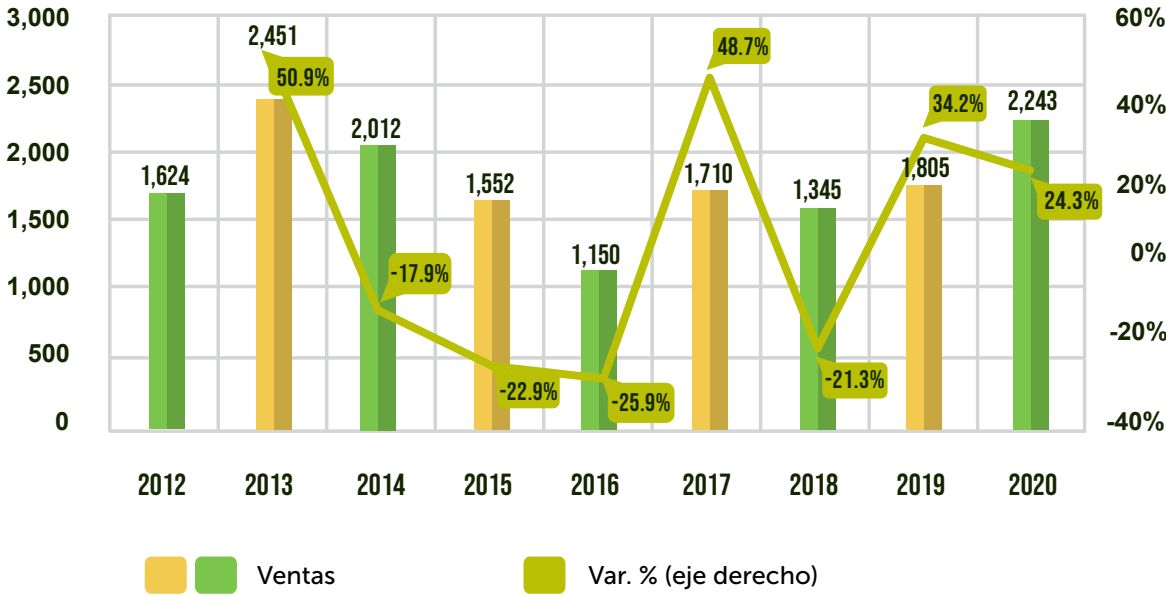
Enero de cada año



Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

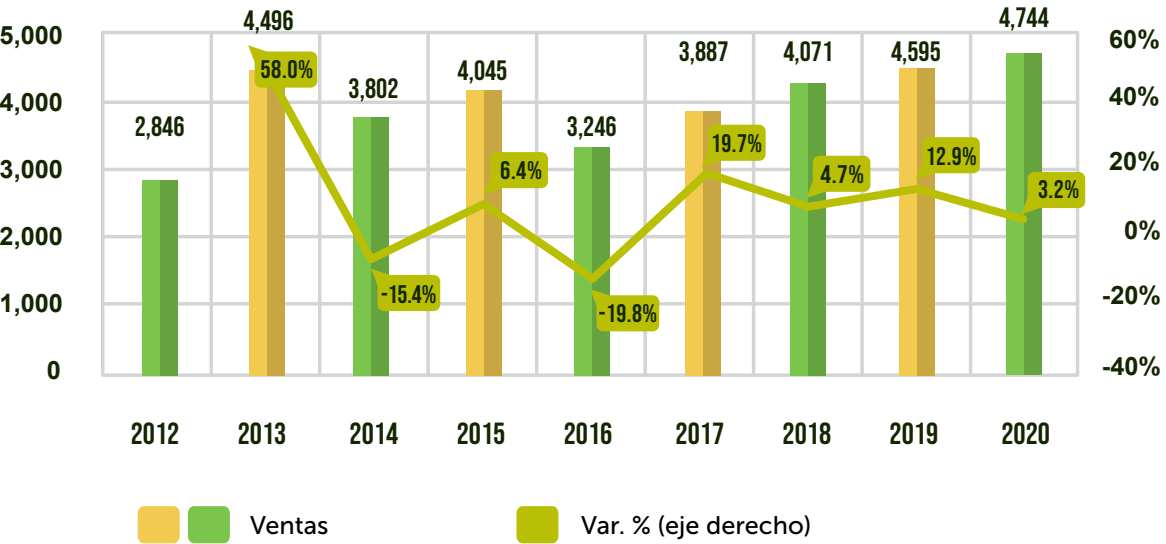
### Venta de vehículos livianos - Pick Up, Furgonetas

Enero de cada año



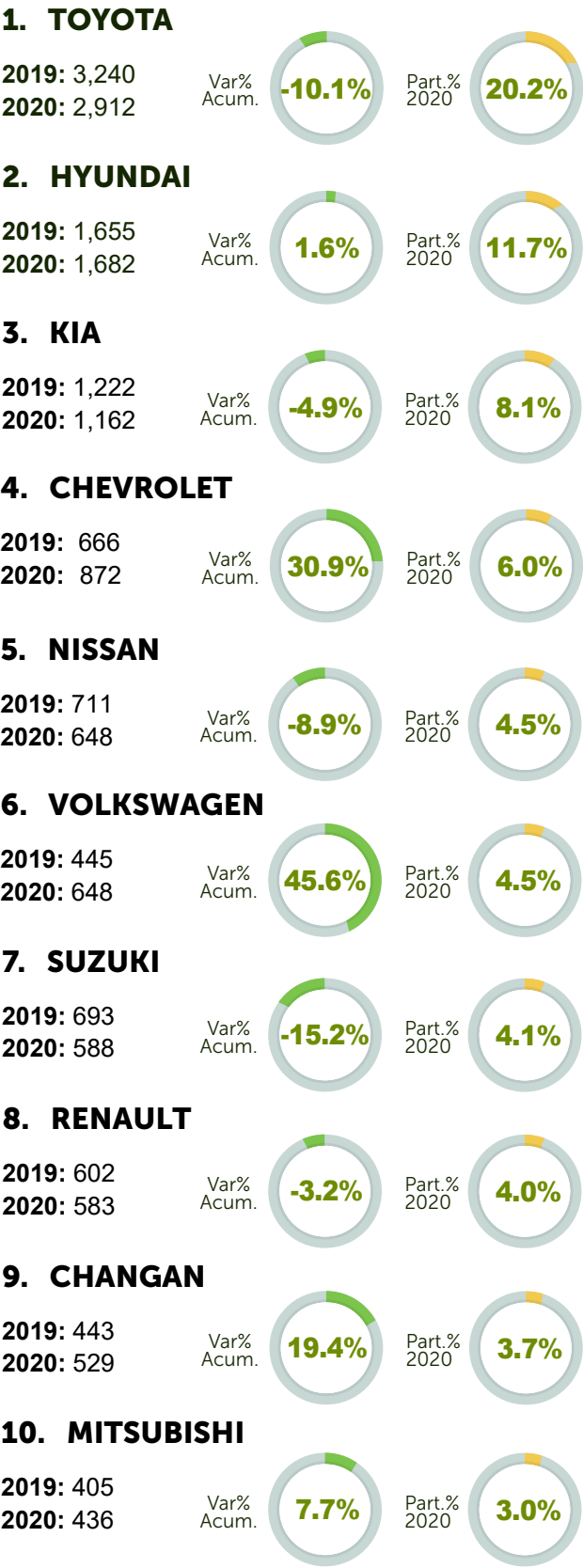
### Venta de vehículos livianos - SUV, Todoterrenos

Enero de cada año



### Venta de vehículos livianos por marca

A enero 2020



11. MAZDA



12. DFSK



13. JAC



14. FORD



15. GREAT WALL



16. SUBARU



17. CHERY



18. HONDA



19. BMW



20. FOTON



21. JINBEI



22. MERCEDEZ BENZ



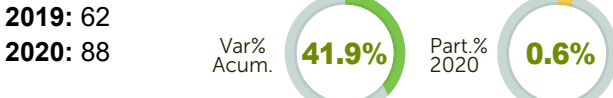
23. JEEP



24. CITROEN



25. PEUGEOT



OTROS

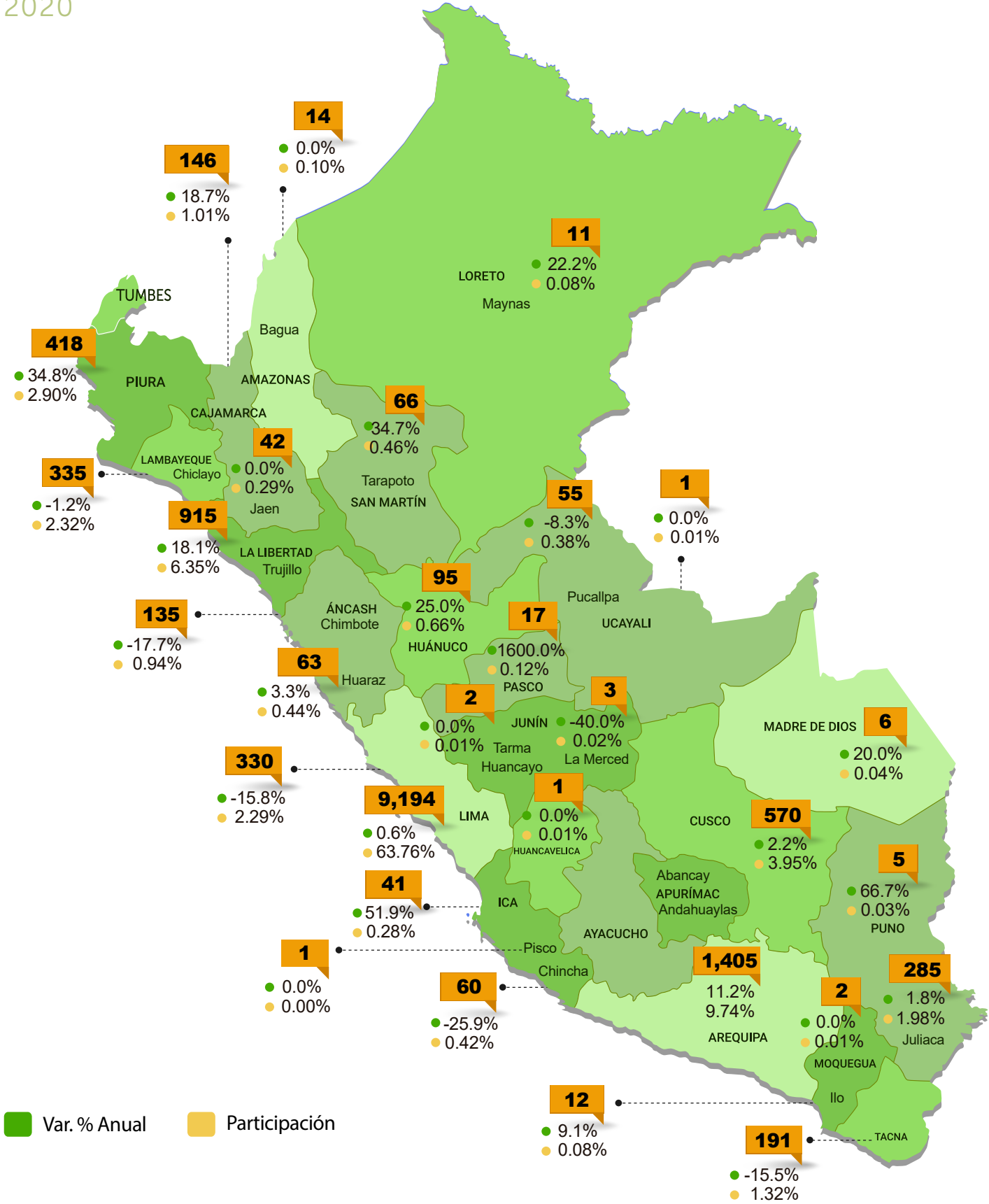


Total 2019: **14,114** Total 2020: **14,420** Var% Acum. **2.2%**

Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

Venta por oficina  
regstral

Vehículos Livianos a enero  
2020



Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

## Venta de vehículos pesados

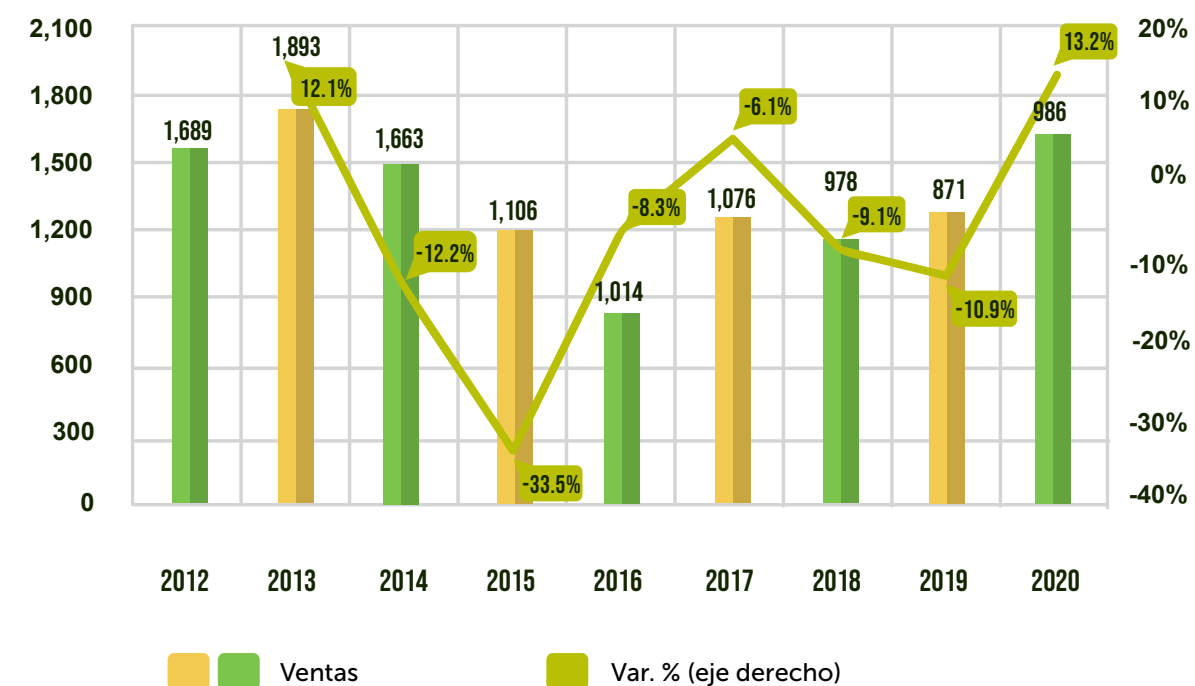
Enero de cada año



Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

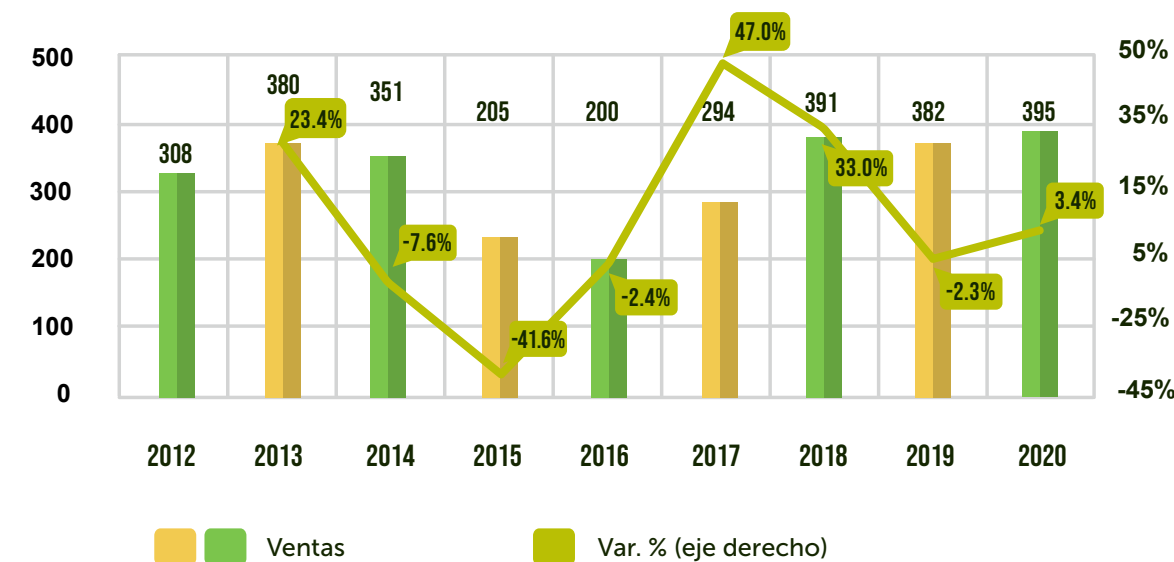
## Venta de vehículos pesados - Camiones y Tracto

Enero de cada año



## Venta de vehículos pesados - Minibus, Omnibus

Enero de cada año



Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

# Venta de vehículos pesados por marca

A enero 2020



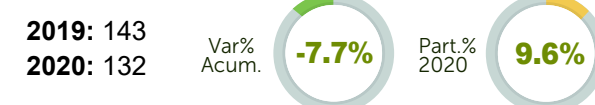
## 1. MERCEDES BENZ



## 2. HINO



## 3. VOLVO



## 4. FUSO



## 5. HYUNDAI



## 6. ISUZU



## 7. SCANIA



## 8. FOTON



## 9. JAC



## 10. DONGFENG



## 11. FREIGHTLINER



## 12. INTERNATIONAL



## 13. SINOTRUCK



## 14. MACK



## 15. JMC



## 16. KING LONG



## 17. VOLKSWAGEN



## 18. SHACMAN



## 19. FORLAND



## 20. JOYLOND



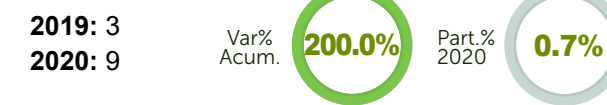
## 21. YUTONG



## 22. UD



## 23. IVECO



## 24. KENWORTH



## 24. T-KING



## OTROS



Total 2019: **1,253**

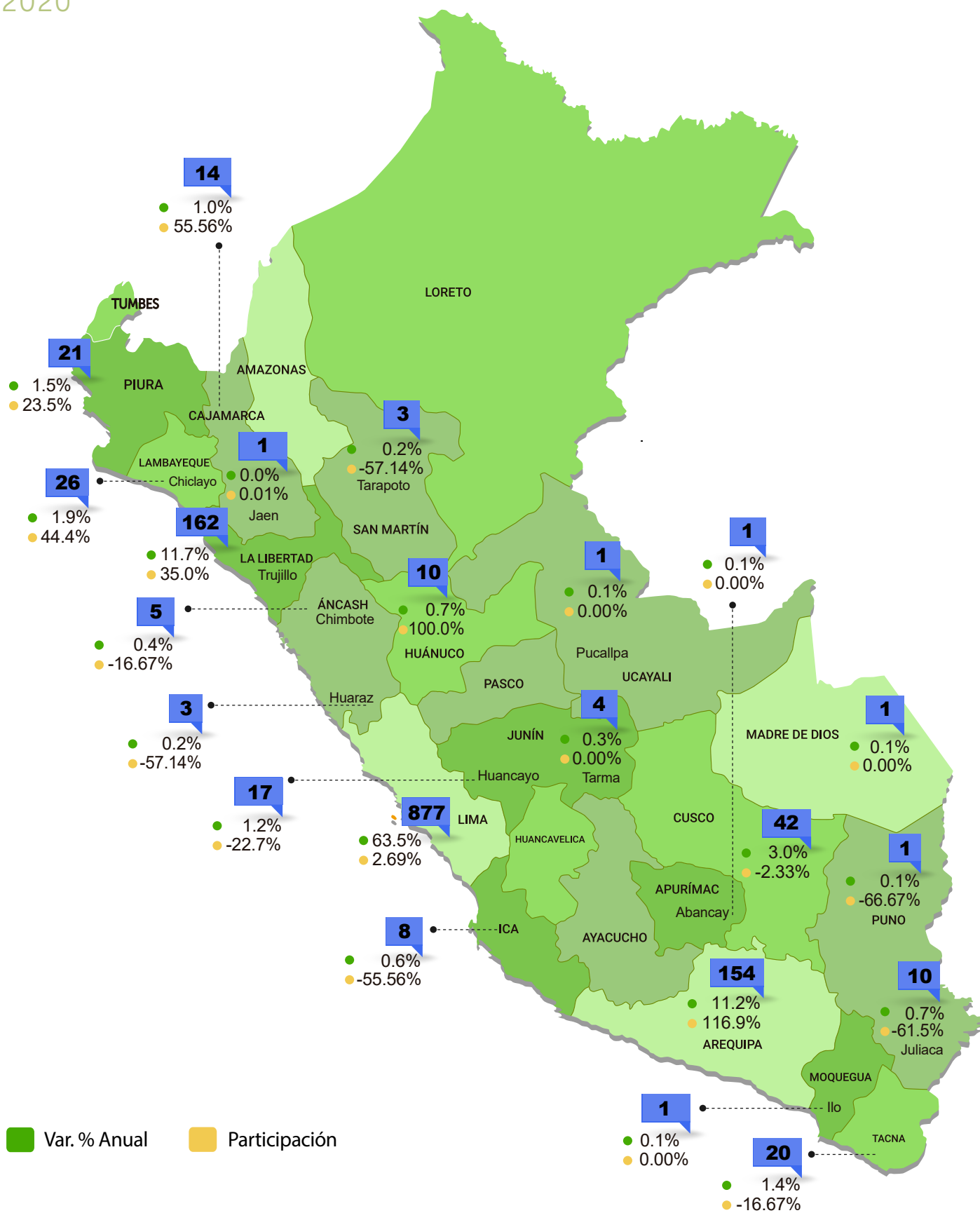
Total 2020: **1,381**

Var% Acum. **10.2%**

Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

# Venta por oficina registral

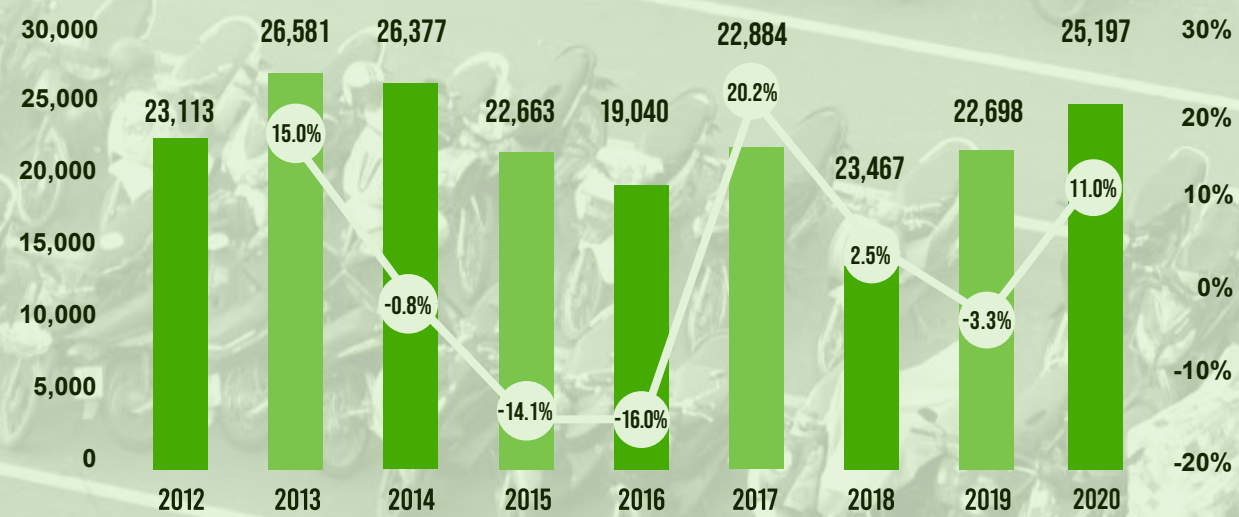
Vehículos Pesados a enero 2020



Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

# Venta de vehículos menores

Enero de cada año

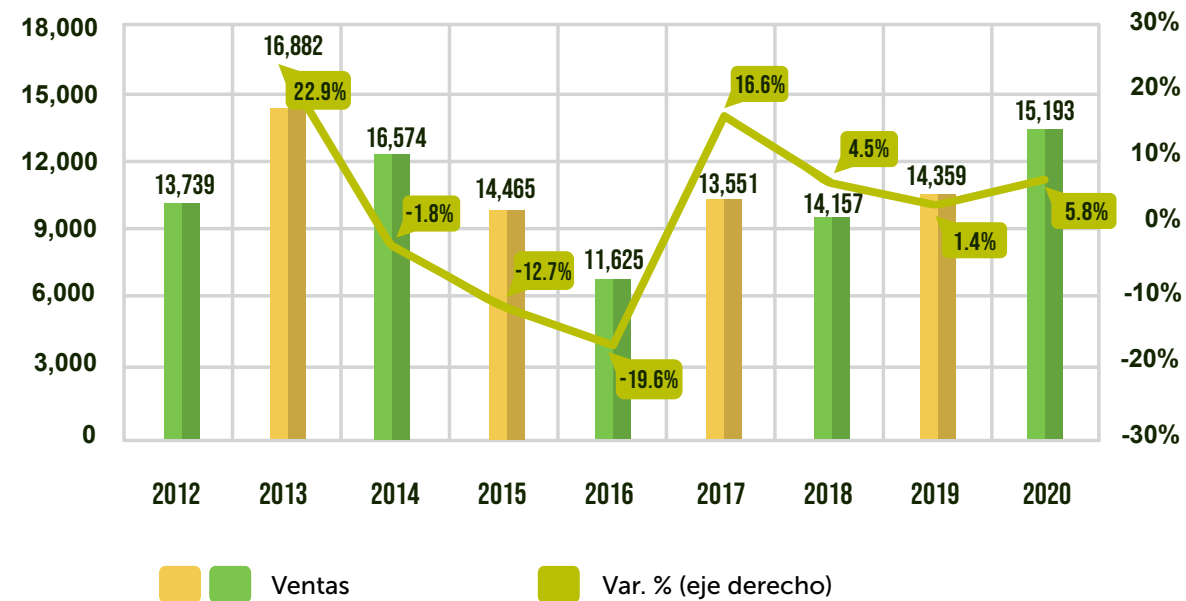


Ventas Var. % (eje derecho)

Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

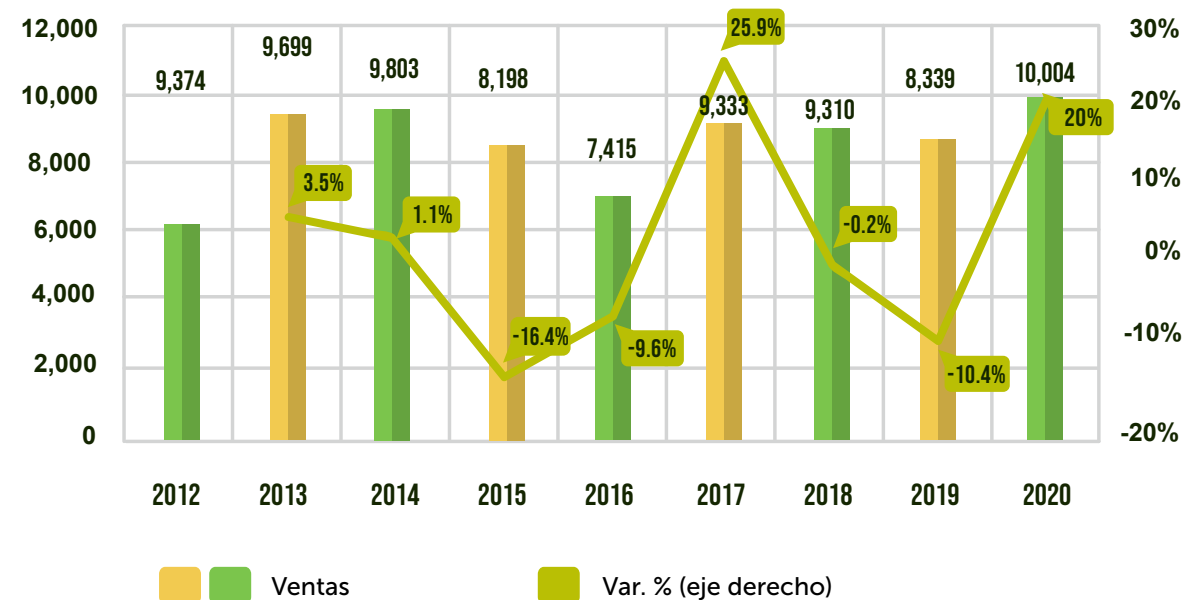
## Venta de vehículos menores - Motos

Enero de cada año



## Venta de vehículos - Trimotos

Enero de cada año



Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

## Venta de vehículos menores por marca

A enero 2020

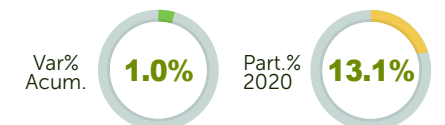
### 1. HONDA

2019: 4,471  
2020: 4,952



### 2. BAJAJ

2019: 3,262  
2020: 3,296



### 3. WANXIN

2019: 1,572  
2020: 2,843



### 4. ZONGSHEN

2019: 1,723  
2020: 1,942



### 5. RONCO

2019: 1,405  
2020: 1,492



### 6. ITALIKA

2019: 1,114  
2020: 1,348



### 7. LIFAN

2019: 795  
2020: 929



### 8. YAMAHA

2019: 841  
2020: 872



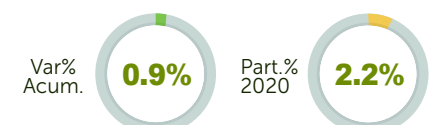
### 9. TVS

2019: 729  
2020: 707



### 10. SSENDÁ

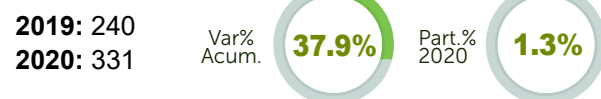
2019: 556  
2020: 561



## 11. JETTOR



## 12. MAVILA



## 13. CROSS



## 14. NEXUS



## 15. GM23/TTGM23



## 16. ARTUN



## 17. BARSHA



## 18. KTM



## 19. SUMO



## 20. SAKIMOTO



## 21. LUMERS



## 22. JCH



## 23. YANSUMI



## 24. ALESIN



## 25. JIAPENG



## 26. OTROS

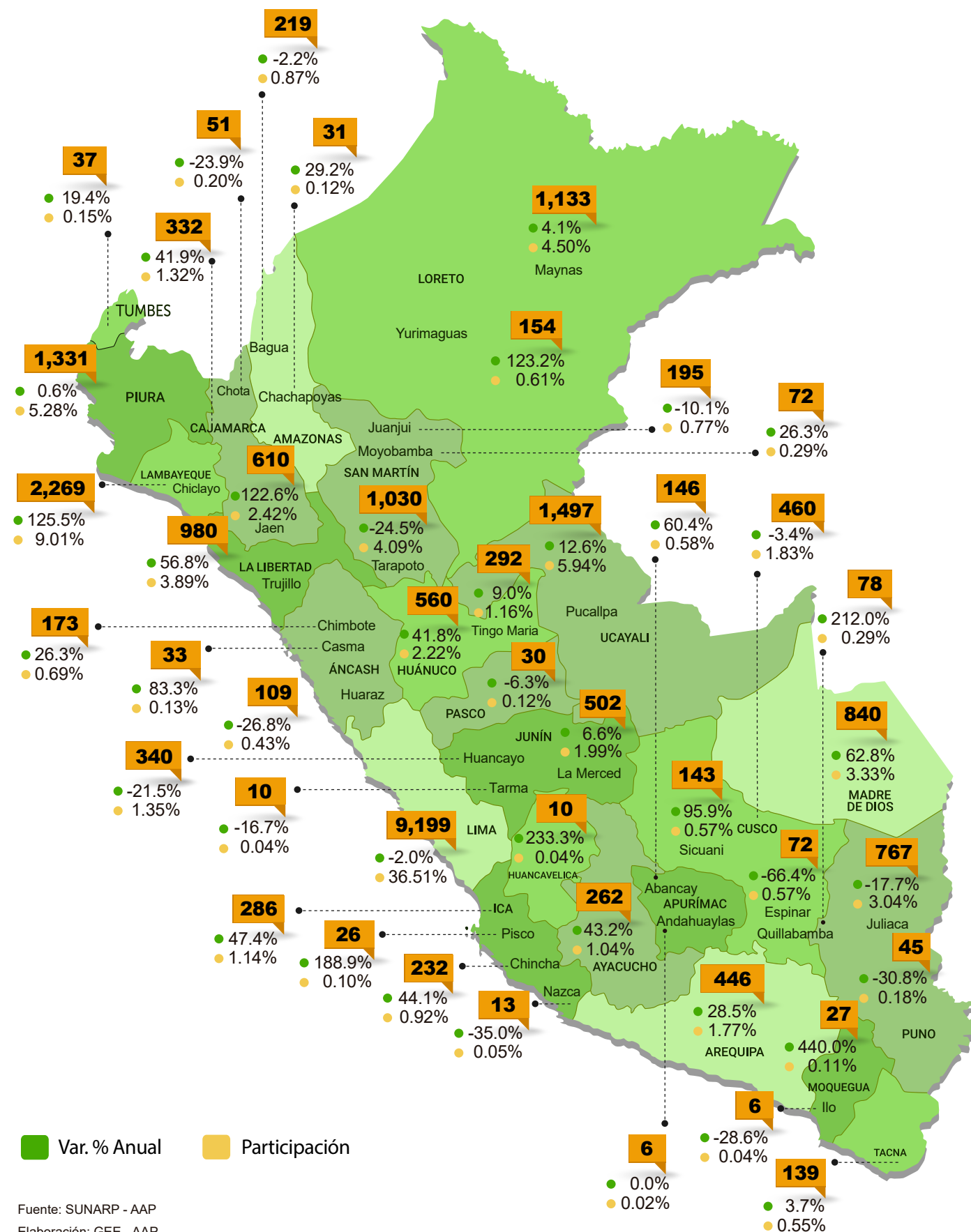


Total 2019: **22,698** Total 2020: **25,197** Var% Acum. **11.0%**

Fuente: SUNARP - AAP  
Elaboración: GEE - AAP

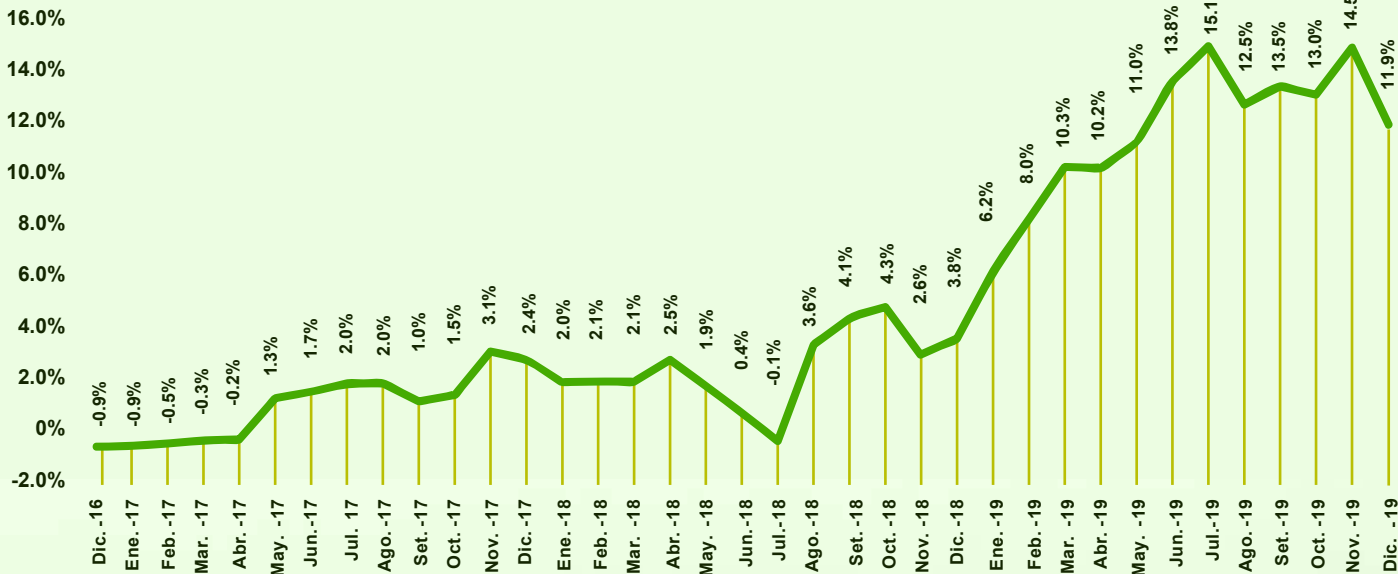
# Venta por oficina registral

Vehículos Menores a enero 2020



# Saldo de Créditos Vehiculares

Sistema Financiero: Dic'16 - Dic'19  
(var. porcentual anual)



## Créditos Vehiculares (saldos, cifras en S/ miles)

|        | Bancos    | Empresas Financieras | Cajas Municipales | Cajas Rurales | Edpymes   | Sistema Financiero | Var. % Anual |
|--------|-----------|----------------------|-------------------|---------------|-----------|--------------------|--------------|
| Dic-16 | 1,947,049 | 299,772              | 33,864            | 689           | 683,198   | 2,964,572          | -0.9%        |
| Ene-17 | 1,924,940 | 298,964              | 34,040            | 726           | 700,083   | 2,958,753          | -0.9%        |
| Feb-17 | 1,905,070 | 296,506              | 34,712            | 805           | 717,926   | 2,955,018          | -0.5%        |
| Mar-17 | 1,888,252 | 293,749              | 35,209            | 872           | 736,470   | 2,954,553          | -0.3%        |
| Abr-17 | 1,879,148 | 289,362              | 35,589            | 857           | 751,019   | 2,955,975          | 0.2%         |
| May-17 | 1,885,597 | 289,344              | 36,108            | 904           | 768,703   | 2,980,656          | 1.3%         |
| Jun-17 | 1,876,406 | 289,598              | 36,424            | 841           | 788,828   | 2,992,097          | 1.7%         |
| Jul-17 | 1,848,671 | 292,832              | 36,832            | 919           | 796,266   | 2,975,520          | 2.0%         |
| Ago-17 | 1,840,702 | 293,003              | 37,507            | 881           | 800,450   | 2,972,544          | 2.0%         |
| Set-17 | 1,832,374 | 294,300              | 36,964            | 1,162         | 812,068   | 2,976,867          | 1.0%         |
| Oct-17 | 1,820,698 | 295,027              | 37,044            | 2,208         | 824,048   | 2,979,025          | 1.5%         |
| Nov-17 | 1,872,338 | 296,092              | 37,154            | 2,671         | 854,569   | 3,062,825          | 3.1%         |
| Dic-17 | 1,846,122 | 296,613              | 37,880            | 2,708         | 853,764   | 3,037,087          | 2.4%         |
| Ene-18 | 1,828,138 | 293,544              | 38,286            | 2,624         | 856,178   | 3,018,769          | 2.0%         |
| Feb-18 | 1,882,143 | 293,141              | 38,004            | 2,828         | 800,121   | 3,016,238          | 2.1%         |
| Mar-18 | 1,866,591 | 293,810              | 38,503            | 3,204         | 814,293   | 3,016,401          | 2.1%         |
| Abr-18 | 1,856,236 | 298,767              | 38,632            | 3,124         | 832,483   | 3,029,243          | 2.5%         |
| May-18 | 1,840,969 | 303,781              | 38,541            | 3,068         | 850,968   | 3,037,327          | 1.9%         |
| Jun-18 | 1,794,307 | 305,302              | 38,398            | 2,984         | 864,362   | 3,005,354          | 0.4%         |
| Jul-18 | 1,776,099 | 308,045              | 38,297            | 2,888         | 848,016   | 2,973,345          | -0.1%        |
| Ago-18 | 1,780,733 | 311,377              | 38,400            | 2,810         | 946,924   | 3,080,243          | 3.6%         |
| Set-18 | 1,770,561 | 315,745              | 38,414            | 2,756         | 970,869   | 3,098,344          | 4.1%         |
| Oct-18 | 1,743,331 | 321,738              | 38,145            | 2,638         | 999,887   | 3,105,739          | 4.3%         |
| Nov-18 | 1,743,010 | 332,550              | 37,873            | 2,528         | 1,027,624 | 3,143,584          | 2.6%         |
| Dic-18 | 1,724,591 | 340,834              | 37,731            | 2,463         | 1,045,635 | 3,151,253          | 3.8%         |
| Ene-19 | 1,728,505 | 350,766              | 37,163            | 2,373         | 1,086,720 | 3,205,528          | 6.2%         |
| Feb-19 | 1,777,114 | 355,859              | 37,297            | 2,343         | 1,083,945 | 3,256,558          | 8.0%         |
| Mar-19 | 1,856,723 | 365,604              | 37,077            | 2,369         | 1,064,561 | 3,326,333          | 10.3%        |
| Abr-19 | 1,853,459 | 377,590              | 36,235            | 2,575         | 1,069,319 | 3,339,178          | 10.2%        |
| May-19 | 1,850,366 | 388,505              | 35,931            | 2,575         | 1,095,414 | 3,372,790          | 11.0%        |
| Jun-19 | 1,855,313 | 396,371              | 35,975            | 2,364         | 1,130,158 | 3,420,181          | 13.8%        |
| Jul-19 | 1,837,923 | 409,148              | 35,776            | 2,415         | 1,137,841 | 3,423,102          | 15.1%        |
| Ago-19 | 1,834,224 | 420,425              | 35,818            | 2,544         | 1,171,773 | 3,464,783          | 12.5%        |
| Set-19 | 1,838,361 | 432,658              | 35,549            | 2,485         | 1,185,953 | 3,495,006          | 13.5%        |
| Oct-19 | 1,850,537 | 448,261              | 34,857            | 2,398         | 1,164,790 | 3,500,844          | 13.0%        |
| Nov-19 | 1,859,687 | 466,767              | 34,924            | 2,315         | 1,191,812 | 3,555,505          | 14.5%        |
| Dic-19 | 1,840,182 | 479,219              | 34,692            | 2,254         | 1,182,693 | 3,539,041          | 11.9%        |

Fuente: SBS / Elaboración: GEE - AAP

Fuente: SBS  
Elaboración: GEE - AAP

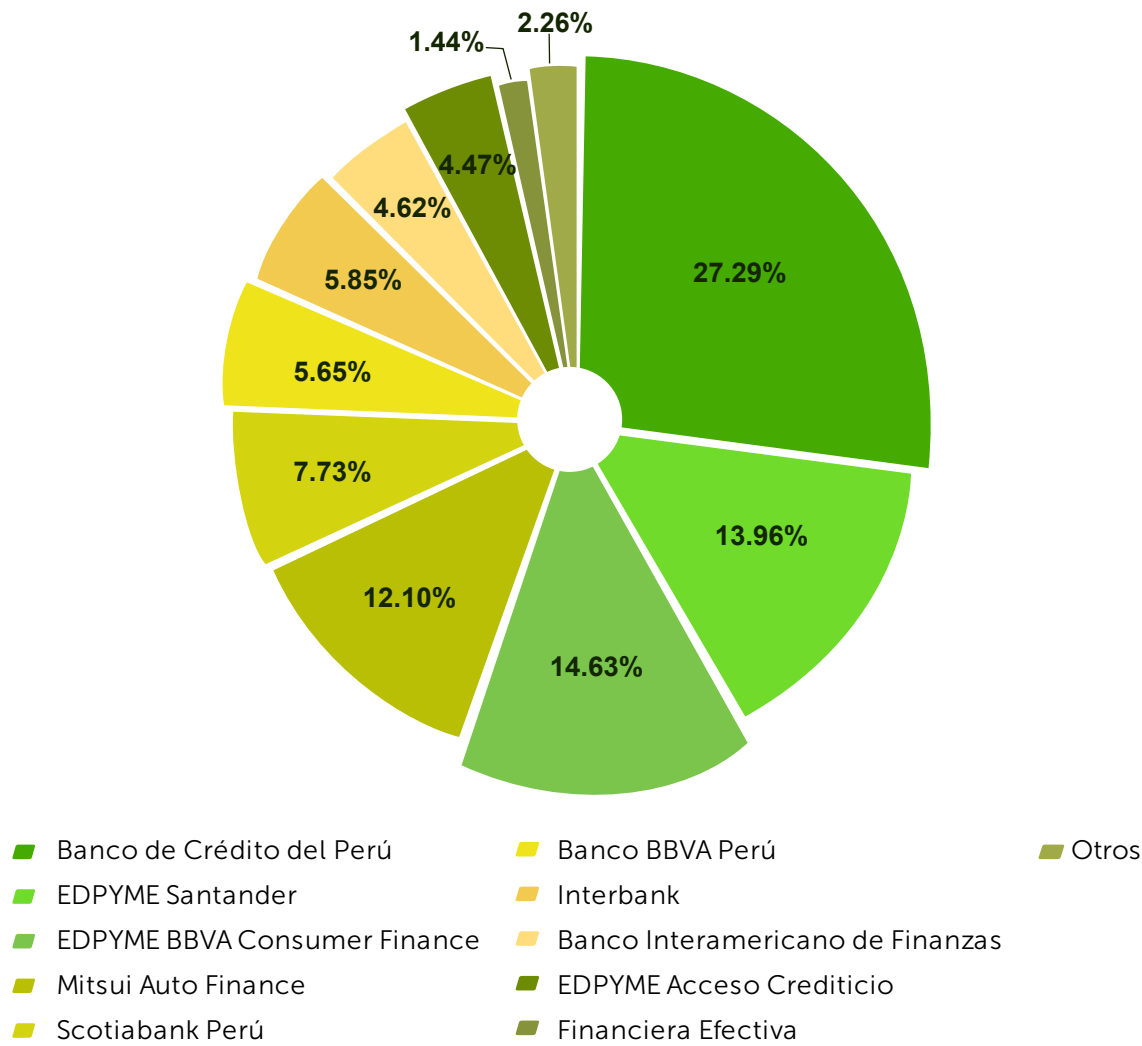
# Saldo de Créditos Vehiculares por entidad financiera

(en S/ miles)

| Rank | Entidad                               | Dic 2018 | Dic 2019 |
|------|---------------------------------------|----------|----------|
| 1    | Banco de Crédito del Perú             | 792,754  | 965,824  |
|      | Var. % Acum. 20.88%    Part. % 27.29% |          |          |
| 2    | EDPYME Santander                      | 483,985  | 517,719  |
|      | Var. % Acum. 6.97%    Part. % 14.63%  |          |          |
| 3    | EDPYME BBVA Consumer Finance          | 430,186  | 494,054  |
|      | Var. % Acum. 14.85%    Part. % 13.96% |          |          |
| 4    | Mitsui Auto Finance                   | 293,587  | 428,302  |
|      | Var. % Acum. 45.89%    Part. % 12.10% |          |          |
| 5    | Scotiabank Perú                       | 279,013  | 273,683  |
|      | Var. % Acum. -1.91%    Part. % 7.73%  |          |          |
| 6    | Interbank                             | 201,454  | 207,166  |
|      | Var. % Acum. 2.84%    Part. % 5.85%   |          |          |
| 7    | Banco BBVA Perú                       | 226,057  | 199,806  |
|      | Var. % Acum. -11.61%    Part. % 5.65% |          |          |
| 8    | Banco Interamericano de Finanzas      | 155,076  | 163,521  |
|      | Var. % Acum. 5.45%    Part. % 4.62%   |          |          |
| 9    | EDPYME Acceso Crediticio              | 123,632  | 158,076  |
|      | Var. % Acum. 27.86%    Part. % 4.47%  |          |          |
| 10   | Financiera Efectiva                   | 47,226   | 50,883   |
|      | Var. % Acum. 7.74%    Part. % 1.44%   |          |          |
| 11   | Banco Falabella Perú                  | 51,803   | 21,844   |
|      | Var. % Acum. -57.83%    Part. % 0.62% |          |          |
| 12   | CMAC Trujillo                         | 16,141   | 17,475   |
|      | Var. % Acum. 8.26%    Part. % 0.49%   |          |          |
| 13   | CMAC Huancayo                         | 16,986   | 14,918   |
|      | Var. % Acum. -12.17%    Part. % 0.42% |          |          |
| 14   | EDPYME Marcimex                       | 7,832    | 12,844   |
|      | Var. % Acum. 64.00%    Part. % 0.36%  |          |          |
| 15   | Banco GNB                             | 8,476    | 5,277    |
|      | Var. % Acum. -37.74%    Part. % 0.15% |          |          |
| 16   | Banco Pichincha                       | 3,480    | 3,061    |
|      | Var. % Acum. -12.05%    Part. % 0.09% |          |          |
| 17   | CMAC Arequipa                         | 3,892    | 1,888    |
|      | Var. % Acum. -51.49%    Part. % 0.05% |          |          |

| Rank | Entidad                               | Dic 2018 | Dic 2019 |
|------|---------------------------------------|----------|----------|
| 18   | CRAC Prymera                          | 1,743    | 1,732    |
|      | Var. % Acum. -0.67%    Part. % 0.05%  |          |          |
| 19   | CRAC Incasur                          | 719      | 523      |
|      | Var. % Acum. -27.34%    Part. % 0.01% |          |          |
| 20   | CMAC Ica                              | 712      | 412      |
|      | Var. % Acum. -42.22%    Part. % 0.01% |          |          |
| 21   | Crediscotia Financiera                | 20       | 33       |
|      | Var. % Acum. 63.45%    Part. % 0.00%  |          |          |
| 22   | Financiera Proempresa                 | -        | 1        |
|      | Part. % 0.00%                         |          |          |

## Saldo de Créditos Vehiculares (participación, dic'19)





### **Edición y diseño**

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