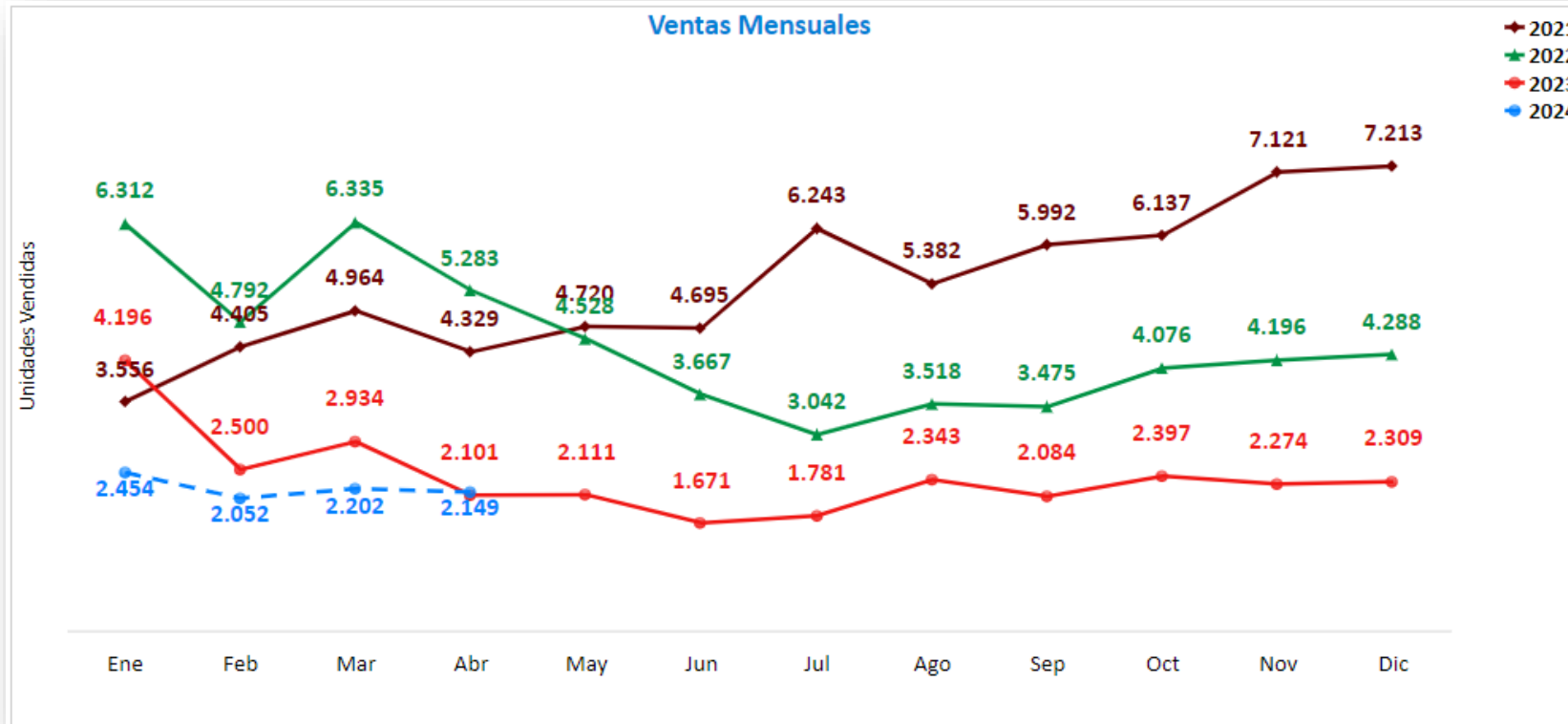




# Informe de Ventas Socios de la ANIM 2, 3 y 4 Ruedas

Abril de 2024

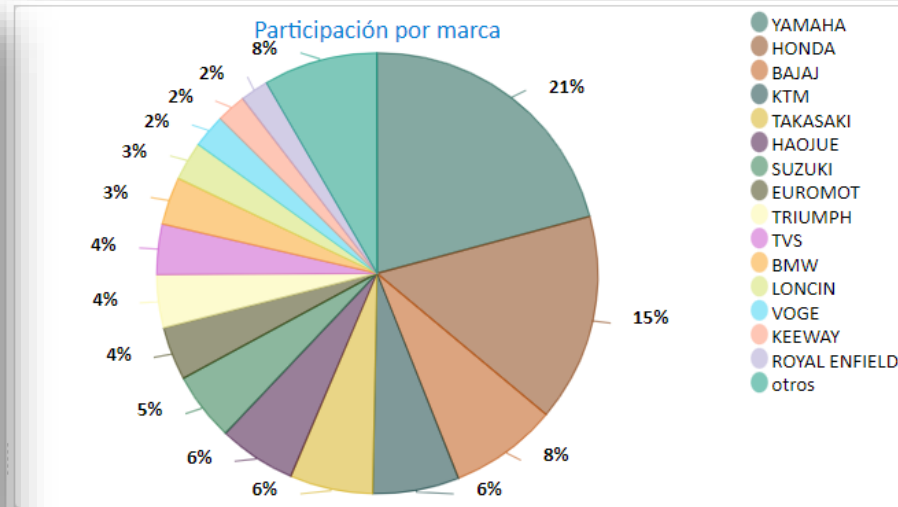


	Año	Ventas Mensuales												Total
		Ene	Feb	Mar	Abr	May	Jun	Jul	Ago	Sep	Oct	Nov	Dic	
<input type="checkbox"/>	<b>Total</b>	<b>16.518</b>	<b>13.749</b>	<b>16.435</b>	<b>13.862</b>	<b>11.359</b>	<b>10.033</b>	<b>11.066</b>	<b>11.243</b>	<b>11.551</b>	<b>12.610</b>	<b>13.591</b>	<b>13.810</b>	<b>155.827</b>
1 <input type="checkbox"/>	2021	3.556	4.405	4.964	4.329	4.720	4.695	6.243	5.382	5.992	6.137	7.121	7.213	<b>64.757</b>
2 <input type="checkbox"/>	2022	6.312	4.792	6.335	5.283	4.528	3.667	3.042	3.518	3.475	4.076	4.196	4.288	<b>53.512</b>
3 <input type="checkbox"/>	2023	4.196	2.500	2.934	2.101	2.111	1.671	1.781	2.343	2.084	2.397	2.274	2.309	<b>28.701</b>
4 <input type="checkbox"/>	2024	2.454	2.052	2.202	2.149									<b>8.857</b>

	Año	Ventas Mensuales												
		Ene	Feb	Mar	Abr	May	Jun	Jul	Ago	Sep	Oct	Nov	Dic	Total
<input type="checkbox"/>	<b>Total</b>	<b>42.389</b>	<b>36.193</b>	<b>41.266</b>	<b>33.596</b>	<b>30.679</b>	<b>27.286</b>	<b>28.265</b>	<b>35.661</b>	<b>36.279</b>	<b>39.110</b>	<b>41.268</b>	<b>45.569</b>	<b>437.561</b>
1 <input type="checkbox"/>	2013	4.257	3.288	3.700	3.452	3.145	2.864	2.745	3.567	3.452	4.797	5.230	5.751	<b>46.248</b>
2 <input type="checkbox"/>	2014	4.012	3.421	3.975	3.143	2.826	2.206	2.515	3.200	3.223	3.638	3.977	5.169	<b>41.305</b>
3 <input type="checkbox"/>	2015	3.218	2.900	3.229	2.839	2.391	2.471	2.342	2.680	3.204	3.377	3.471	3.896	<b>36.018</b>
4 <input type="checkbox"/>	2016	2.695	2.568	3.082	2.000	2.292	2.357	2.093	2.607	2.605	2.762	3.183	3.654	<b>31.898</b>
5 <input type="checkbox"/>	2017	2.699	2.365	2.947	2.228	2.378	1.730	1.822	2.804	2.583	2.895	3.233	3.507	<b>31.191</b>
6 <input type="checkbox"/>	2018	2.967	2.696	2.822	2.427	2.258	1.772	1.886	2.644	2.665	3.341	3.214	3.463	<b>32.155</b>
7 <input type="checkbox"/>	2019	2.950	2.566	2.761	2.450	2.183	2.106	2.151	2.417	2.331	2.094	3.209	3.813	<b>31.031</b>
8 <input type="checkbox"/>	2020	3.073	2.640	2.315	1.195	1.847	1.747	1.645	4.499	4.665	3.596	2.160	2.506	<b>31.888</b>
9 <input type="checkbox"/>	2021	3.556	4.405	4.964	4.329	4.720	4.695	6.243	5.382	5.992	6.137	7.121	7.213	<b>64.757</b>
10 <input type="checkbox"/>	2022	6.312	4.792	6.335	5.283	4.528	3.667	3.042	3.518	3.475	4.076	4.196	4.288	<b>53.512</b>
11 <input type="checkbox"/>	2023	4.196	2.500	2.934	2.101	2.111	1.671	1.781	2.343	2.084	2.397	2.274	2.309	<b>28.701</b>
12 <input type="checkbox"/>	2024	2.454	2.052	2.202	2.149									<b>8.857</b>

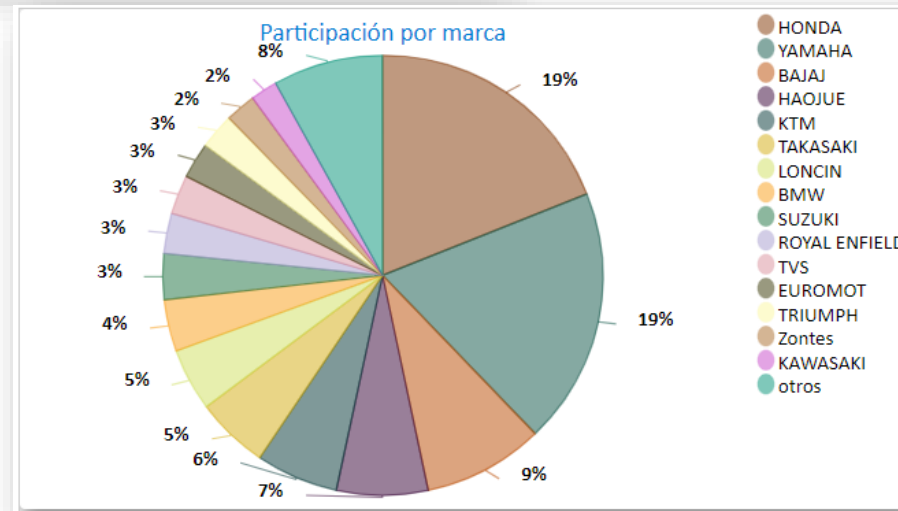
### Abril de 2024

	Marca	Abr'24	Share (%) Abr'24
<input type="checkbox"/>	<b>Total</b>	<b>2.149</b>	<b>100,0 %</b>
1 <input type="checkbox"/>	YAMAHA	448	20,8 %
2 <input type="checkbox"/>	HONDA	327	15,2 %
3 <input type="checkbox"/>	BAJAJ	170	7,9 %
4 <input type="checkbox"/>	KTM	136	6,3 %
5 <input type="checkbox"/>	TAKASAKI	131	6,1 %
6 <input type="checkbox"/>	HAOJUE	122	5,7 %
7 <input type="checkbox"/>	SUZUKI	108	5,0 %
8 <input type="checkbox"/>	EUROMOT	84	3,9 %
9 <input type="checkbox"/>	TRIUMPH	84	3,9 %
10 <input type="checkbox"/>	TVS	79	3,7 %
11 <input type="checkbox"/>	BMW	75	3,5 %
12 <input type="checkbox"/>	LONCIN	61	2,8 %
13 <input type="checkbox"/>	VOGE	53	2,5 %
14 <input type="checkbox"/>	KEEWAY	47	2,2 %
15 <input type="checkbox"/>	ROYAL ENFIELD	44	2,0 %
16	otros	180	8,4 %



### Acumulado

	Marca	Ene'24 Abr'24	(%) Ene'24 Abr'24
<input type="checkbox"/>	<b>Total</b>	<b>8.857</b>	<b>100,0 %</b>
1 <input type="checkbox"/>	HONDA	1.680	19,0 %
2 <input type="checkbox"/>	YAMAHA	1.667	18,8 %
3 <input type="checkbox"/>	BAJAJ	786	8,9 %
4 <input type="checkbox"/>	HAOJUE	595	6,7 %
5 <input type="checkbox"/>	KTM	536	6,1 %
6 <input type="checkbox"/>	TAKASAKI	476	5,4 %
7 <input type="checkbox"/>	LONCIN	409	4,6 %
8 <input type="checkbox"/>	BMW	337	3,8 %
9 <input type="checkbox"/>	SUZUKI	298	3,4 %
10 <input type="checkbox"/>	ROYAL ENFIELD	261	2,9 %
11 <input type="checkbox"/>	TVS	255	2,9 %
12 <input type="checkbox"/>	EUROMOT	234	2,6 %
13 <input type="checkbox"/>	TRIUMPH	232	2,6 %
14 <input type="checkbox"/>	Zontes	198	2,2 %
15 <input type="checkbox"/>	KAWASAKI	177	2,0 %
16	otros	716	8,1 %



## Ventas por Modelo (Top 10)

Abril de 2024

	Modelo ↕	Marca ↕	Share (%) Abr'24 ↕
<input type="checkbox"/>	<b>Total</b>		<b>100,0 %</b>
1 <input type="checkbox"/>	FZ-S	YAMAHA	4,4 %
2 <input type="checkbox"/>	200 DUKE	KTM	3,2 %
3 <input type="checkbox"/>	CB125F Twister	HONDA	3,0 %
4 <input type="checkbox"/>	REX-150	EUROMOT	2,5 %
5 <input type="checkbox"/>	DS 250	SUZUKI	2,4 %
6 <input type="checkbox"/>	Navi	HONDA	2,2 %
7 <input type="checkbox"/>	NK-150	HAOJUE	2,1 %
8 <input type="checkbox"/>	PULSAR 125	BAJAJ	1,9 %
9 <input type="checkbox"/>	VS-125	HAOJUE	1,8 %
10 <input type="checkbox"/>	YZF-R3A	YAMAHA	1,8 %
11	otros		74,8 %

Acumulado

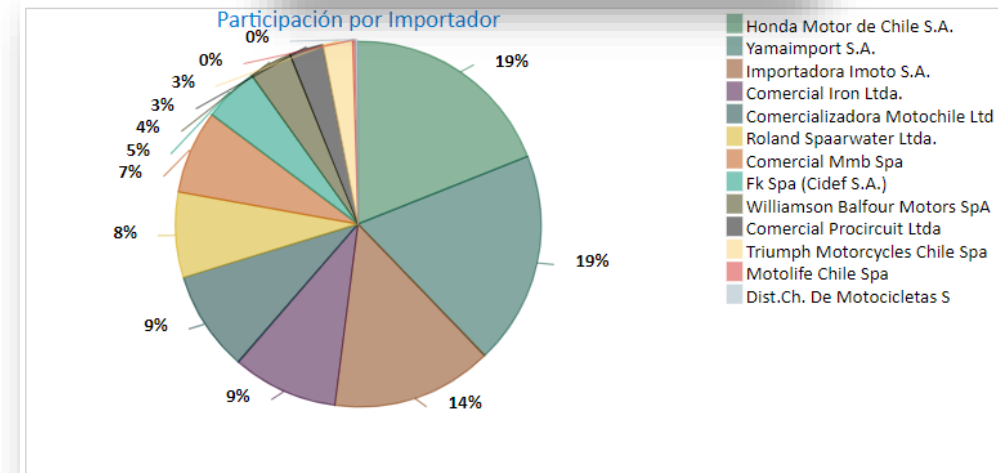
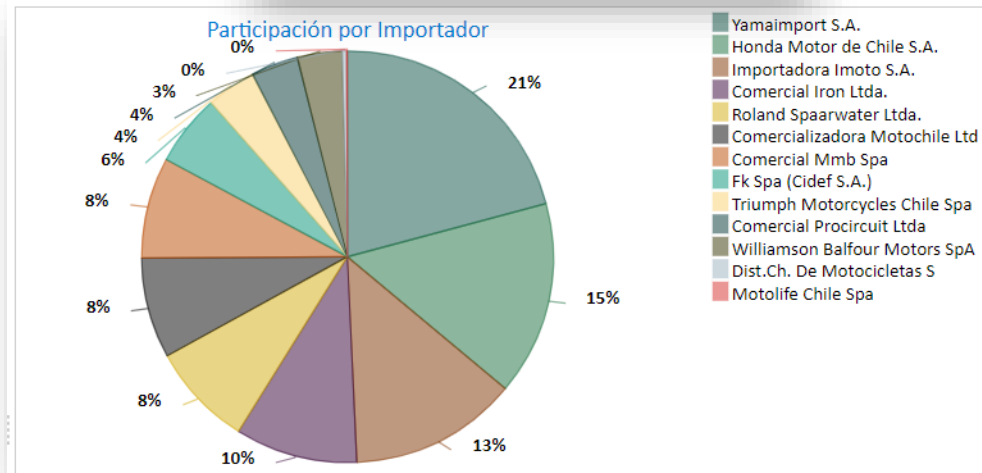
	Modelo ↕	Marca ↕	Share (%) Ene'24 Abr'24 ↕
<input type="checkbox"/>	<b>Total</b>		<b>100,0 %</b>
1 <input type="checkbox"/>	CB125F Twister	HONDA	3,6 %
2 <input type="checkbox"/>	Navi	HONDA	3,4 %
3 <input type="checkbox"/>	KA-150	HAOJUE	2,4 %
4 <input type="checkbox"/>	200 DUKE	KTM	2,2 %
5 <input type="checkbox"/>	NK-150	HAOJUE	2,1 %
6 <input type="checkbox"/>	Pulsar 200 NSFI ABS	BAJAJ	1,8 %
7 <input type="checkbox"/>	PULSAR 125	BAJAJ	1,7 %
8 <input type="checkbox"/>	XTZ-150	YAMAHA	1,7 %
9 <input type="checkbox"/>	FZ-250	YAMAHA	1,6 %
10 <input type="checkbox"/>	FZ-X	YAMAHA	1,6 %
11	otros		78,0 %

### Abril de 2024

	Importador	Abr'24	Share (%) Abr'24
<input type="checkbox"/>	<b>Total</b>	<b>2.149</b>	<b>100,0 %</b>
1	<input type="checkbox"/> Yamaimport S.A.	448	20,8 %
2	<input type="checkbox"/> Honda Motor de Chile S.A.	327	15,2 %
3	<input type="checkbox"/> Importadora Imoto S.A.	284	13,2 %
4	<input type="checkbox"/> Comercial Iron Ltda.	206	9,6 %
5	<input type="checkbox"/> Roland Spaarwater Ltda.	175	8,1 %
6	<input type="checkbox"/> Comercializadora Motochile Ltd	170	7,9 %
7	<input type="checkbox"/> Comercial Mmb Spa	170	7,9 %
8	<input type="checkbox"/> Fk Spa (Cidef S.A.)	121	5,6 %
9	<input type="checkbox"/> Triumph Motorcycles Chile Spa	84	3,9 %
10	<input type="checkbox"/> Comercial Procircuit Ltda	80	3,7 %
11	<input type="checkbox"/> Williamson Balfour Motors SpA	75	3,5 %
12	<input type="checkbox"/> Dist.Ch. De Motocicletas S	8	0,4 %
13	<input type="checkbox"/> Motolife Chile Spa	1	0,0 %

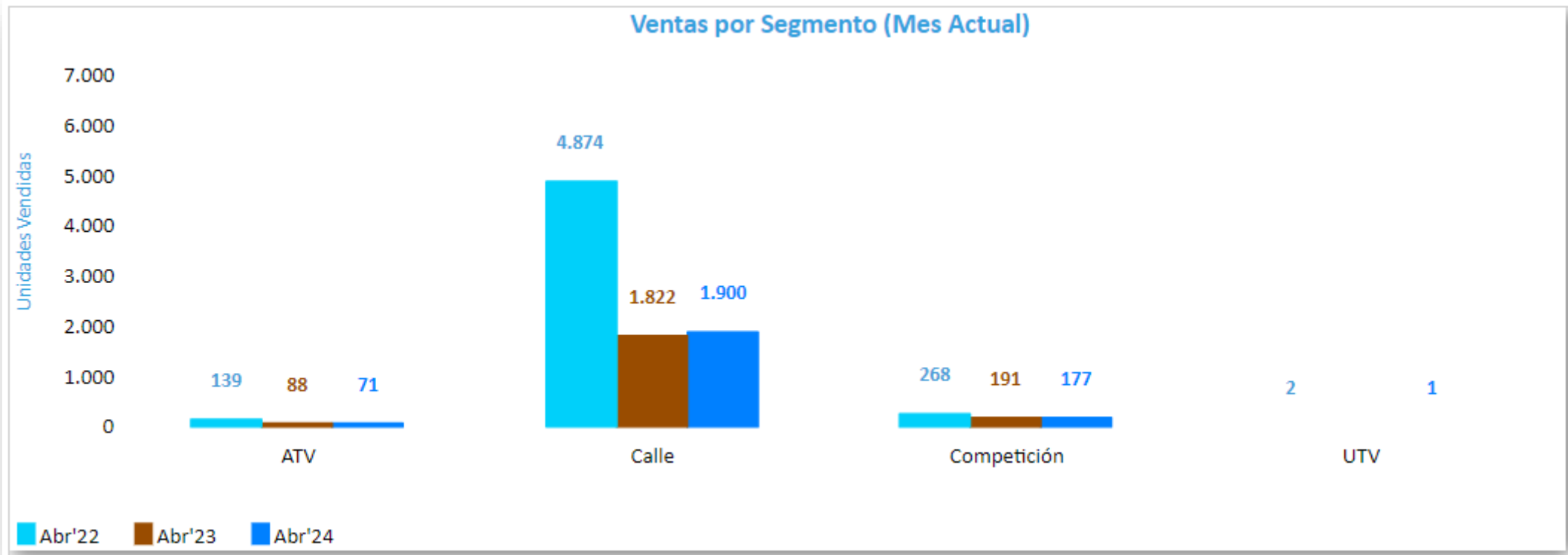
### Acumulado

	Importador	Ene'24 Abr'24	Share (%) Ene'24 Abr'24
<input type="checkbox"/>	<b>Total</b>	<b>8.857</b>	<b>100,0 %</b>
1	<input type="checkbox"/> Honda Motor de Chile S.A.	1.680	19,0 %
2	<input type="checkbox"/> Yamaimport S.A.	1.667	18,8 %
3	<input type="checkbox"/> Importadora Imoto S.A.	1.261	14,2 %
4	<input type="checkbox"/> Comercial Iron Ltda.	829	9,4 %
5	<input type="checkbox"/> Comercializadora Motochile Ltd	786	8,9 %
6	<input type="checkbox"/> Roland Spaarwater Ltda.	668	7,5 %
7	<input type="checkbox"/> Comercial Mmb Spa	658	7,4 %
8	<input type="checkbox"/> Fk Spa (Cidef S.A.)	432	4,9 %
9	<input type="checkbox"/> Williamson Balfour Motors SpA	337	3,8 %
10	<input type="checkbox"/> Comercial Procircuit Ltda	267	3,0 %
11	<input type="checkbox"/> Triumph Motorcycles Chile Spa	232	2,6 %
12	<input type="checkbox"/> Motolife Chile Spa	20	0,2 %
13	<input type="checkbox"/> Dist.Ch. De Motocicletas S	20	0,2 %



	Tramo	Abr'24	Tendencia 12 Meses	Share
<input type="checkbox"/>	<b>Total</b>	<b>2.149</b>		<b>100,0 %</b>
1 <input type="checkbox"/>	(0) Watts	2		0,1 %
2 <input type="checkbox"/>	(a) 0 a 50	4		0,2 %
3 <input type="checkbox"/>	(b) 51 a 124	68		3,2 %
4 <input type="checkbox"/>	(c) 125 a 249	1.128		52,5 %
5 <input type="checkbox"/>	(d) 250 a 450	657		30,6 %
6 <input type="checkbox"/>	(e) 451 a 599	43		2,0 %
7 <input type="checkbox"/>	(f) 600 a 800	108		5,0 %
8 <input type="checkbox"/>	(g) 801 a 999	50		2,3 %
9 <input type="checkbox"/>	(h) 1000 a más	89		4,1 %

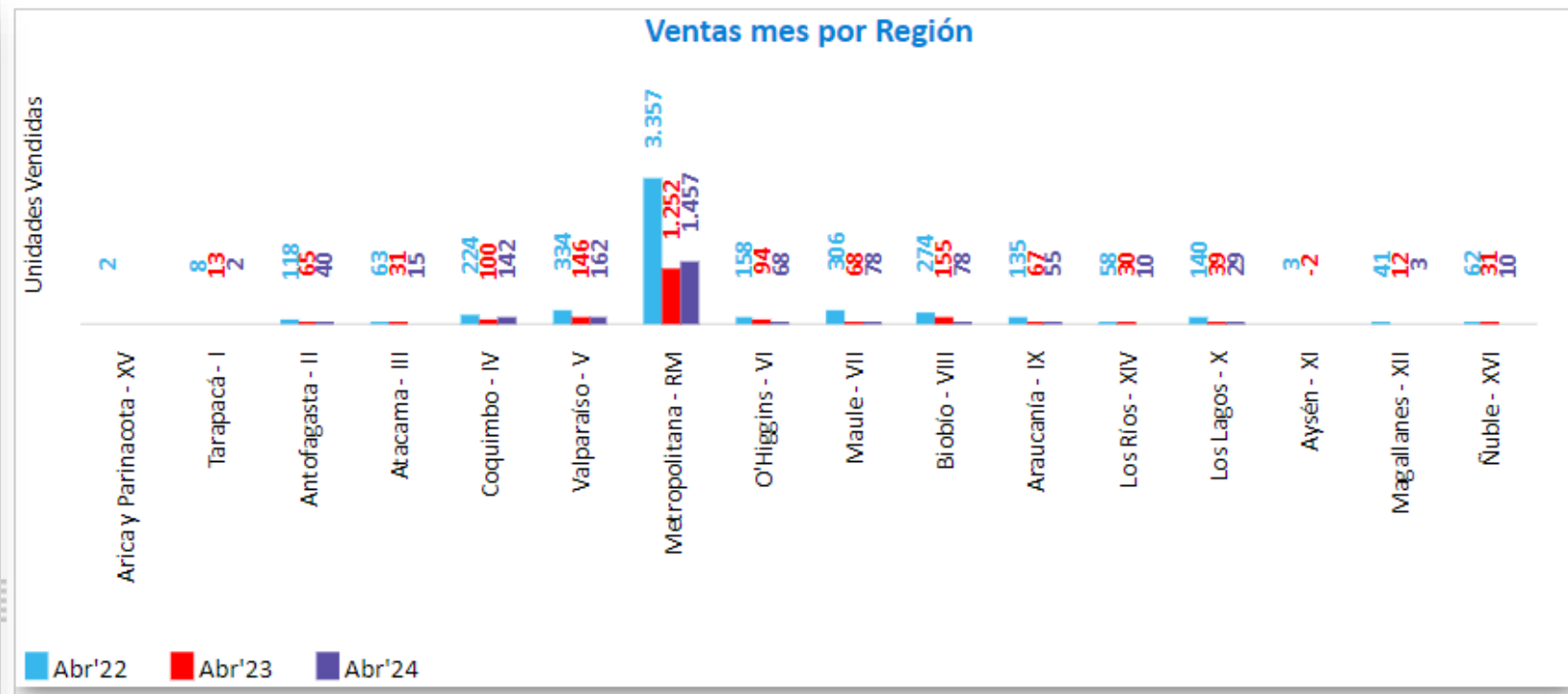




	Segmento	Abr'22	Abr'23	Abr'24
<input type="checkbox"/>	<b>Total</b>	<b>5.283</b>	<b>2.101</b>	<b>2.149</b>
1 <input type="checkbox"/>	ATV	139	88	71
2 <input type="checkbox"/>	Calle	4.874	1.822	1.900
3 <input type="checkbox"/>	Competición	268	191	177
4 <input type="checkbox"/>	UTV	2		1



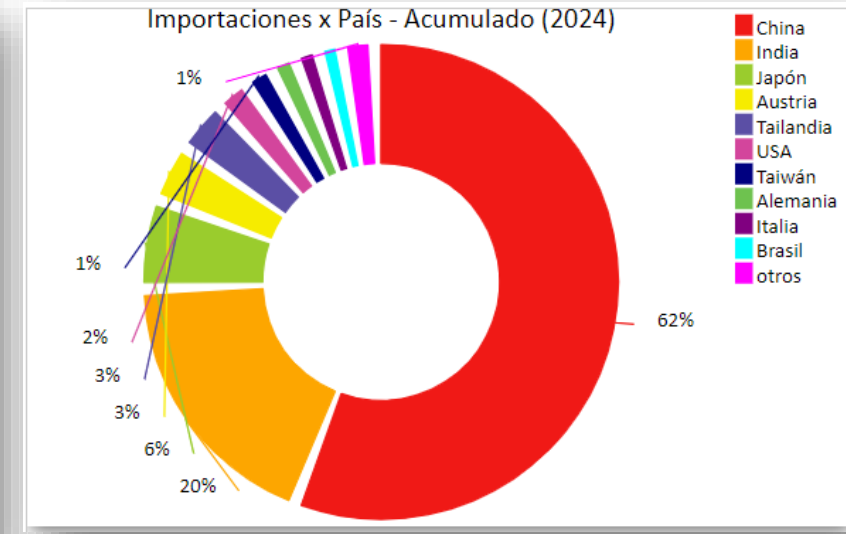
	Región	Abr'22	Abr'23	Abr'24
<input type="checkbox"/>	<b>Total</b>	<b>5.283</b>	<b>2.101</b>	<b>2.149</b>
1 <input type="checkbox"/>	Arica y Parinacota - XV	2		
2 <input type="checkbox"/>	Tarapacá - I	8	13	2
3 <input type="checkbox"/>	Antofagasta - II	118	65	40
4 <input type="checkbox"/>	Atacama - III	63	31	15
5 <input type="checkbox"/>	Coquimbo - IV	224	100	142
6 <input type="checkbox"/>	Valparaíso - V	334	146	162
7 <input type="checkbox"/>	Metropolitana - RM	3.357	1.252	1.457
8 <input type="checkbox"/>	O'Higgins - VI	158	94	68
9 <input type="checkbox"/>	Maule - VII	306	68	78
10 <input type="checkbox"/>	Biobío - VIII	274	155	78
11 <input type="checkbox"/>	Araucanía - IX	135	67	55
12 <input type="checkbox"/>	Los Ríos - XIV	58	30	10
13 <input type="checkbox"/>	Los Lagos - X	140	39	29
14 <input type="checkbox"/>	Aysén - XI	3	-2	
15 <input type="checkbox"/>	Magallanes - XII	41	12	3
16 <input type="checkbox"/>	Ñuble - XVI	62	31	10



# Informe de Ventas Socios ANIM

## Importaciones

	País	Cantidad Importada													
		mar-23	abr-23	may-23	jun-23	jul-23	ago-23	sep-23	oct-23	nov-23	dic-23	ene-24	feb-24	mar-24	Total
<input type="checkbox"/>	<b>Total</b>	<b>2.812</b>	<b>1.724</b>	<b>1.341</b>	<b>2.221</b>	<b>2.776</b>	<b>1.519</b>	<b>1.512</b>	<b>2.195</b>	<b>2.172</b>	<b>3.034</b>	<b>2.195</b>	<b>2.564</b>	<b>2.289</b>	<b>28.354</b>
1 <input type="checkbox"/>	China	1.075	656	959	1.309	1.375	1.082	720	1.340	1.283	2.036	1.329	1.349	1.662	16.175
2 <input type="checkbox"/>	India	1.198	383	75	370	819	91	455	494	324	374	314	666	404	5.967
3 <input type="checkbox"/>	Japón	131	318	132	89	163	72	50	87	40	248	119	160	128	1.737
4 <input type="checkbox"/>	Tailandia	30	29	29	117	92	56	28	62	213	62	96	90	23	927
5 <input type="checkbox"/>	USA	123	147	4	198	27	20	30	19	57	101	55	12	45	838
6 <input type="checkbox"/>	Austria	110		79		4	78	170	32	32	45	72	165		787
7 <input type="checkbox"/>	Alemania	42	18	19	2	47	20	45	24	134	78	15	31	19	494
8 <input type="checkbox"/>	Italia	79	21	18	45	14	44	8		36	12	32	19	7	335
9 <input type="checkbox"/>	Brasil			1		108		1	108		24	52			294
10 <input type="checkbox"/>	Indonesia		112		40	80					20	40			292
11 <input type="checkbox"/>	México	24	3	12	6	11	29	5	28	28	30	24	16		216
12 <input type="checkbox"/>	Taiwán		12		4	36			1			36	43		132
13 <input type="checkbox"/>	Colombia		24		24		24			24					96
14 <input type="checkbox"/>	Canadá			2	17		3								22
15 <input type="checkbox"/>	Portugal			2									13		15
16 <input type="checkbox"/>	Francia			7						4	3				14
17 <input type="checkbox"/>	--- No Identificado ---											8			8
18 <input type="checkbox"/>	España		1	2						1				1	5





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# Informe de Ventas Socios de la ANIM 2, 3 y 4 Ruedas