



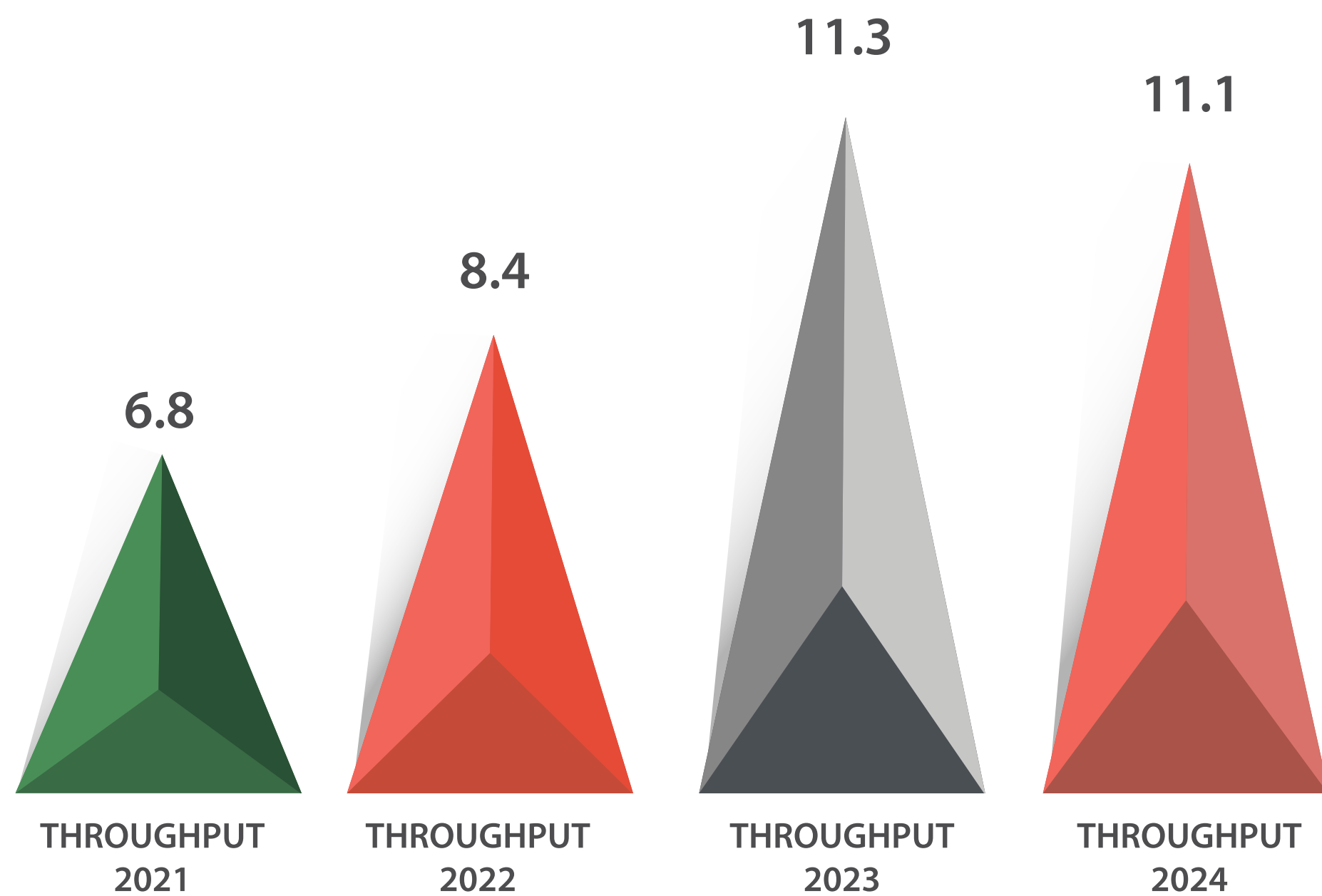
RADIOGRAFÍA G20 DEL SECTOR: VEHÍCULOS PESADOS EN MÉXICO (SEGUNDO TRIMESTRE 2024)



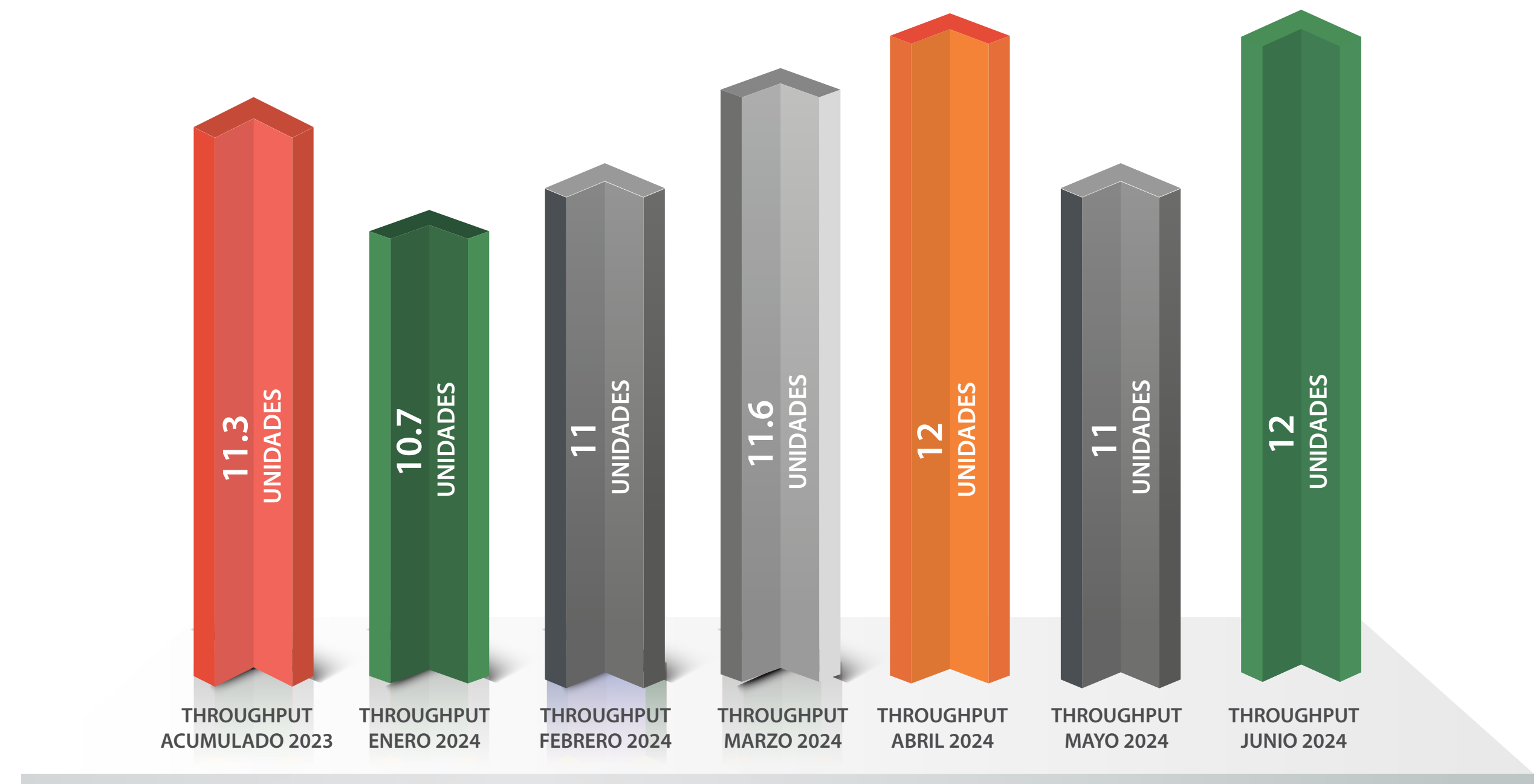
THROUGHPUT

Venta de unidades del sector entre el número de agencias y sucursales disponibles al mercado.

THROUGHPUT SECTOR CAMIÓN PESADO
PROMEDIO MENSUAL MÉXICO 2021 VS 2024

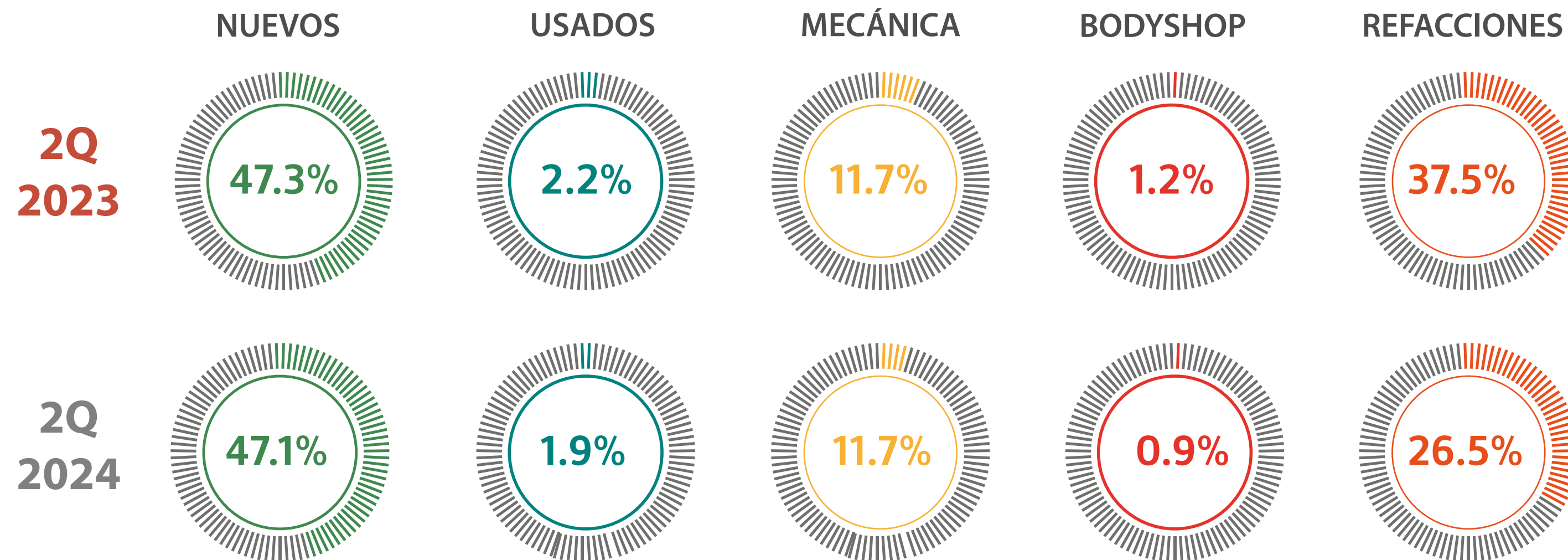


THROUGHPUT DE INDUSTRIA



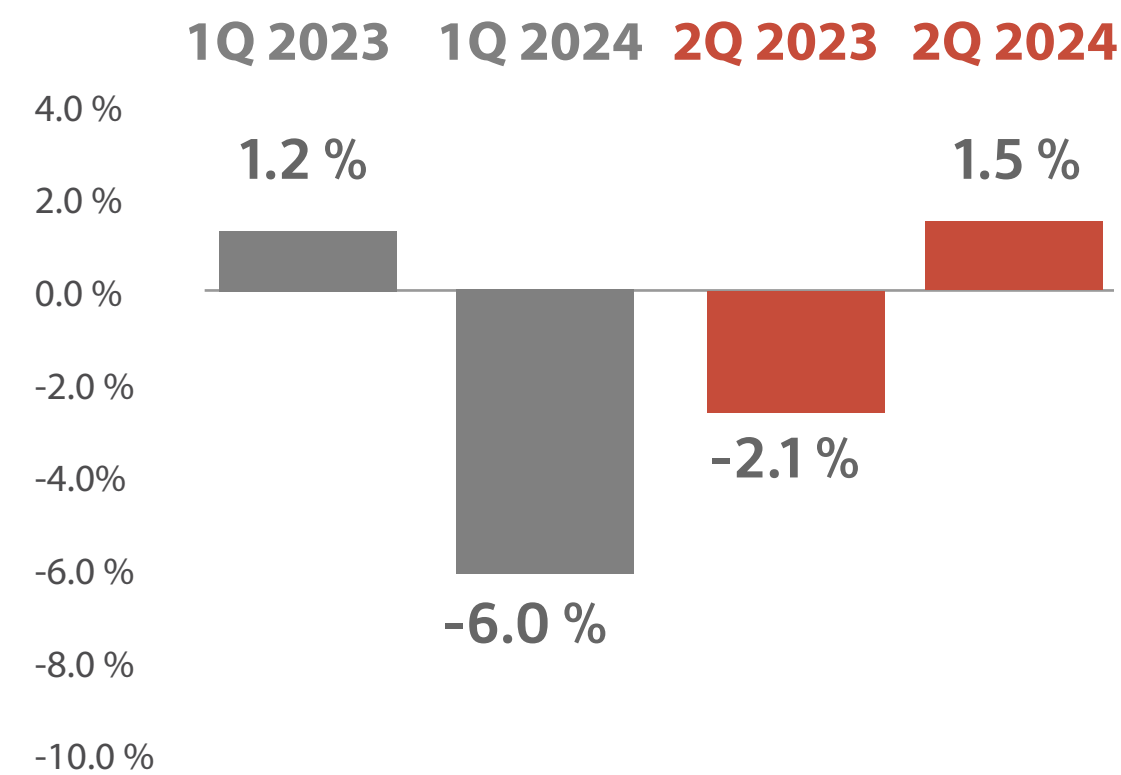
UNIDADES NUEVAS

PARTICIPACIÓN DE LOS DEPARTAMENTOS EN LAS CONCESIONARIAS

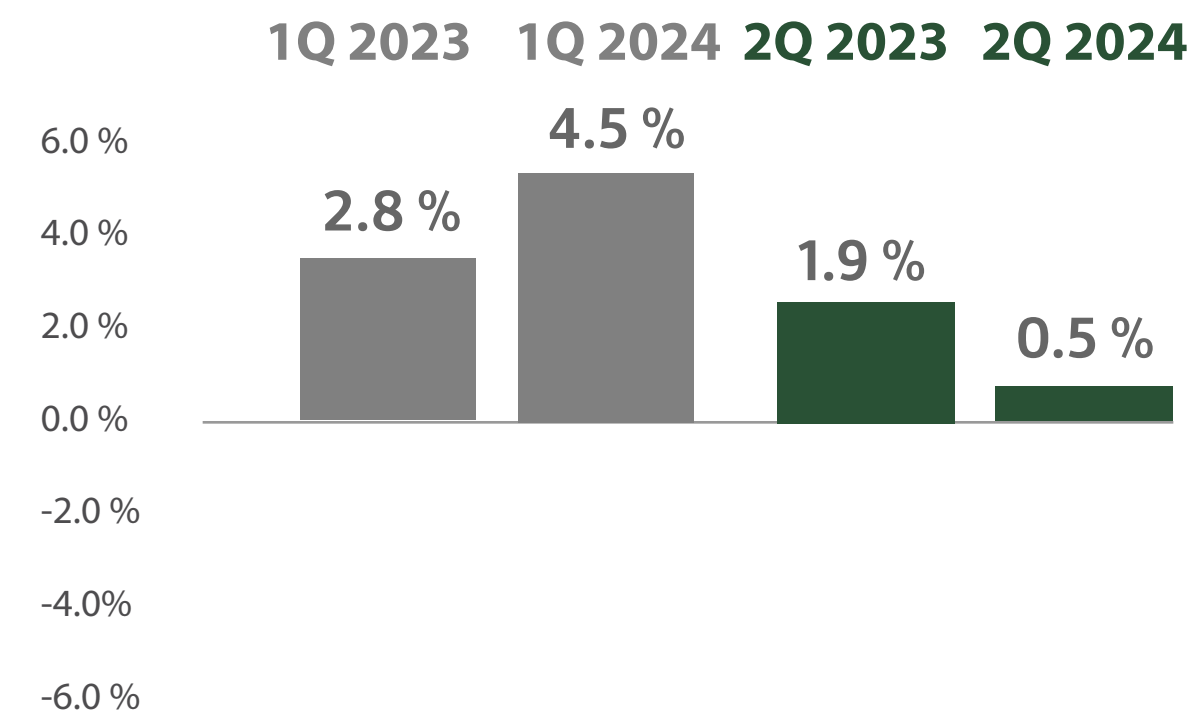


MODELO DE NEGOCIO

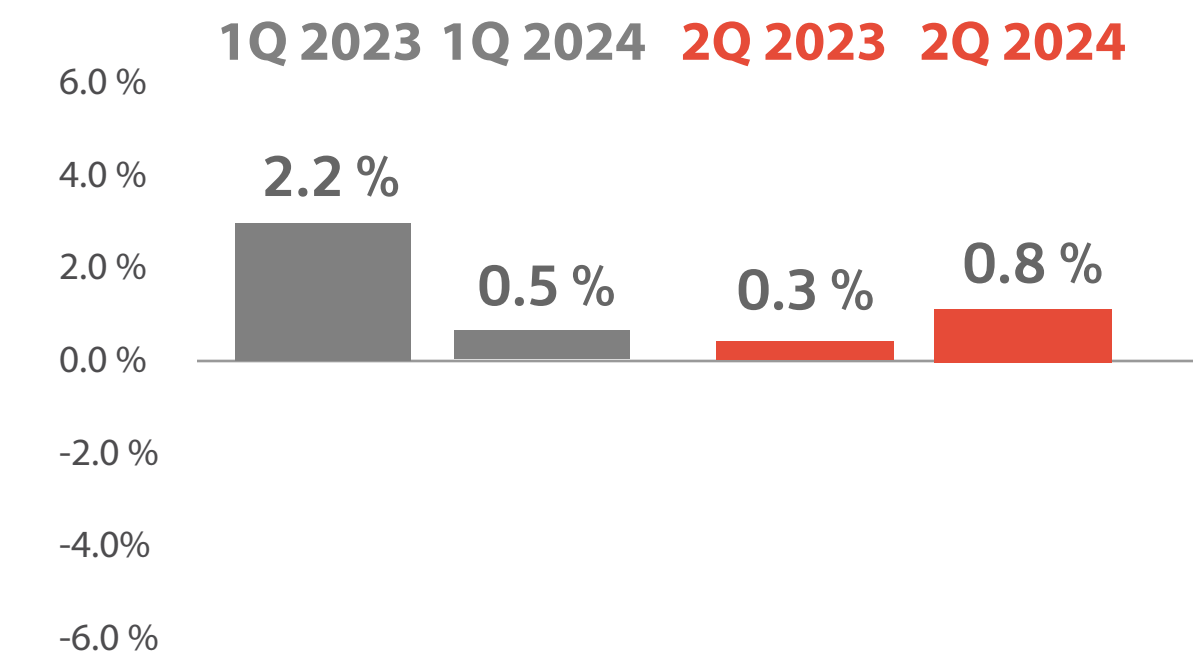
OPERATIVO



ADMINISTRATIVO

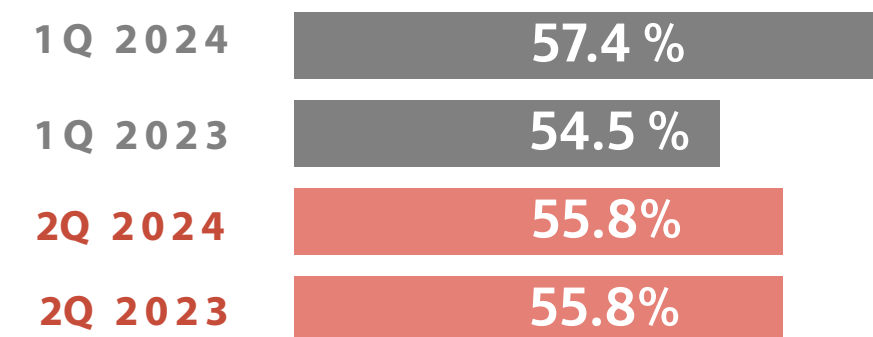


TOTAL

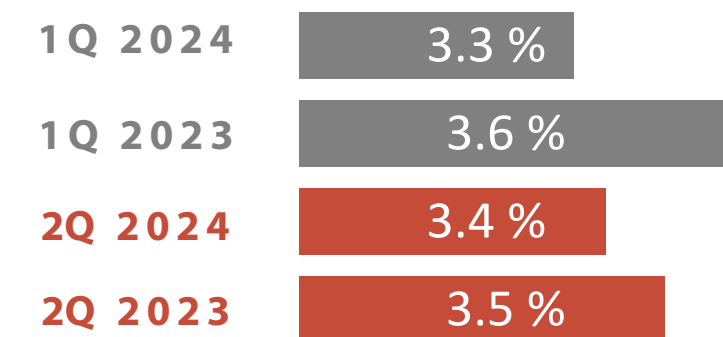


ESTRUCTURA DEL PERSONAL

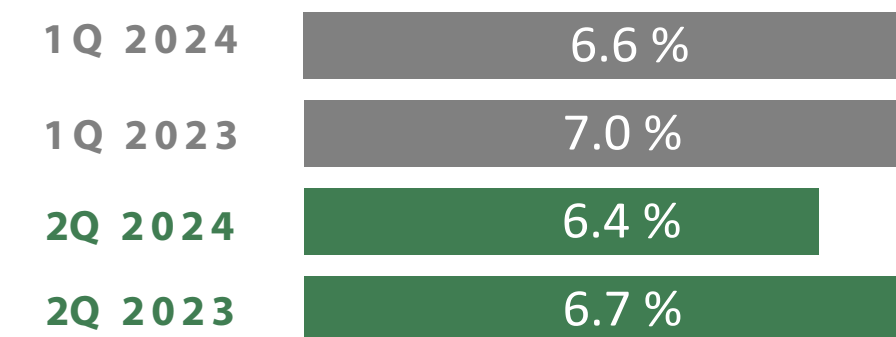
ADMINISTRACIÓN



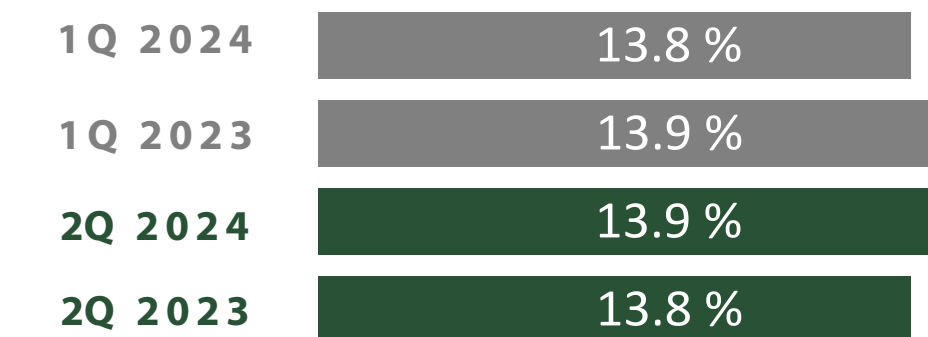
VENDEDORES NUEVOS



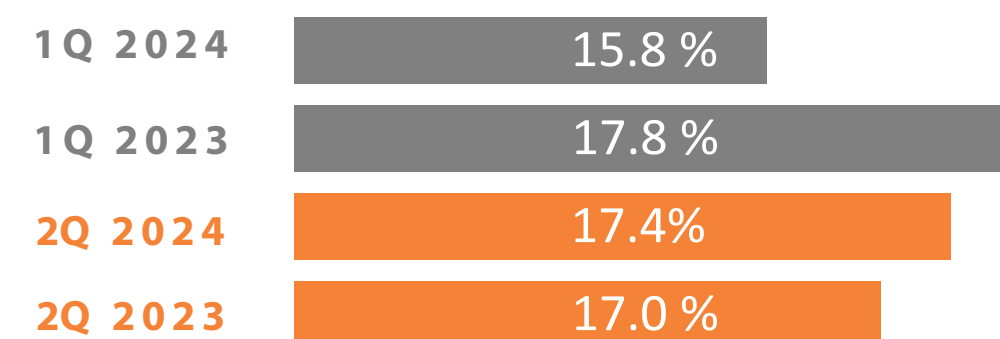
GERENTES



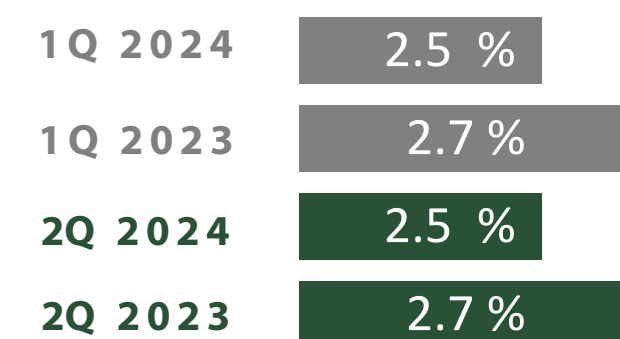
VENDEDORES REFACCIONES



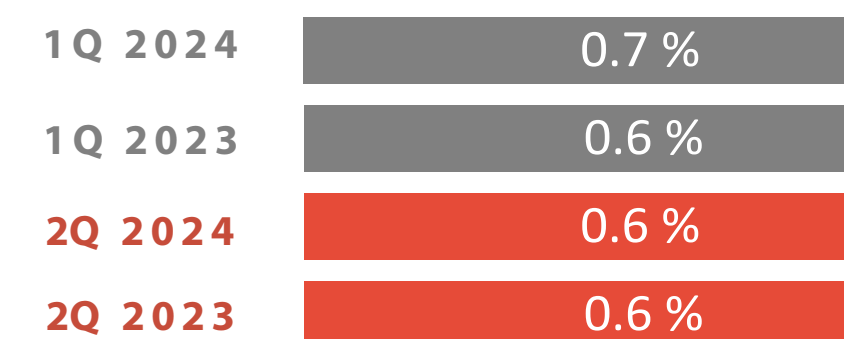
MECÁNICOS Y TÉCNICOS



HOJALATEROS Y PINTORES

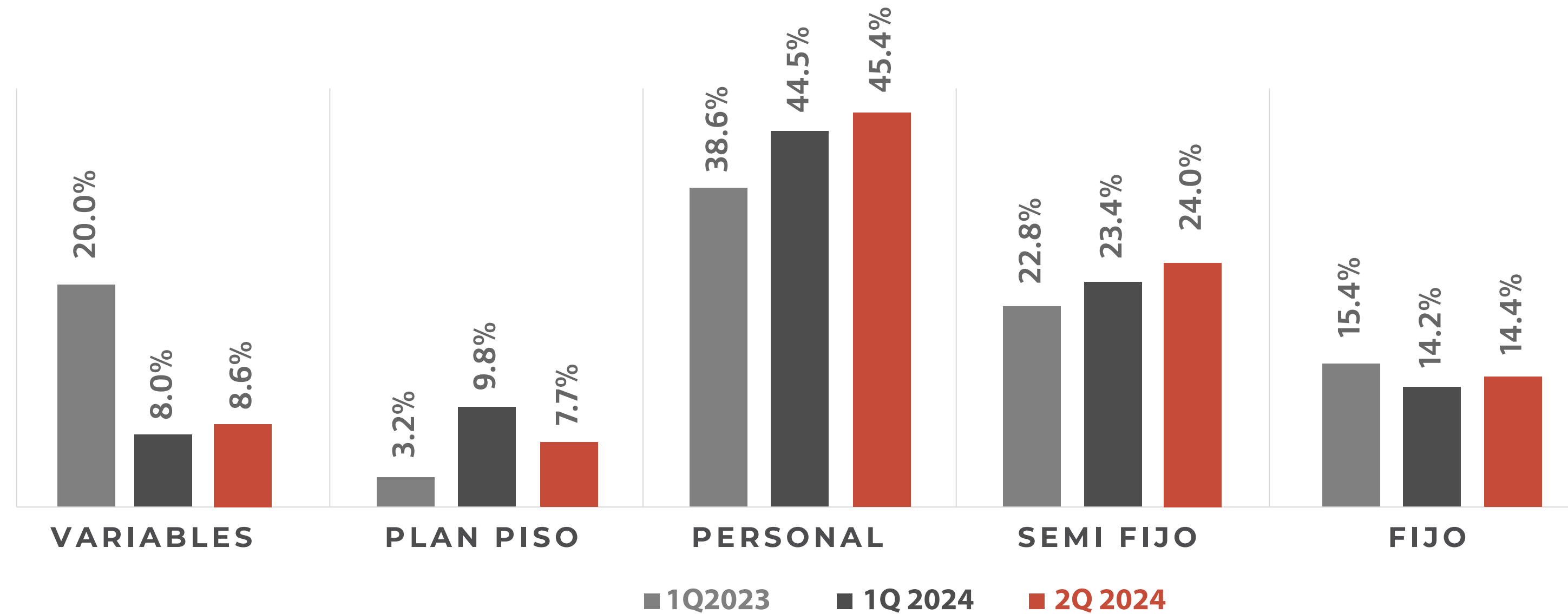


VENDEDORES USADOS



PERFIL
Composición del personal

Composición de gastos

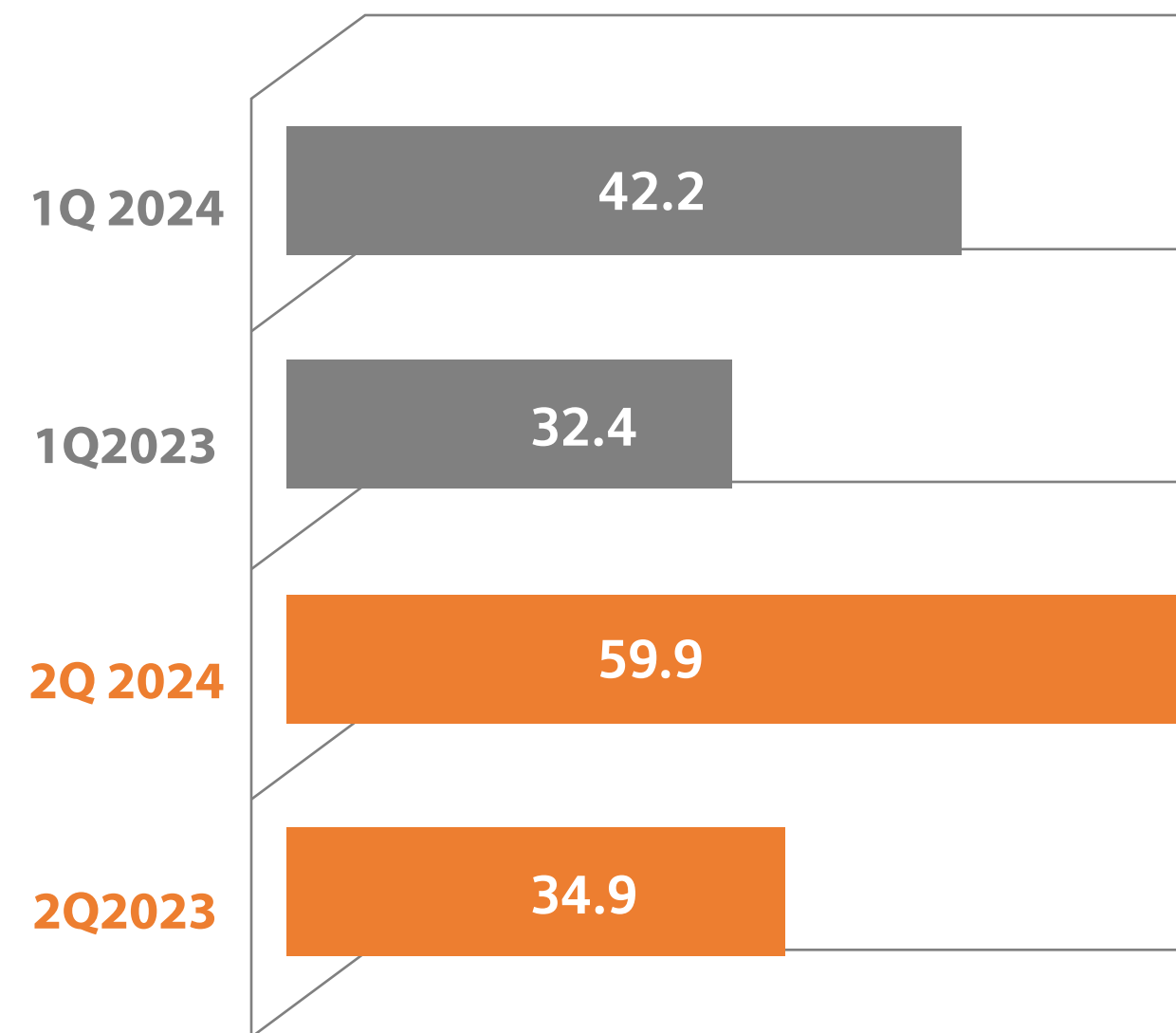


Inventarios

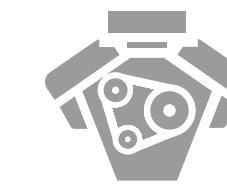
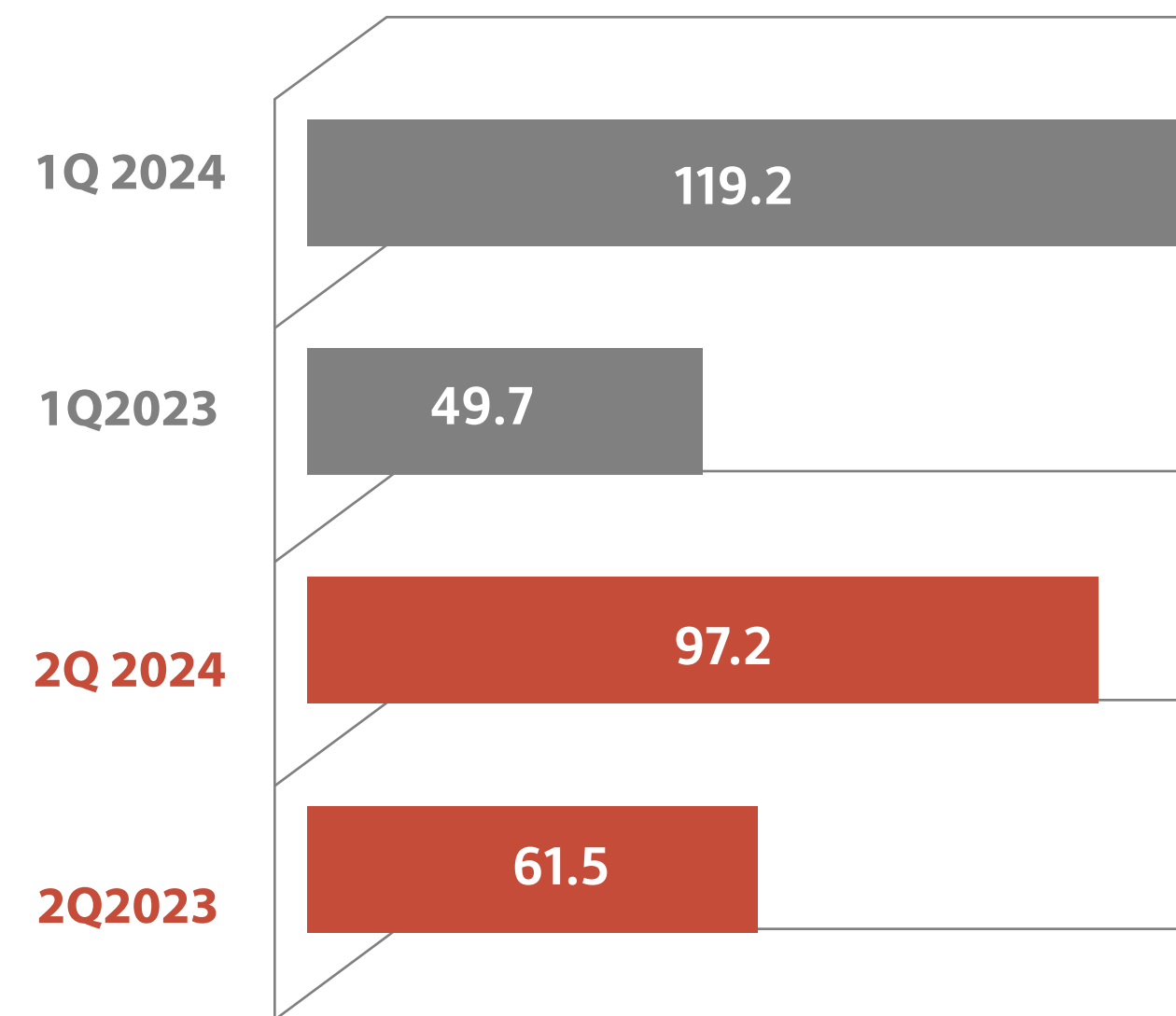
Días inventario promedio por agencia



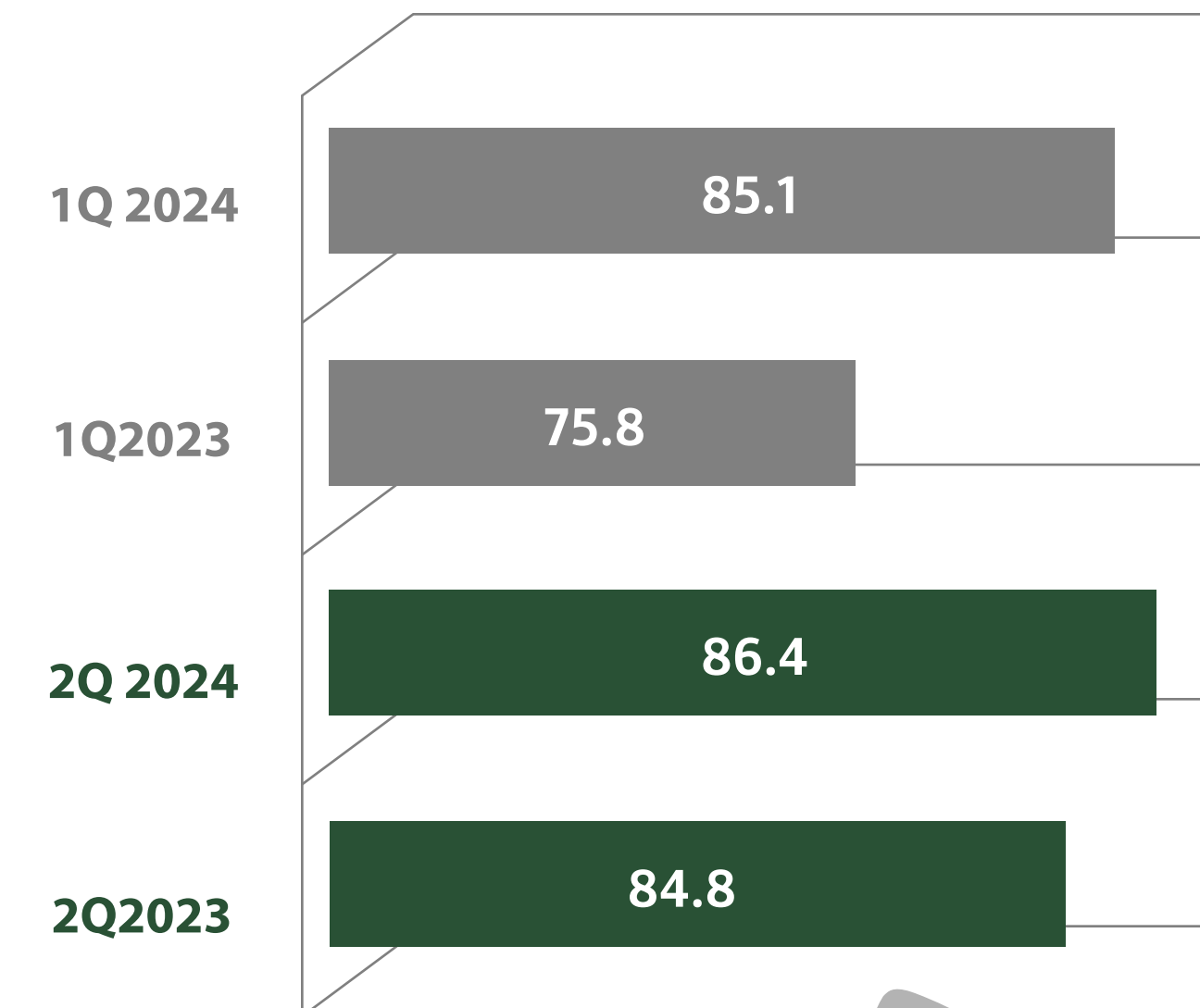
NUEVOS



USADOS



REFACCIONES

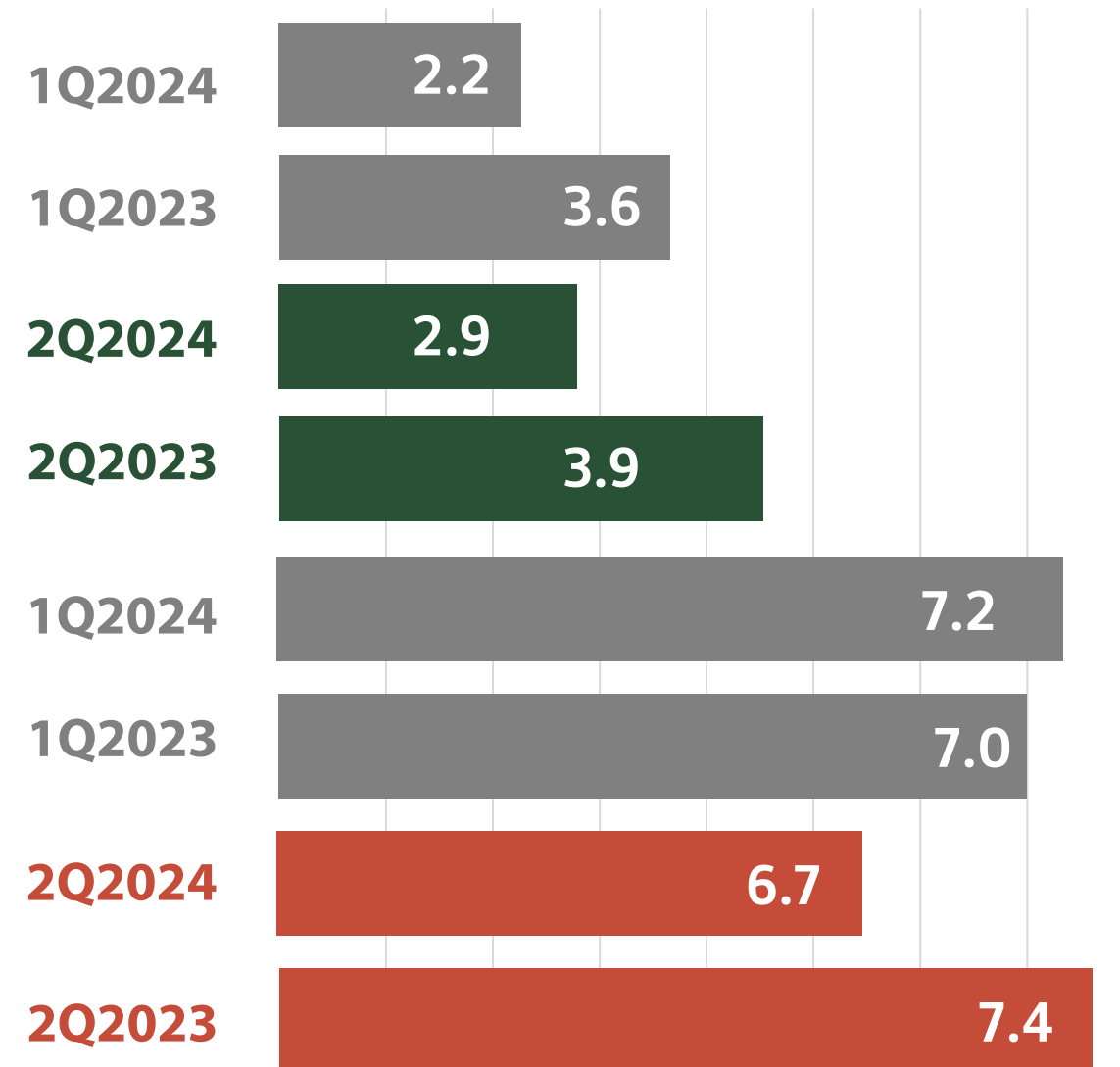




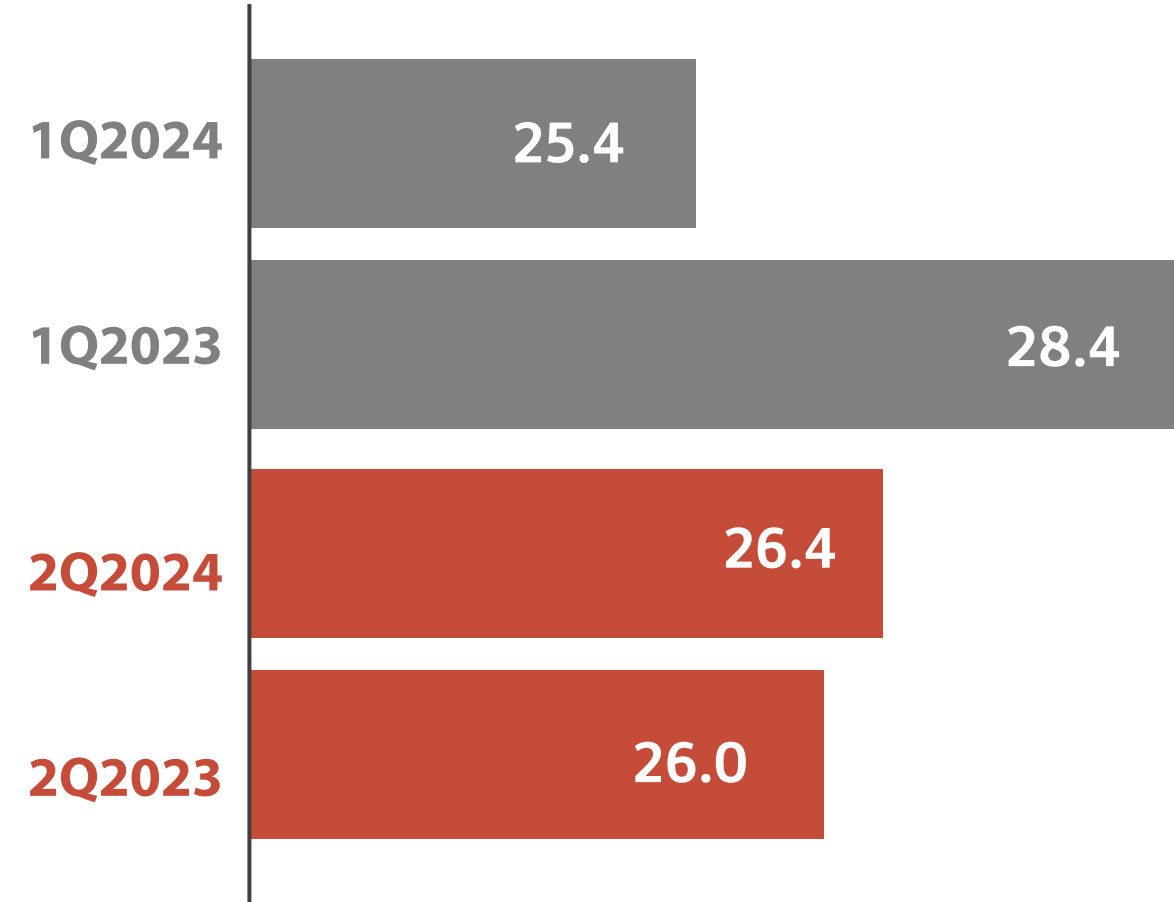
UNIDADES POR VENDEDOR
promedio al mes

■ USADOS

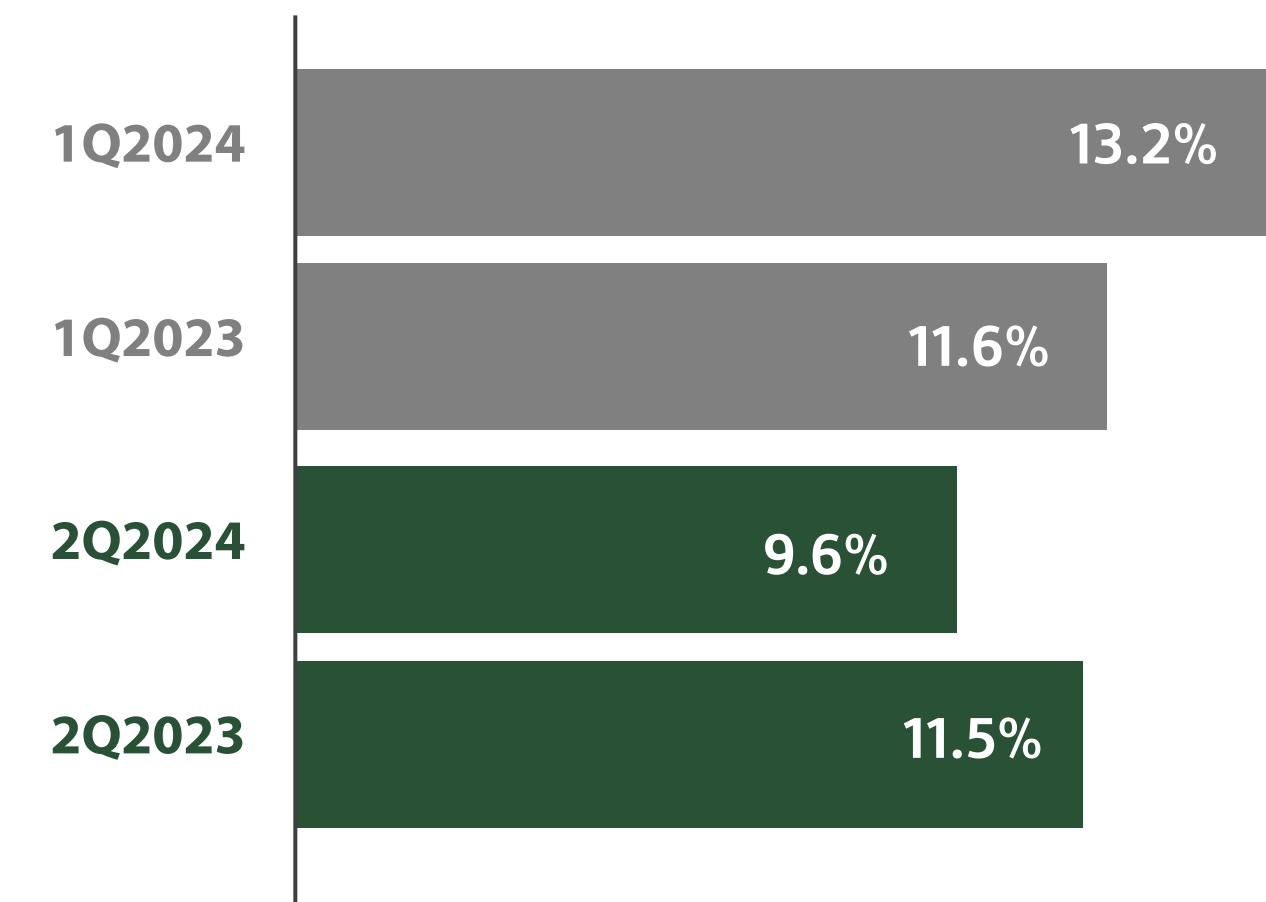
■ NUEVOS



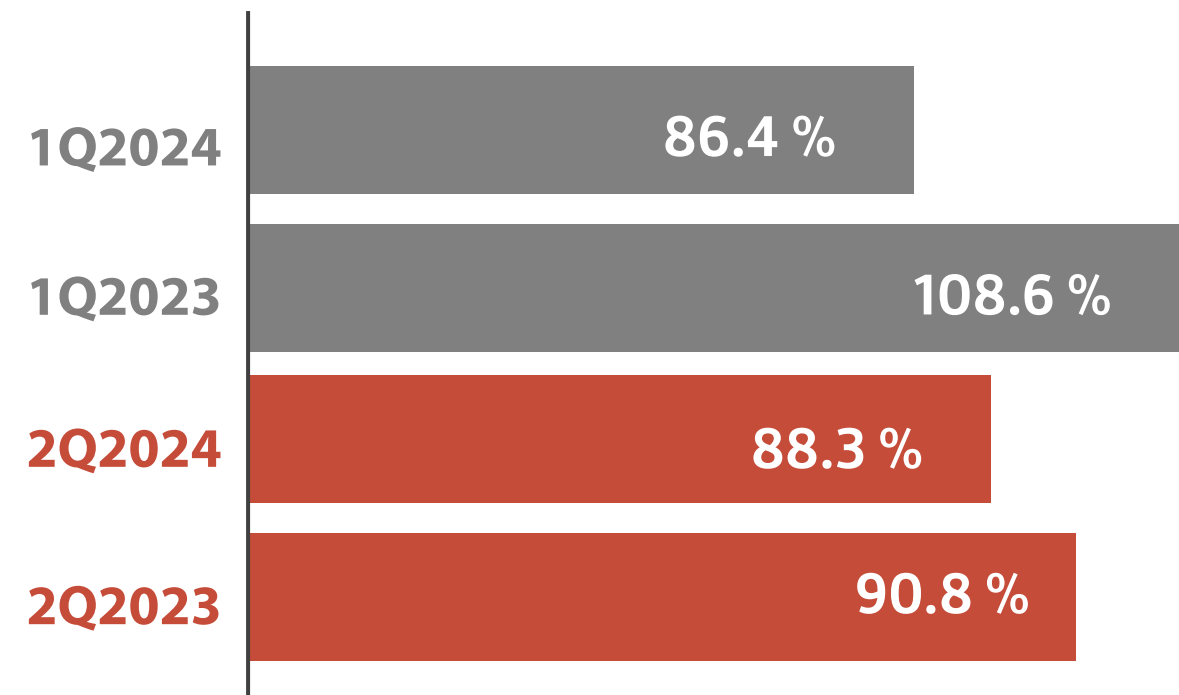
MECÁNICA
Horas semanal



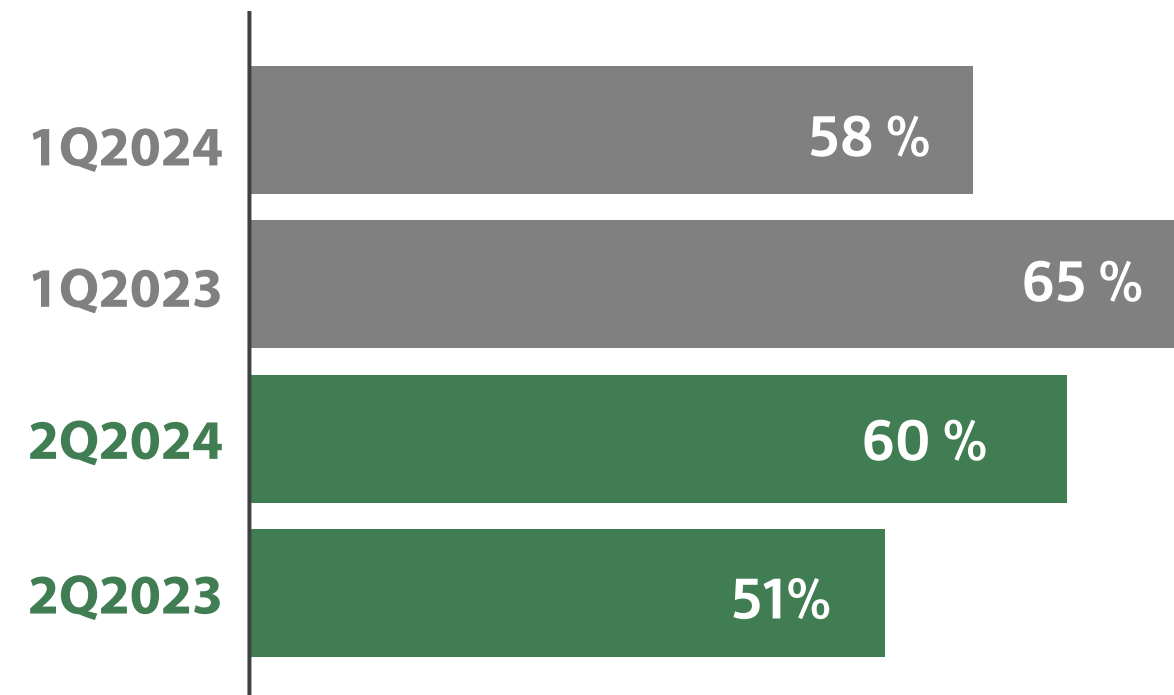
BODY SHOP
Ratio Vta mecánica



ABSORCIÓN




PROEFICIENCIA




Indicadores Clave



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Mauricio Espinosa