

AUTOMOTIVE SECTOR

in figures

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Automotive Sector in Figures

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Published on February 15th 2018

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Sector composition



Assembly companies



Auto parts companies



Importers and sellers



Bodywork construction companies



Companies dedicated to other **automobile commerce activities** (maintenance, repair, spare-part sales, etc)

4

companies

92

Companies

1.271 companies
new and used car dealers

137 establishments
motorcycle stores

81

companies

3.126

automotive commerce stores

Source: Superintendencia de Compañías, 2016.



Employment



1.534



4.710



13.971



592



35.994

Source: Encuesta Nacional de Empleo, Desempleo y Subempleo

Total employment generated: 56.801

2011 1.184 millions

2012 1.152 millions

2013 1.180 millions

2014 1.317 millions

2015 1.111 millions

2016 895 millions

2017 1.221 millions

369
millions

206
millions

195
millions

191
millions

111
millions

69
millions

68
millions

7
millions

5
millions



Advalorem



Value-added tax



Special Consumption Tax (SCT) Ad Valorem



Motor vehicle excise



Ecotax



Foreign Transaction (FX) Fee



Income tax



FODINFA (Child care and development fund)



Safeguard tax



Ecuador's summary



Macroeconomic figures

Total trade balance (jan - dec 2017):	\$89 million USD FOB
Average oil price WTI (jan - dec 2017):	\$50,91
Annual inflation (dec 2017):	-0,20%
Annual GDP variation (jan - sep 2017 / 2016):	2,9%

Source: Banco Central del Ecuador, 2017



Credit (january - december 2017)



Regular consumption:
\$296 million USD



Priority consumption:
\$2.332 million USD

Source: Superintendencia de Bancos, 2017



Light vehicle* and commercial vehicle** market



Imports:
(January - December 2017)
70.203
units



Production:
(January - December 2017)
38.344
units



Exports:
(January - December 2017)
640
units



Sales:
(January 2018)
10.578
units

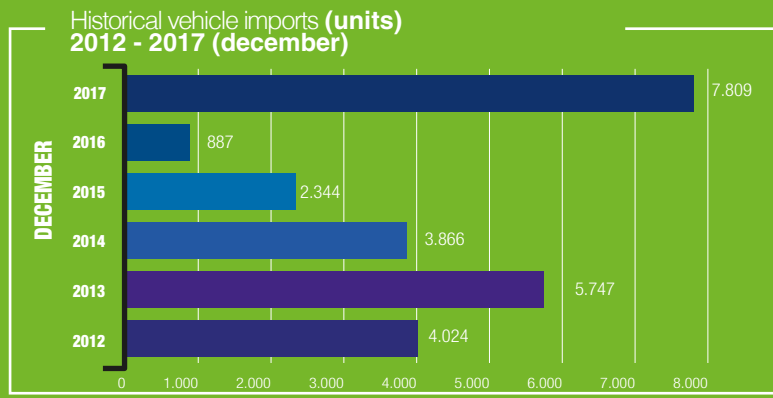
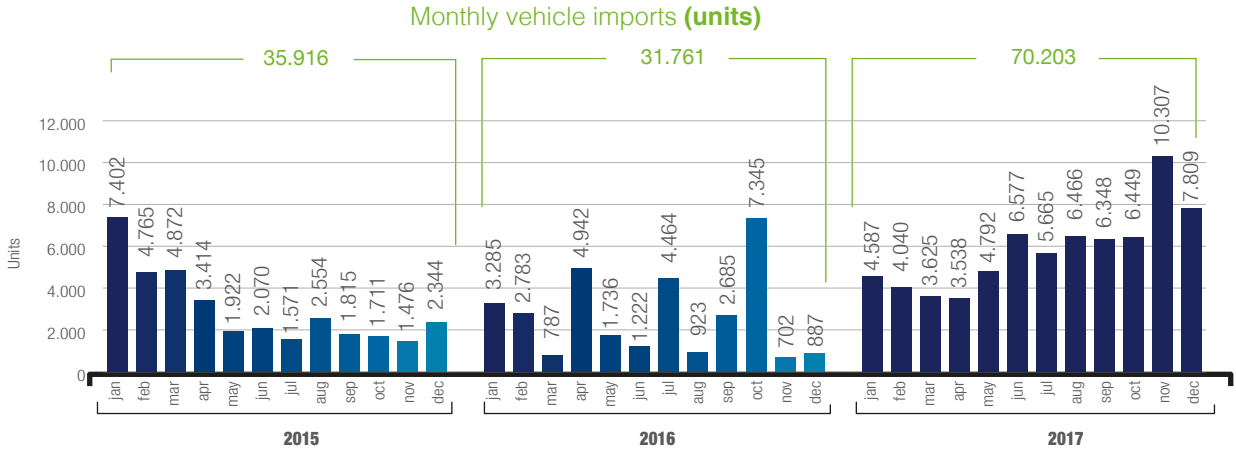
*Light vehicles: automobiles, pickups, SUV

**Commercial vehicles: VAN, trucks, buses

Source: Servicio Nacional de Aduana (SENAE); Cámara de la Industria Automotriz Ecuatoriana (CINAE), Asociación de Empresas Automotrices del Ecuador (AEADE), 2017.



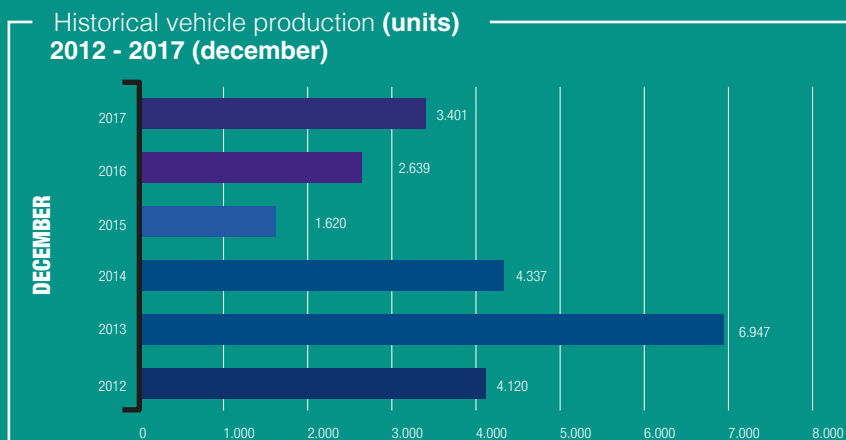
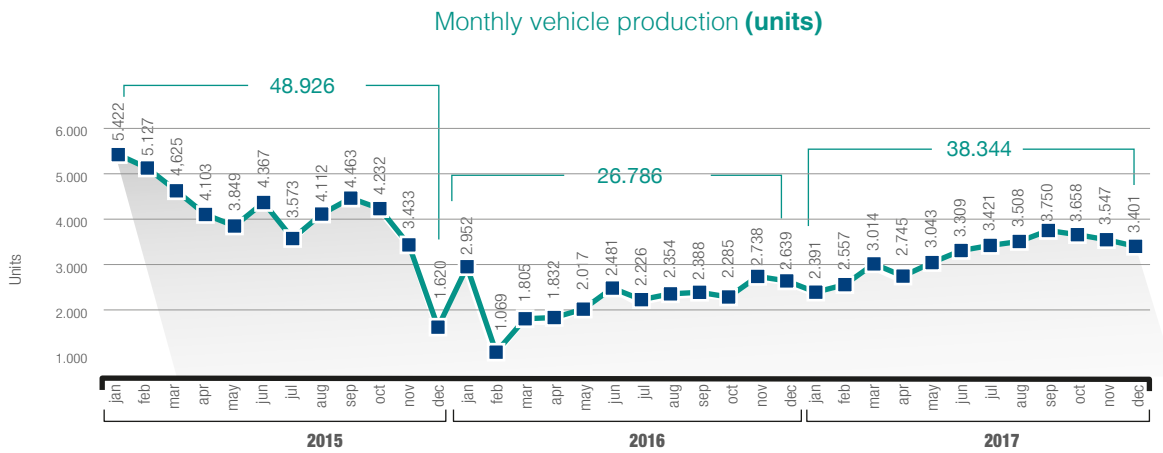
Vehicle imports



Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2017.



Vehicle production*



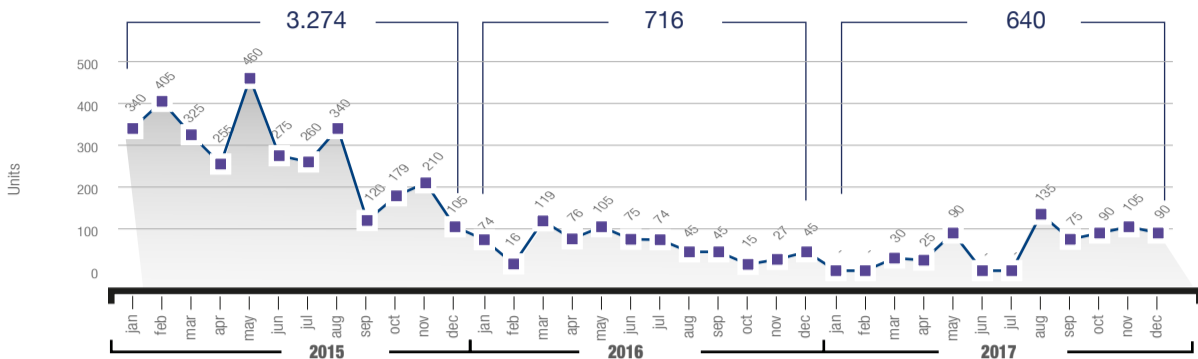
*Does not include the production of CIAUTO assembly company.

Source: Cámara de la Industria Automotriz Ecuatoriana (CINAE), 2017.

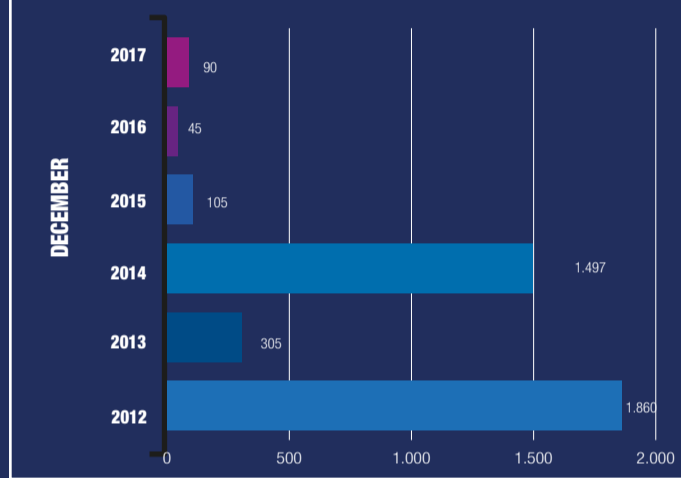


Vehicle exports

Monthly vehicle exports (units)



Historical vehicle exports (units) 2012 - 2017 (december)

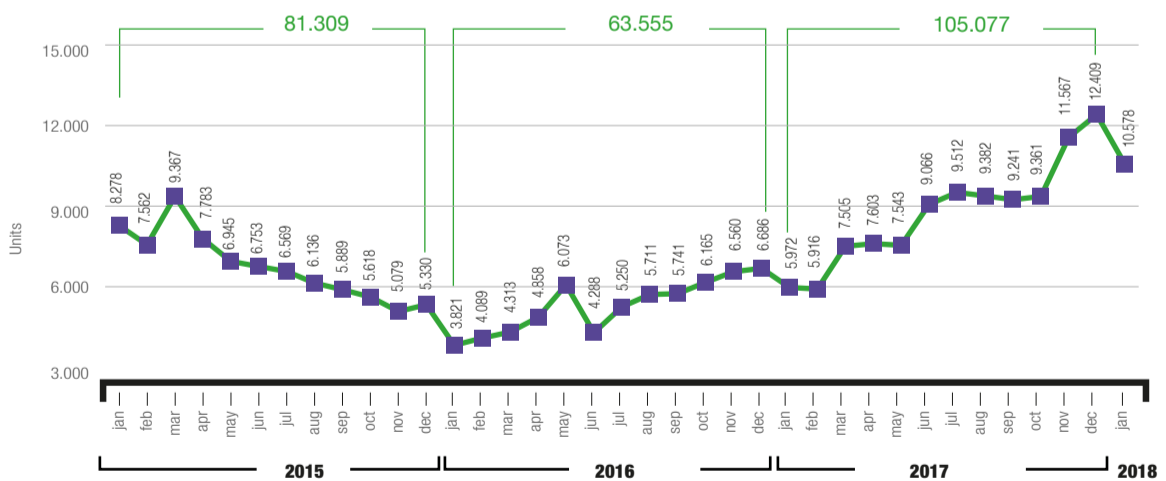


Source: Cámara de la Industria Automotriz Ecuatoriana (CINAE), 2017.

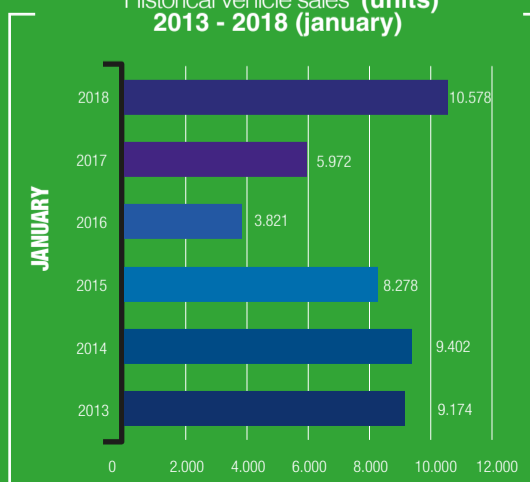


Vehicle sales

Monthly vehicle sales (units)



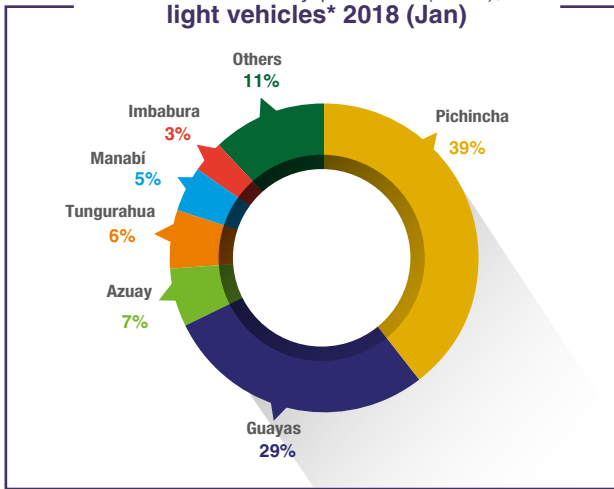
Historical vehicle sales (units) 2013 - 2018 (january)



Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2017. AutoPlus, 2017.

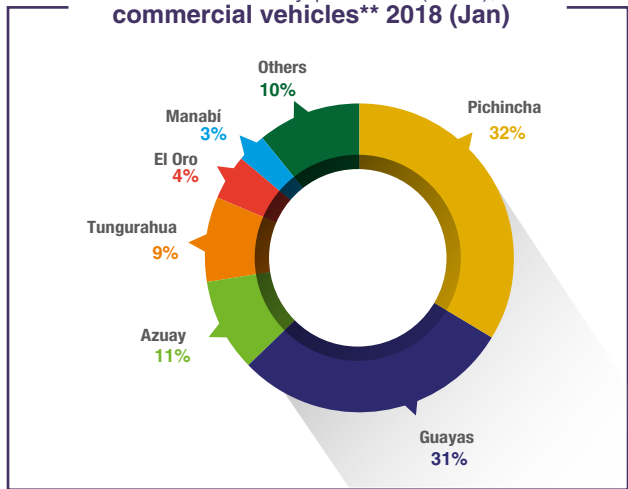
Vehicle sales

Market share by province (units),
light vehicles* 2018 (Jan)



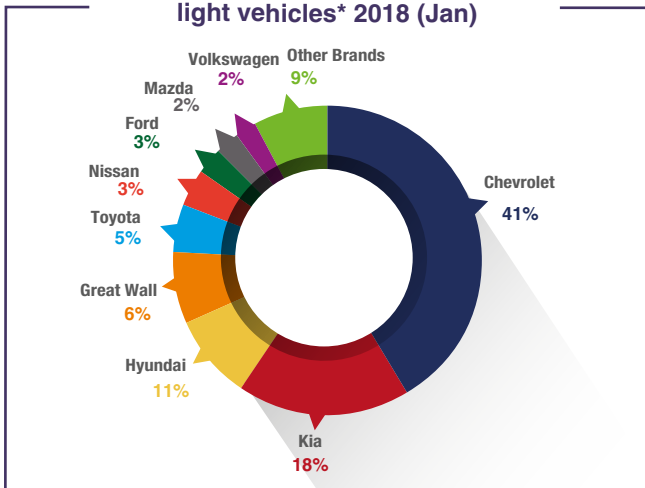
*Light vehicles: automobiles, pickups, SUV

Market share by province (units),
commercial vehicles** 2018 (Jan)



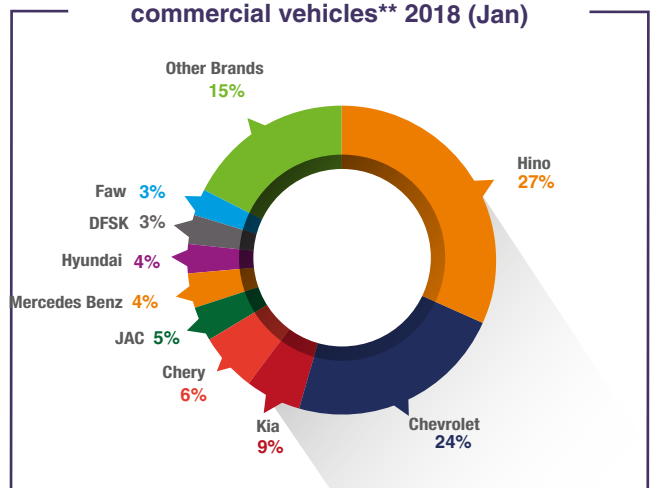
**Commercial vehicles: VAN, trucks, buses

Market share by brand (units),
light vehicles* 2018 (Jan)



*Light vehicles: automobiles, pickups, SUV

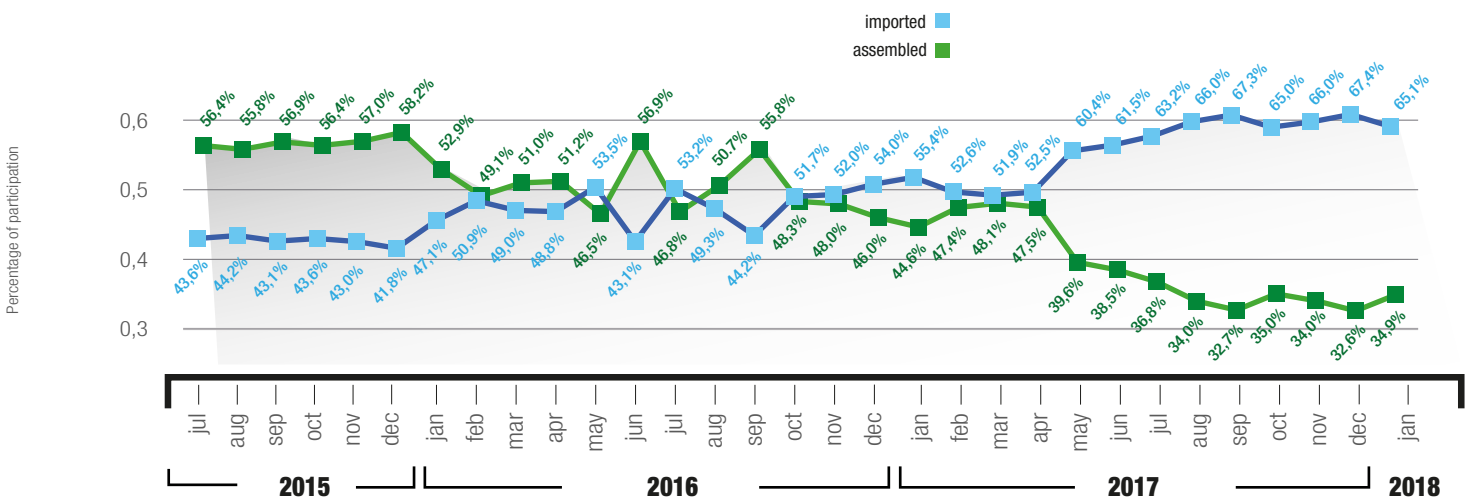
Market share by brand (units),
commercial vehicles** 2018 (Jan)



**Commercial vehicles: VAN, trucks, buses

Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2017
Autoplus, 2017

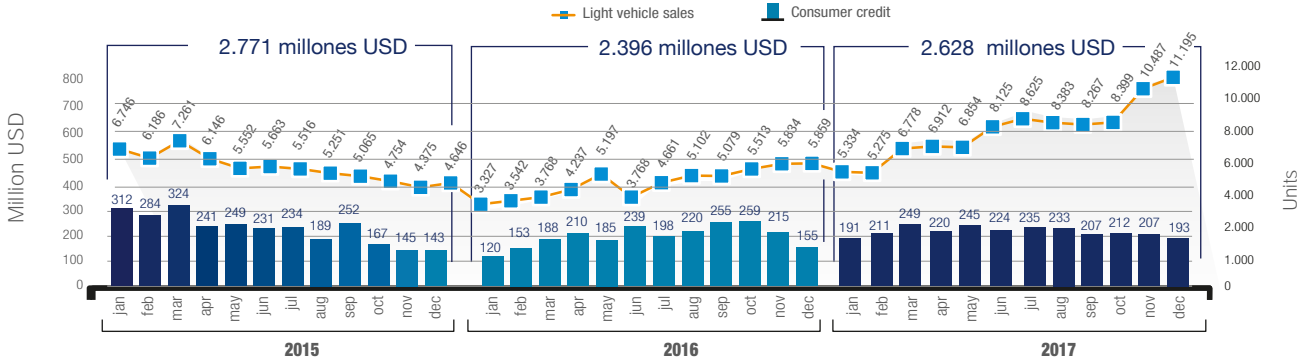
Market share. Imported vs assembled (units)



Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2017
Autoplus, 2017

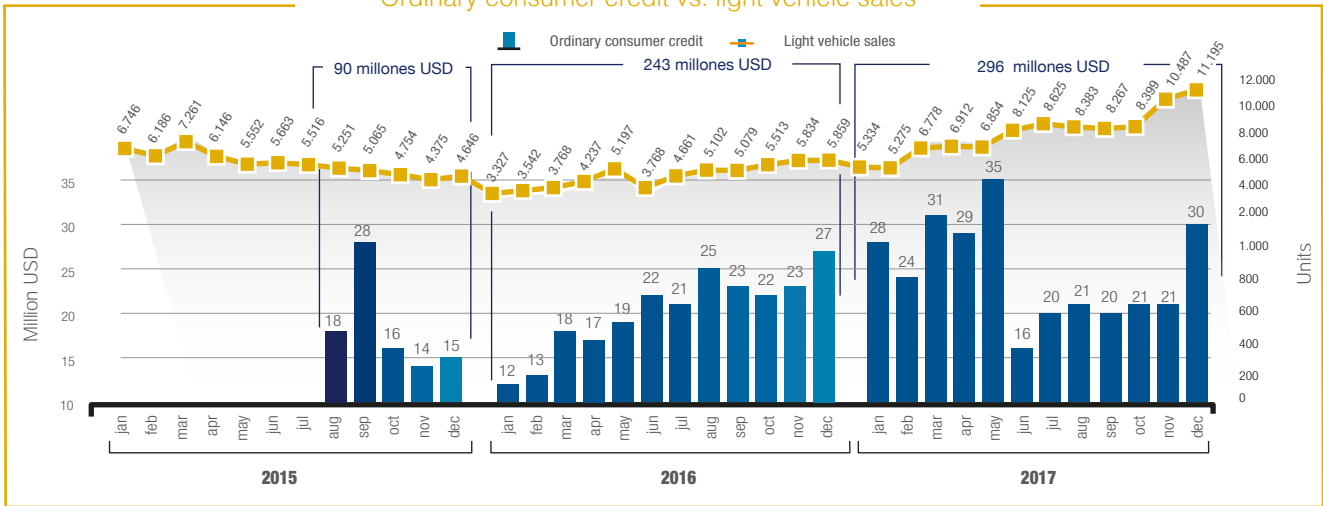
Credit

Consumer credit vs. light vehicle sales*



*Light vehicles: automobiles, pickups, SUV

Ordinary consumer credit vs. light vehicle sales*

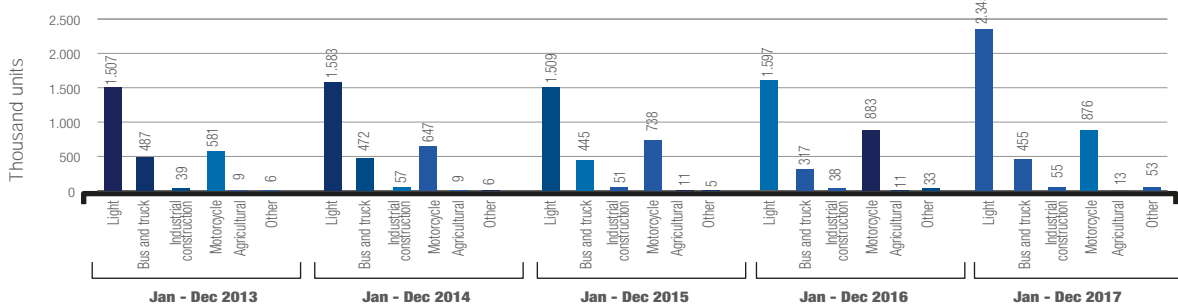


*Light vehicles: automobiles, pickups, SUV

Source: Superintendencia de Bancos, 2017.

Tires

Total tires imports by segment (thousand units)

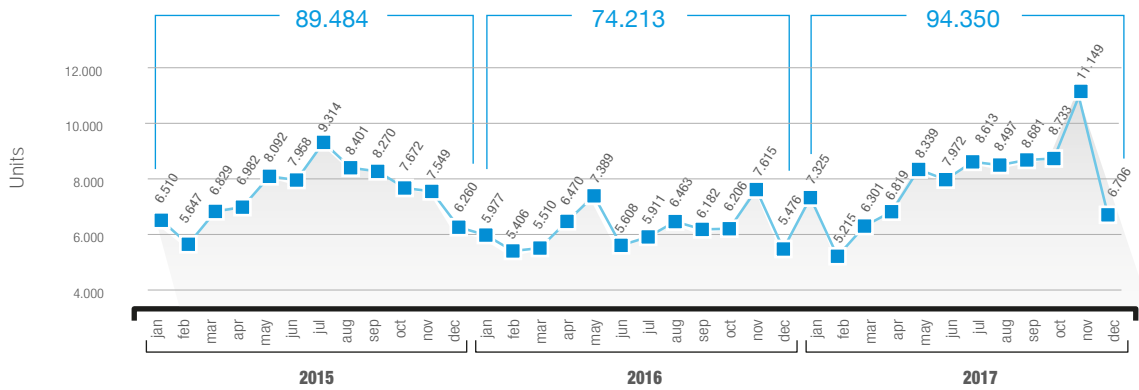


Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2017.

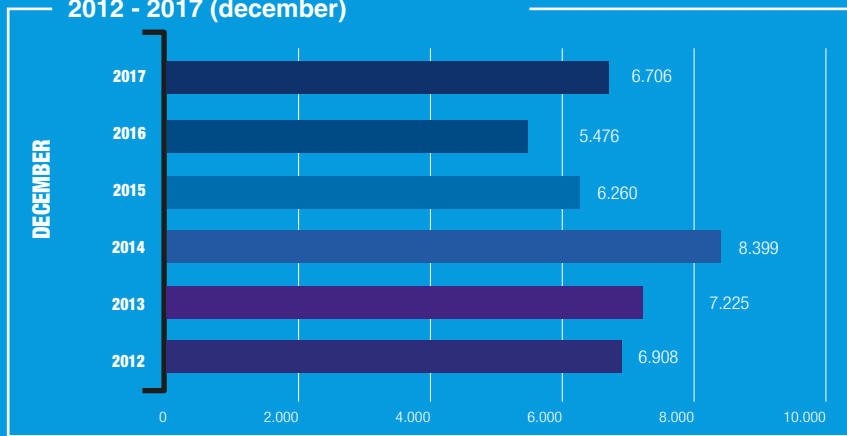


Motorcycle sales

Monthly motorcycle sales (units)



Historical motorcycle sales (units) 2012 - 2017 (december)

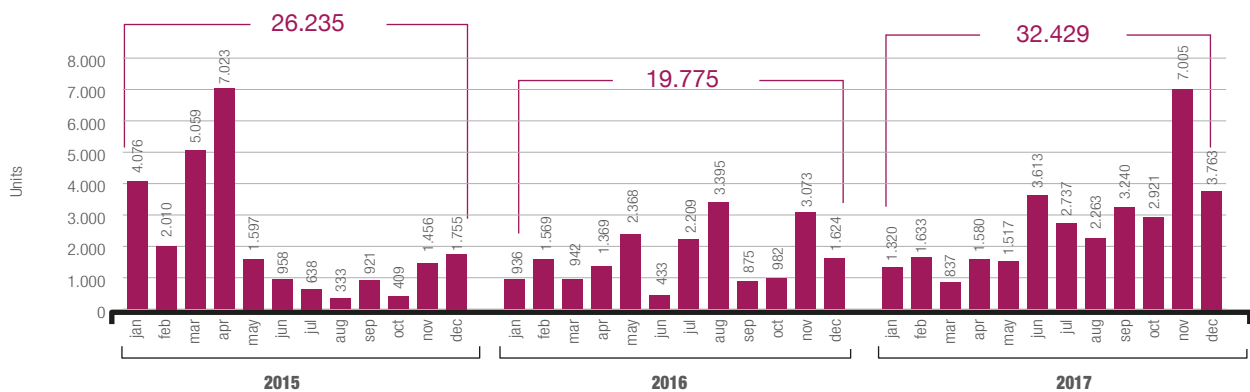


Source: Base de matriculación del Servicio de Rentas Internas (SRI), 2017.

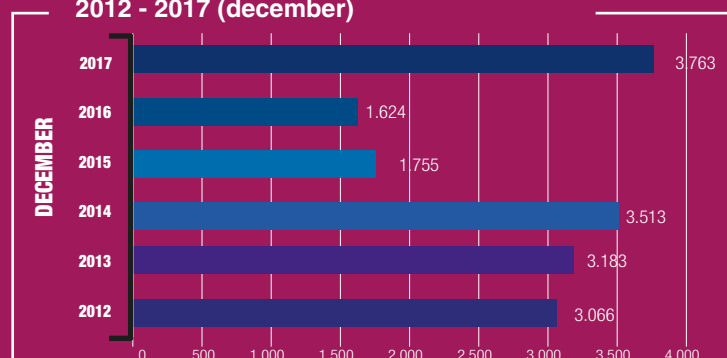


Motorcycle imports

Monthly motorcycle imports (units)



Historical motorcycle imports (units) 2012 - 2017 (december)



Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2017.



Macroeconomic figures

GDP	jan - sep 2016	jan - sep 2017
Real GDP (USD millions of 2007)	51.569	53.062
Nominal GDP (USD millions)	73.654	76.746
Variation of real GDP	-2,4%	2,9%
	dec 2016	dec 2017
Inflation		
Annual	1,12%	-0,20%
Monthly	0,16%	0,18%
Accumulated	1,12%	-0,20%
Foreign trade		
Exports (FOB USD millions)	jan - dec 2016	jan - dec 2017
Total	16.798	19.122
Oil	5.459	6.914
Non-oil	11.338	12.209
Imports (FOB USD millions)	jan - dec 2016	jan - dec 2017
Total	15.551	19.033
Oil	2.490	3.200
Non-oil	13.061	15.834
Balance trade (FOB USD millions)	jan - dec 2016	jan - dec 2017
Total	1.247	89
Oil	2.969	3.714
Non-oil	-1.722	-3.625
Oil	jan - dec 2016	jan - dec 2017
WTI (average price)	\$ 43,21	\$ 50,91
Foreign Currency Exchange	dec 2016	dec 2017
USD/EURO	0,95	0,84
USD/COP	2.997	2.985
USD/PEN	3,35	3,24
USD/BRL	3,25	3,30
Labor Market	dec 2016	dec 2017
Working-age population	11.696.131	11.937.928
Economically Active Population	7.874.021	8.086.048
Employed population	7.463.579	7.712.177
Appropriate Employment	3.243.293	3.417.483
Underemployment	1.564.825	1.602.909
Unpaid Employment	660.893	727.778
Other non-full Employment	1.978.071	1.951.060
Unclassified Employment	16.497	12.947
Unemployment	410.441	373.871
Economically Inactive Population	3.822.110	3.851.880

Source: Banco Central del Ecuador, Instituto Nacional de Estadística y Censos, 2017.
Elaboration: Asociación de Empresas Automotrices del Ecuador (AEADE).

Number of vehicles

Light **1'965.538**

968.900 **419.350** **577.288**



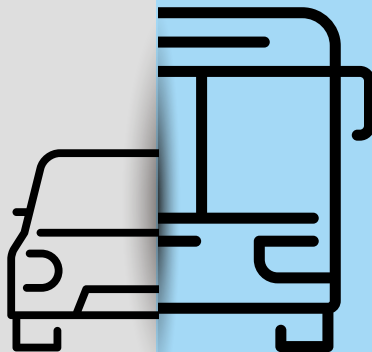
Automobile



SUV



Pickups



Commercial **301.806**

223.068* **33.093** **45.645**



Truck



Bus



Van

*The information corresponds to all kind of trucks including those with load capacity below 3.5 tons which are not considered heavy load trucks.

Vehicle fleet age

Average age: 16,2 years

1 - 5

5 - 10

10 - 15

15 - 20

20 - 25

25 - 30

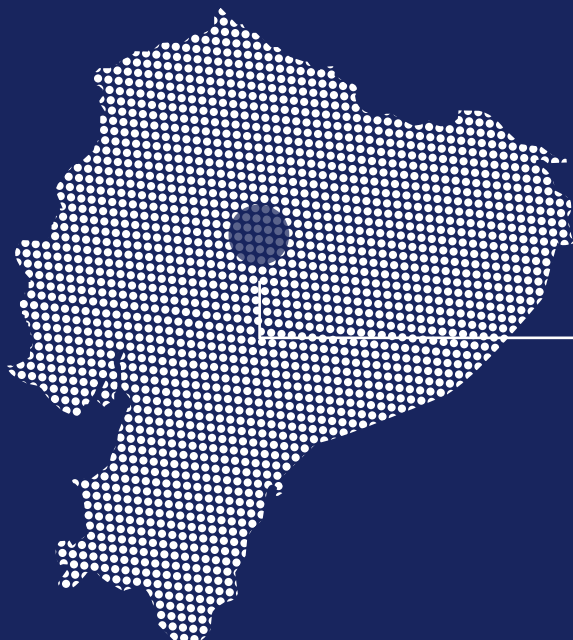
30 - 35

35 +

81.309	654.861	486.136	236.530	196.612	207.400	71.764	93.797	238.935
3,59%	28,88%	21,44%	10,43%	8,67%	9,15%	3,17%	4,14%	10,54%

TOTAL: 2'267.344

Geographic location



PICHINCHA	750.716
GUAYAS	576.928
AZUAY	161.164
TUNGURAHUA	128.758
MANABÍ	106.262
IMBABURA	67.732
CHIMBORAZO	61.573
EL ORO	61.299
LOS RÍOS	56.729
COTOPAXI	55.586
LOJA	54.367
SANTO DOMINGO	42.504
CAÑAR	36.844
ESMERALDAS	24.509
CARCHI	22.958
BOLÍVAR	14.886
SUCUMBIOS	9.032
ORELLANA	8.329
PASTAZA	7.839
MORONA SANTIAGO	5.343
NAPO	4.802
SANTA ELENA	4.615
ZAMORA CHINCHIPE	3.907
GALÁPAGOS	662



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