

# RANKING

RANK '22 '21	COMPANY	2022 RENTAL REVENUES MILLIONS (US\$)	WAREHOUSES	FLEET INVESTMENT	MAIN OFFICE	OPERATING COUNTRIES
1 2	Grupo Vamos*	380,1	200	303,0	Brasil	Brasil, Uruguay, Argentina, Chile
2 4	Mills Solaris	243,2	55	110,0	Brasil	Brasil
3 1	Aggreko*	241,0	36		Reino Unido	Argentina, Brasil, Chile, Colombia, México, Perú, Panamá, Venezuela, Belize, El Salvador, Nicaragua, Costa Rica, Honduras,
4 12	Armac*	203,3	70	258,0	Brasil	Brasil
5 3	Madisa CAT	146,0	75	184,6	México	México
6 8	Ouro Verde (equipamientos pesados)*	136,0	5	143,0	Brasil	Brasil
7 5	SK Rental Group	116,0	25	35,0	Chile	Chile, Perú, Colombia, Bolivia
8 6	APR Energy*	108,0	12		Estados Unidos	Argentina, Brasil, Costa Rica, Ecuador, Haití, Guatemala, Martinica, Panamá, Perú, Uruguay
9 7	Casa do Construtor*	105,0	446		Brasil	Brasil, Paraguay
9 10	Locar Guindastes e Transportes Intermodais Ltda	105,0	11	70,0	Brasil	Brasil
11 9	Finning International	97,0	40*		Canadá	Argentina, Bolivia, Chile
12 14	Sotreq	96,5	72	54,5	Brasil	Brasil
13 16	Tecno Fast	93,9	11		Chile	Chile, Perú, Colombia
14 11	SoEnergy*	86,0	6		Estados Unidos	Costa Rica, El Salvador, Colombia, Brasil, Argentina
15 13	Sullair Argentina*	85,0	12		Argentina	Argentina
16 15	Makro Engenharia*	70,0	10		Brasil	Brasil
17 17	Loxam*	60,0	20		Francia	Brasil, Colombia
18 18	Ferreyros	56,3	25	19,0	Perú	Perú
19 19	Teselta - Grupo Baeza	52,0	8	10,0	Panamá	Puerto Rico, Panamá, Costa Rica, República Dominicana
20 24	Pesa	45,4	13	36,0	Brasil	Brasil
21 20	Grupo Orguel*	45,0	13		Brasil	Brasil
22 22	GAM Alquiler*	38,0	14		España	Chile, Colombia, México, Panamá, Perú, República Dominicana
23 21	Escad*	35,0	5		Brasil	Brasil
24 23	A Geradora*	33,0	15		Brasil	Brasil
25 26	Trek Rental*	29,0	3		Chile	Chile
26 25	Komatsu Cummins Chile Arrienda*	28,0	10		Chile	Chile
27 28	Zocar Río Camiones*	26,5	4		Brasil	Brasil
28 27	Lafaete Locação de Equipamentos*	25,0	9		Brasil	Brasil, Uruguay
29 32	Locabens Equipamentos*	17,5	4	1,0	Brasil	Brasil (otros países bajo demanda)
30 30	Tecmaco Integral*	16,0	4		Argentina	Argentina, Uruguay
31 29	Corporación General de Tractores*	15,0	5		Guatemala	Guatemala
32 31	Rentandes	13,2	5	13,4	Colombia	Colombia
33 33	Komatsu Maquinarias México*	12,0	8		México	México
34 34	Transportes y grúas Auriga*	10,1	2		México	México, Centroamérica
35 35	Brasif Rental*	7,8	10		Brasil	Brasil
36 36	Bell Engenharia*	7,7	2		Brasil	Brasil
37 37	Grúas y Maniobras	7,2	4	2,0	Perú	Perú, Chile
38 39	Machinery & Energy Ltd*	7,0	3		Bahamas	Bahamas (Nassau, Freeport, Abaco)
39 38	Big Rental*	6,5	5		Brasil	Brasil
40 40	ProntoRental	5,0	1	3,1	Francia	Colombia
41 43	Rentsol	2,8	3	1,0	Colombia	Colombia
42 45	Megarent	2,7	1	0,7	Ecuador	Ecuador
43 NUEVA	Romac	2,4	3	0,8	Brasil	Brasil
44 NUEVA	Alfa Máquinas Locacao e Servicos	1,9	2	0,9	Brasil	Brasil
45 NUEVA	Euromateriales Equipos y Maquinaria	1,5	3		Costa Rica	Costa Rica

\* Cifras estimadas. Los valores de la tabla son para las actividades en Latinoamérica

RENTAL EQUIPMENT	WEBSITE
Generación energía, control temperatura	www.vamos.com.br
Equipos para construcción, herramientas, otros	www.mills.com.br
Equipamiento para construcción, herramientas, fiestas/eventos, minería	www.aggreko.com
Equipamiento para construcción	www.armac.com.br
Equipamiento para construcción	www.madisa.com
Generación energía	www.frotas.unidas.com.br
Equipos para construcción, herramientas	www.skrental.com
Equipos para construcción, herramientas, otros	www.aprenergy.com
Equipos de construcción	www.casadoconstrutor.com.br
Equipos para construcción, grúas, transporte	www.locar.com.br
Generación energía	www.finning.com
Equipamiento para construcción	
Equipamiento para la construcción, herramientas, energía	www.tecnofast.cl
Equipos de construcción, industrial, generación, etc	www.soenergy.com
Equipamiento para construcción	www.sullairargentina.com
Soluciones modulares	www.makroengenharia.com.br
Equipos para construcción	www.loxam.com
Equipos para construcción, herramientas, fiestas/eventos	www.ferreyros.com.pe
Equipos para construcción, equipos industriales	www.teselta.com
Herramientas en general, movimiento de tierra, energía, PTAs y montacargas	www.pesa.com.br
Movimiento de tierra	www.grupoorguel.com.br
Equipos de construcción	www.gamalquiler.com
Equipos para construcción, generación, iluminación, fiestas/eventos	www.escad.com.br
Alojamiento móvil	www.ageradora.com.br
Movimiento de tierra, energía, PTAs, grúas y montacargas	www.trekrental.cl
Camiones y maquinaria (sólo motores)	www.komatsuarriendo.cl
Herramientas y equipos en general, movimiento de tierra, alojamiento móvil y montacargas	https://www.zocarriolocacoes.com.br/
Equipos para construcción, camiones	www.lafaetelocacoes.com.br
Equipamiento para construcción	www.locabens.com.br
Equipos y herramientas generales, movimiento de tierra, generación, compresores, PTAs, carretillas elevadoras, iluminación, alojamiento portatil	www.tecmaco.com.ar
Equipos para construcción	www.gentrac.com.gt
Equipos para construcción	www.rentandes.com
Movimiento de tierra, grúas, manipuladores telescópicos	www.komatsu.mx
Herramientas y equipos en general, movimiento de tierra, energía, PTAs, Grúas, montacargas	www.auriga.mx
Equipos para construcción, herramientas, acceso	www.brasifrental.com.br
Movimiento de tierra, montacargas	www.bellengenharia.com.br
Herramientas en general, movimiento de tierra,	www.gruasymaniobras.com
Equipos para construcción, herramientas	www.me-ltd.com
Equipos para construcción, fiestas/eventos, energía	www.bigrental.com.br
Equipos de construcción, grúas e izaje	www.prontorental.com
Grúas	www.rentsol.com.co/
Equipamiento para construcción	www.megarent.com.ec
Equipamientos para construcción, fiestas/eventos	www.romac.com.br
Equipos para construcción	alfamaquinas.com/
Equipos para construcción	www.euromaterialescr.com



# Latam rental

Ranking reveals solid regional growth.

**E**ven after the growth seen in Latin America published last year, the rental market in this region has demonstrated impressive resilience and growth in 2022. The 45 companies listed in this ranking - created by KHL's CLA Construcción Latinoamericana - show combined revenues of around US\$2,921.5 million in 2022, which represents an increase of 27.8% compared to the US\$2,286.5 million generated in the previous year. This growth not only highlights the strength of the market, but also points to the potential for future opportunities in the sector.

## TOP 10 IN 2023

In the 2021 ranking (analyzing the 2020 result) we had already seen how Grupo Vamos took first place and then lost that position to Agreko the following year. In this 2023 edition (considering 2022 revenues) the Brazilian conglomerate took the undisputed lead and not only regained leadership, but did so with



a difference of more than 50% in relation to second place.

Grupo Vamos' rental revenue during 2022 would have reached US\$380.1 million, showing a significant increase of 79.8% since 2021, making it the leading equipment rental company in Brazil and Latin America.

Second place goes to a company that has been growing consistently in recent years. Organic growth and strategic acquisitions allowed Mills Solaris to occupy the second position in Latin American rental, a jump of two positions compared to last year's ranking, and no less than 10 positions above the 2021 ranking.

UK-based Aggreko, which topped this list for many years, has been losing momentum and although its revenue in the region increased 5.7% to US\$241.0 million, this was not enough to meet the Brazilian growth.

In fourth place we find another Brazilian company that has grown consistently. Armac recorded an impressive 132.1% increase in revenue, reaching US\$203.3 million in 2022, reflecting a jump of eight places compared to last year's ranking.

This expansion of the rental market in Brazil not only gained positions for Aggreko, but the Mexican Madisa CAT fell to the fifth position.

Although the Caterpillar dealership experienced healthy growth of 8.1%, its revenue of US\$ 146.0 million did not allow it to maintain the third place it held in the last two years.

It is no surprise that another Brazilian firm occupies sixth place, rising two positions compared to last

year. Ouro Verde (heavy equipment) generated revenues of approximately US\$136.0 million in 2022, registering an increase of 47.3% compared to the previous year.

And while Ouro Verde grew two positions, SK Rental Group fell the same number of positions to seventh place. The Chilean company had revenues of US\$116.0 million, showing growth of 10.5% versus 2021. APR Energy also fell two positions and came in eighth place, with revenues of US\$108 million.

Two other Brazilian companies round out the Top 10, Casa do Construtor and Locar Guindastes e Transportes Intermodales, both with revenues of US\$105.0 million and growth of 11.8% and 23.5%, respectively..

## FLEET INVESTMENTS REFLECT STRENGTH OF BRAZILIAN MARKET

Investments made in 2022 reached US\$1,246 million, a record for Latin America Rental 45. And reaffirming the strength of the Brazilian market, it is worth highlighting that almost 80% of this value is explained by the acquisition and renewal of fleets from companies from the South American giant.

In fact, four of the five main investors correspond to Brazil and are effectively its leaders. Grupo Vamos invested no less than US\$303 million during 2022, just under a quarter of total investments. Armac, Ouro Verde and Mills would have jointly invested another US\$511 million.

Within the Top 5 investors, we cannot fail to mention Madisa CAT, which, although it has fallen in position due to Brazilian strength, continues to be one of the strongest players in the market and last year made investments of no less than US\$184.6 million.

## PERFORMANCE BY COUNTRY

As we saw earlier, Brazil continues to dominate in terms of presence and performance, with companies

## NOTES AND THANKS

- CLA especially thanks George Bahnke, Juan Francisco Morales and Jonathan Klouba of Caterpillar for their help in compiling this list.
- We also thank all those companies and people who contributed information to this study. If you have any comments or would like to be included next year, contact CLA editor Cristián Peters at [cristian.peters@khl.com](mailto:cristian.peters@khl.com)
- The ranking is based on income from rental and sale of used equipment in Latin America in 2022. For companies that have fleets and warehouses outside of Latin America, an attempt was made to determine the direct influence of the region on their operations.
- Some figures have been estimated by CLA.
- When income has not been provided in US dollars, the value of the currency during 2022 was used to make the corresponding calculations.

like Grupo Vamos, Mills Solaris and Armac leading the way. In total, listed Brazilian companies generated approximately US\$1,592.8 million in revenue during 2022, thus representing 54.4% of the ranking, 9.1 percentage points above last year's listing.

Chile, represented by SK Rental Grupo and others, generated around US\$280.1 million, accounting for 9.5% of Latam rental's revenue and placing in second place. This is new as the UK, thanks to Aggreko, had generally remained unchanged in this position, however, on this occasion it was in third place with 8.2% of total income.

In conclusion, the rental market has proven to be resilient and with potential for significant growth, particularly in Brazil. Investments in fleets suggest that these companies are optimistic about the future. ■

## PARTICIPATE NEXT YEAR

*Construcción Latinoamericana and International Rental News* will launch a campaign to carry out this ranking again next year. We hope that companies take advantage of this tool to make the rental market a growing industry in Latin America.