

AUTOMOTIVE SECTOR

in figures

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Automotive Sector in Figures

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Quito - Ecuador

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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

Total employment generated: 56.801

Source: Encuesta Nacional de Empleo, Desempleo y Subempleo (ENEMDU), 2016; Instituto Ecuatoriano de Seguridad Social (IESS), 2016

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 - mar 2018):	\$227 million USD FOB
Average oil price WTI (jan - mar 2018):	\$62,87
Annual inflation (mar 2018):	-0,21%
Annual GDP variation (2017 / 2016):	3,0%

Source: Banco Central del Ecuador (BCE), 2018



Credit (january - february 2018)



Regular consumption:
\$47 million USD



Priority consumption:
\$375 million USD

Source: Superintendencia de Bancos, 2018



Light vehicle* and commercial vehicle** market



Imports:
(January - March 2018)
23.900
units



Production:
(January - March 2018)
8.792
units



Exports:
(January - March 2018)
264
units



Sales:
(January - April 2018)
43.663
units

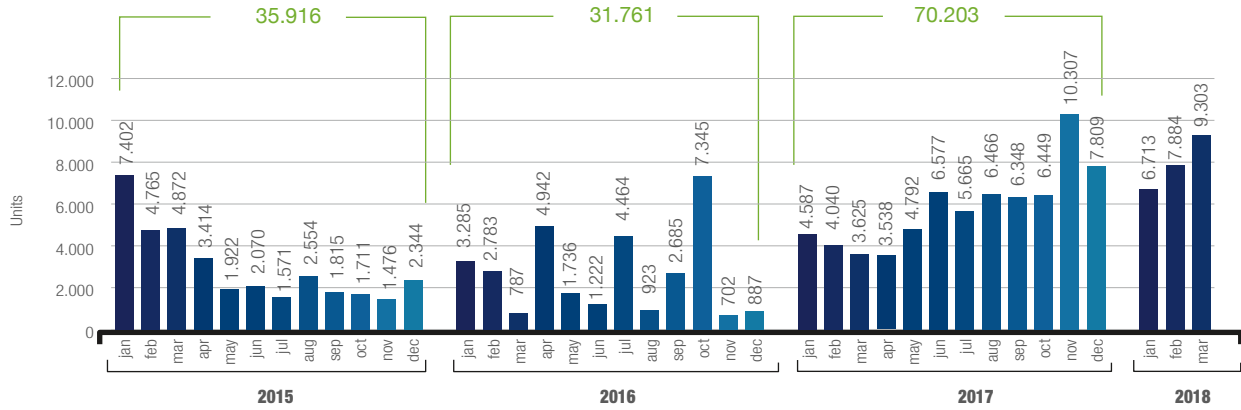
*Light vehicles: automobiles, pickups, SUV
**Commercial vehicles: VAN, trucks, buses

Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2018; Cámara de la Industria Automotriz del Ecuador (CINAE), 2018; Asociación de Empresas Automotrices del Ecuador (AEADE), 2018

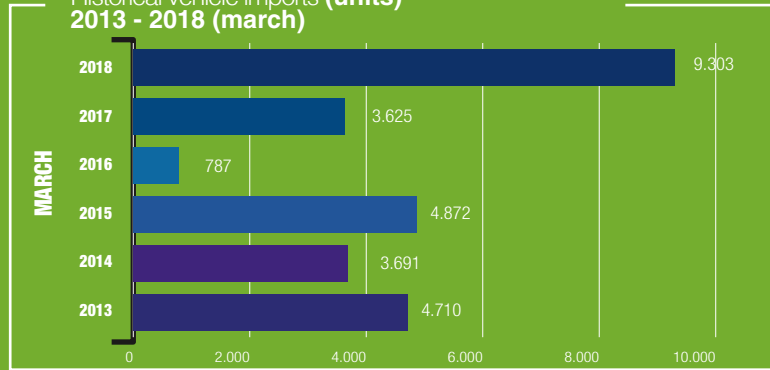


Vehicle imports

Monthly vehicle imports (units)



Historical vehicle imports (units) 2013 - 2018 (march)

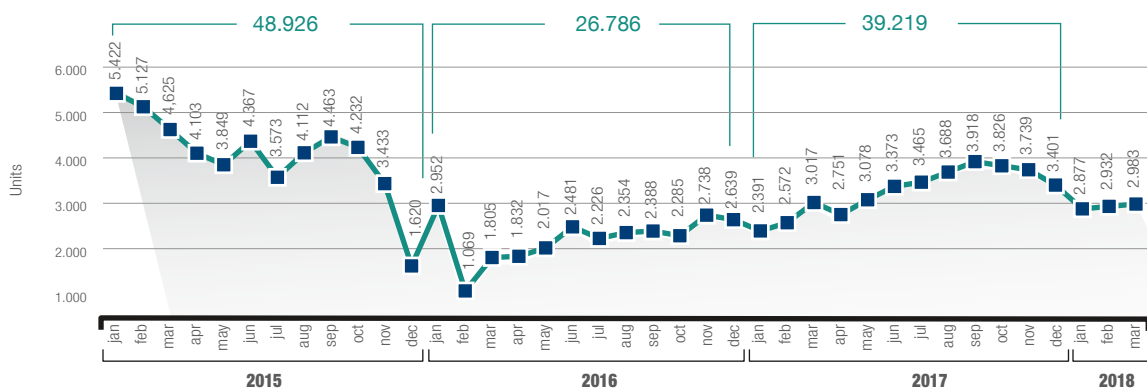


Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2018

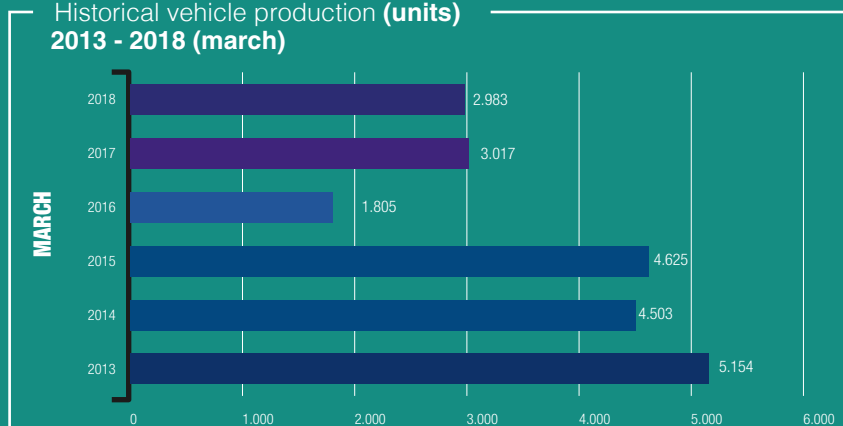


Vehicle production*

Monthly vehicle production (units)



Historical vehicle production (units) 2013 - 2018 (march)



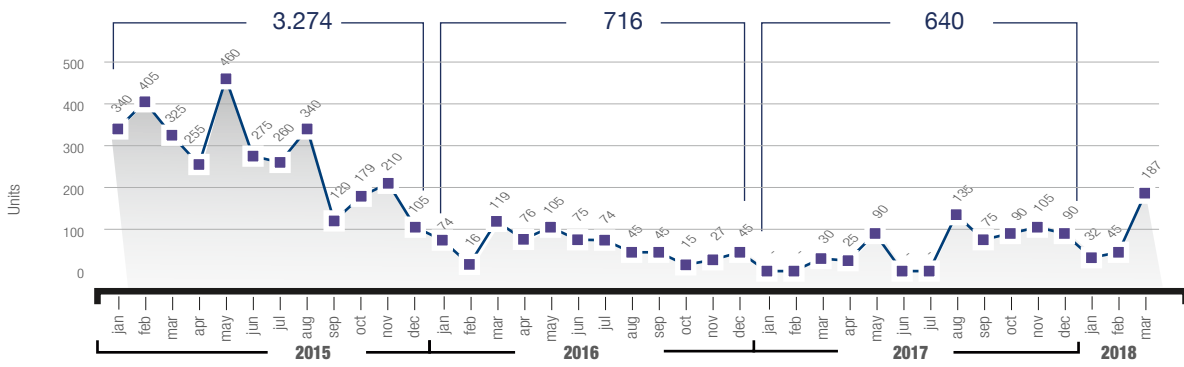
*Does not include the production of CIAUTO assembly company.

Source: Cámara de la Industria Automotriz Ecuatoriana (CINAE), 2018

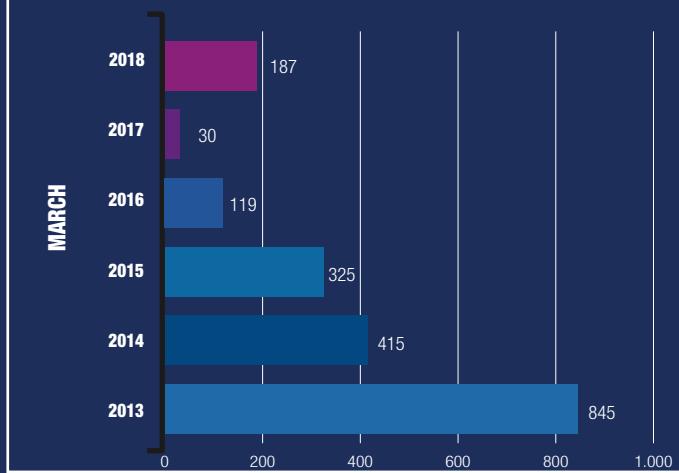


Vehicle exports

Monthly vehicle exports (units)



Historical vehicle exports (units) 2013 - 2018 (march)

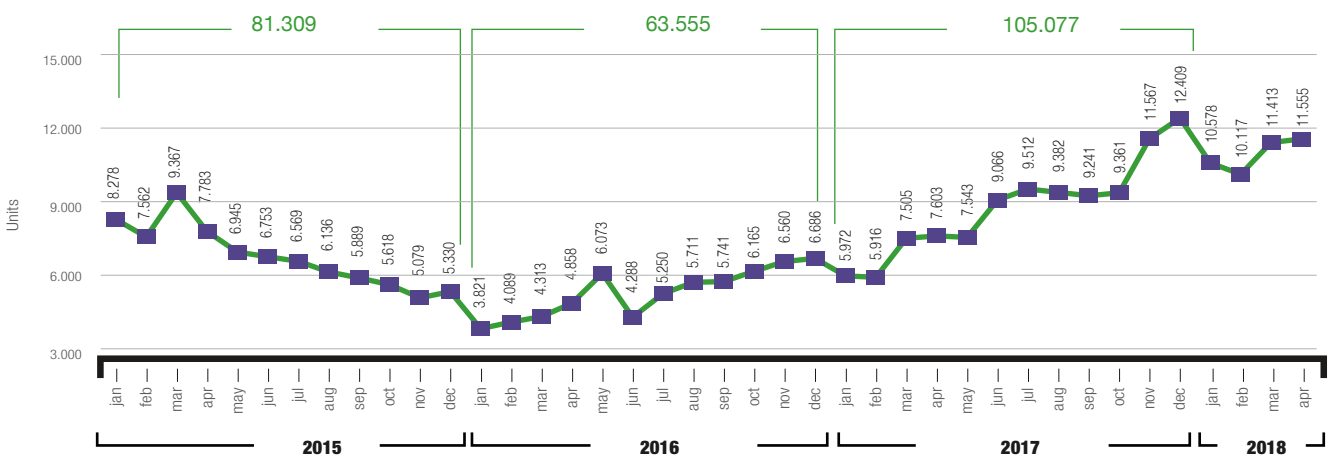


Source: Cámara de la Industria Automotriz del Ecuador (CINAE), 2018

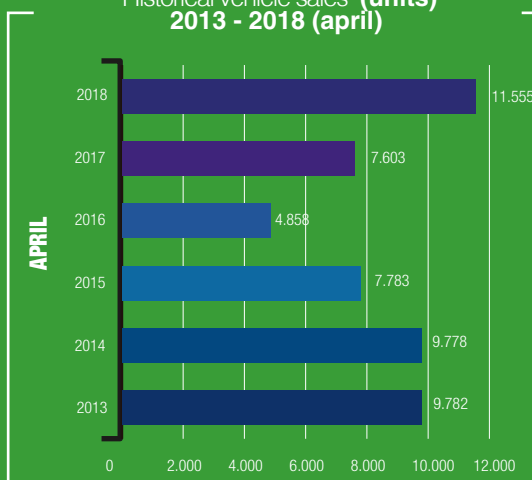


Vehicle sales

Monthly vehicle sales (units)



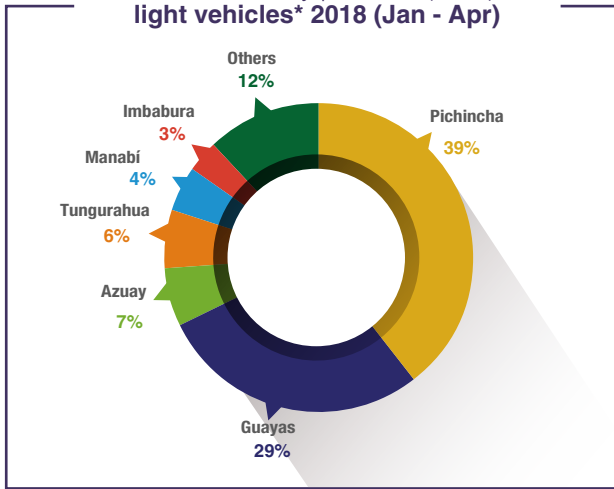
Historical vehicle sales (units) 2013 - 2018 (april)



Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

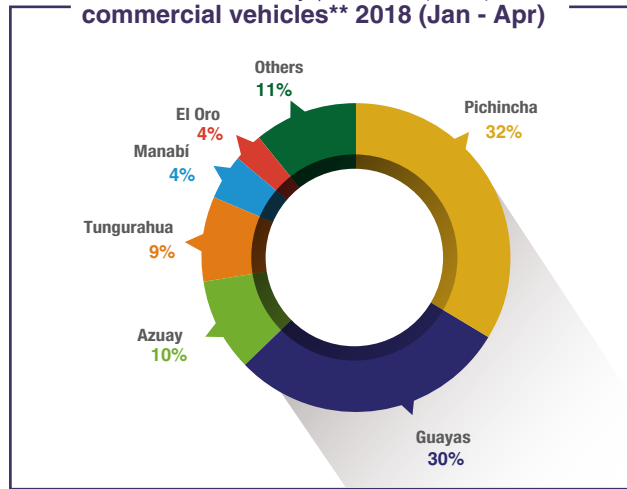
Vehicle sales

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



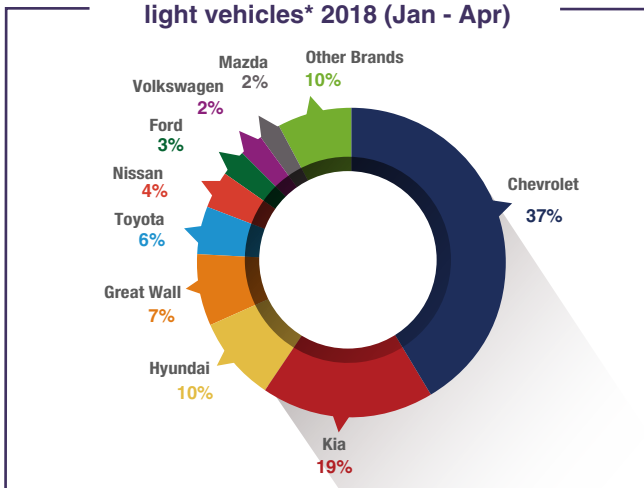
*Light vehicles: automobiles, pickups, SUV

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



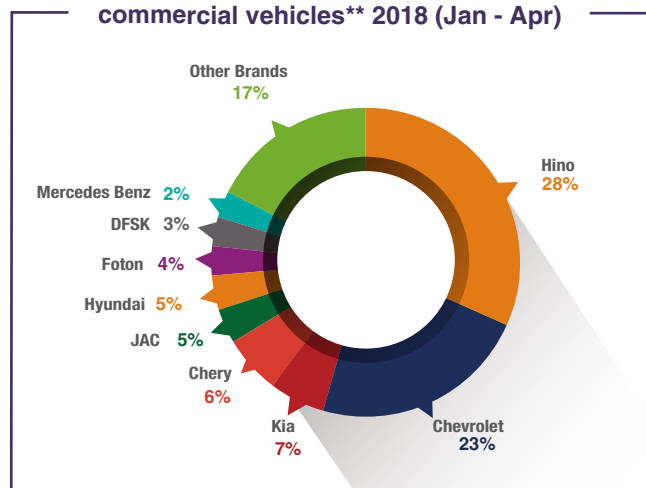
**Commercial vehicles: VAN, trucks, buses

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



*Light vehicles: automobiles, pickups, SUV

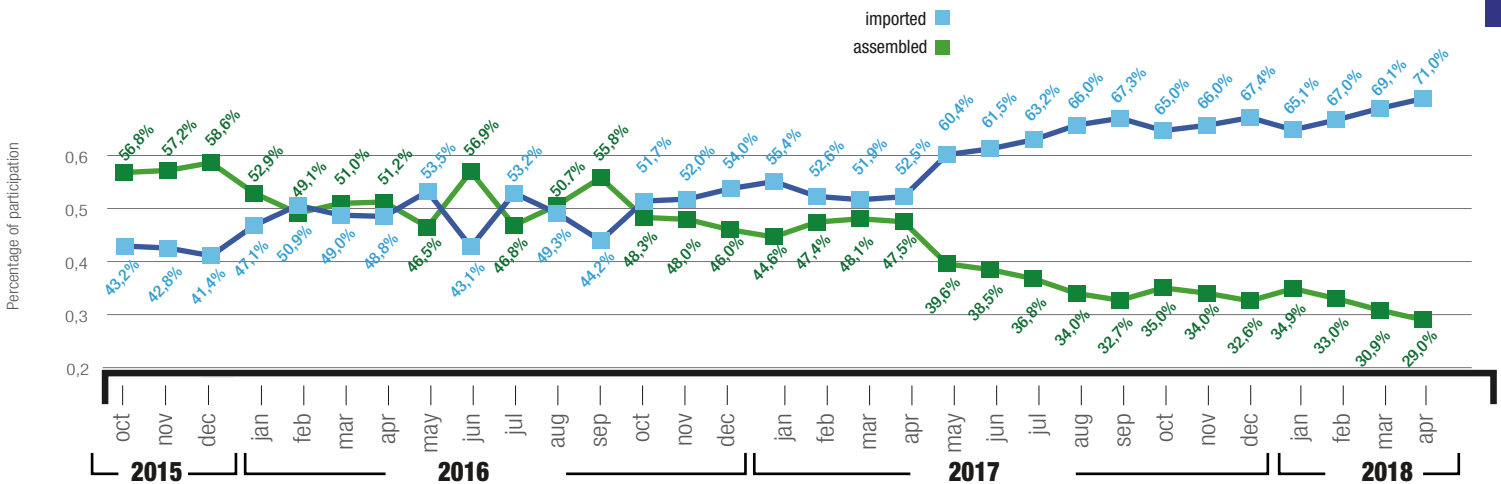
Market share by brand (units),
commercial vehicles** 2018 (Jan - Apr)



**Commercial vehicles: VAN, trucks, buses

Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

Market share. Imported vs assembled (units)



Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

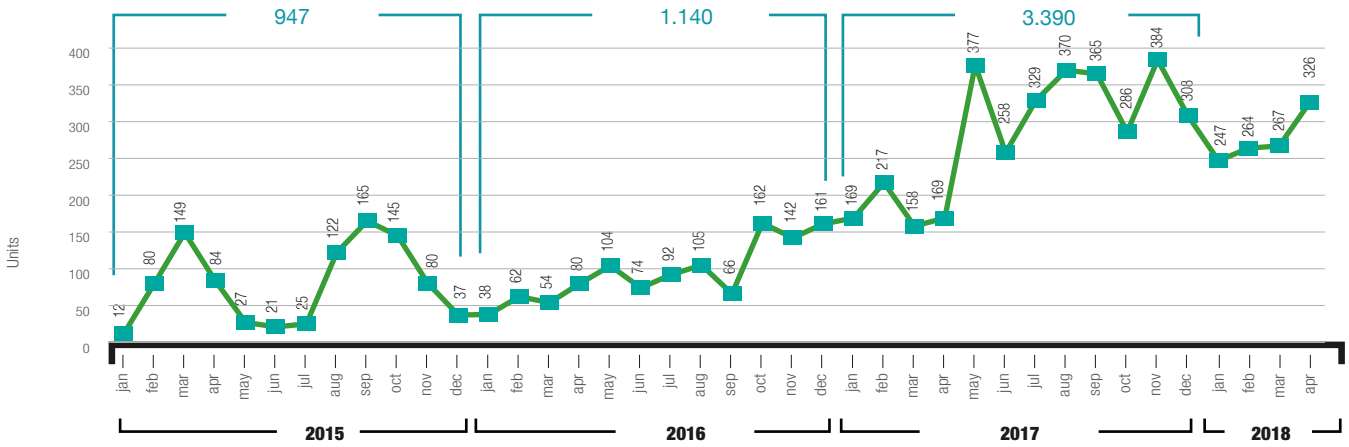


New Technologies

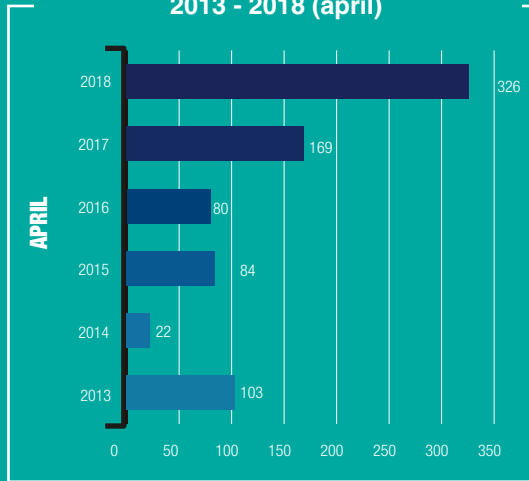


Hybrid Vehicles

Monthly hybrid vehicle sales (units)



Historical hybrid vehicle sales (units) 2013 - 2018 (april)

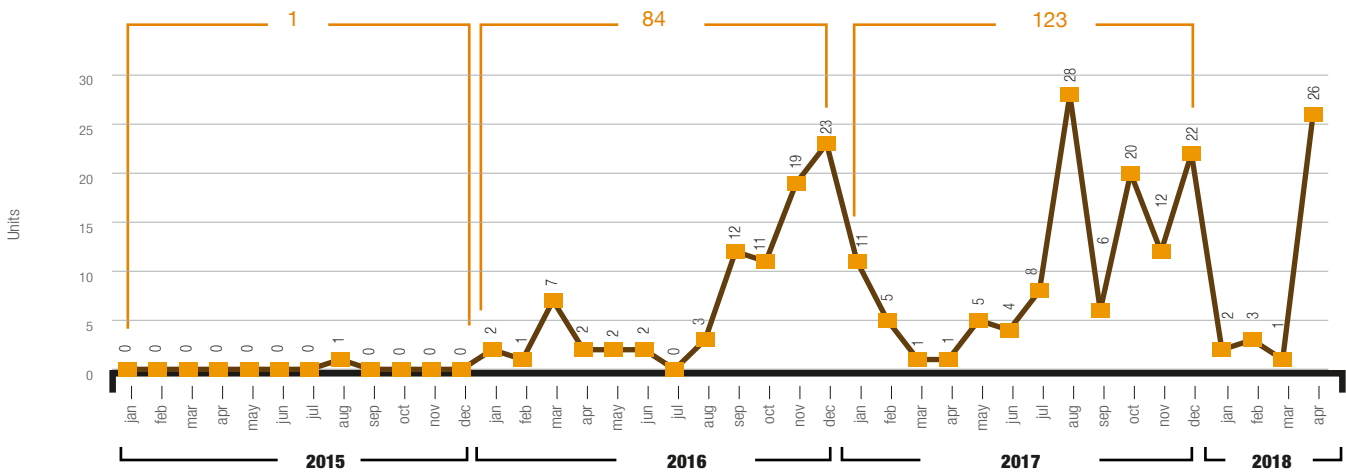


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

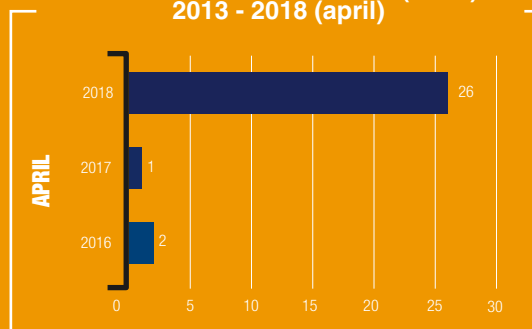


Electric Vehicles

Monthly electric vehicle sales (units)



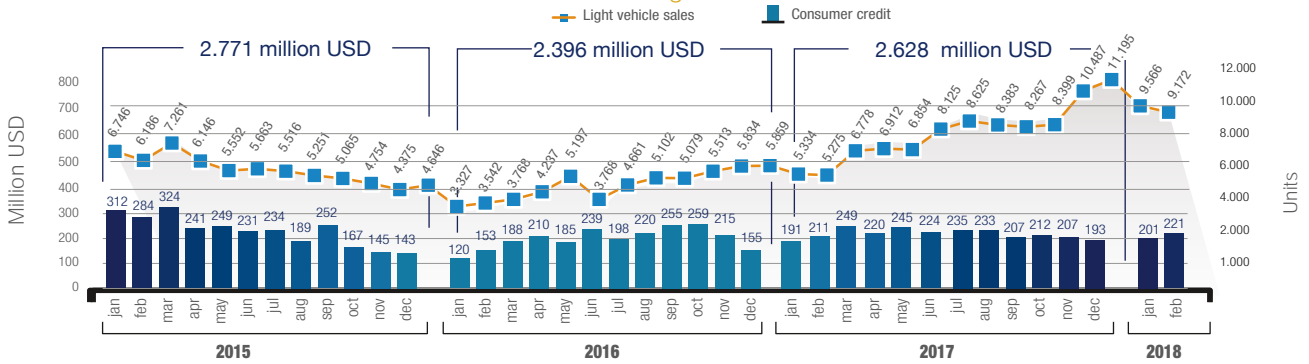
Historical electric vehicle sales (units) 2013 - 2018 (april)



Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

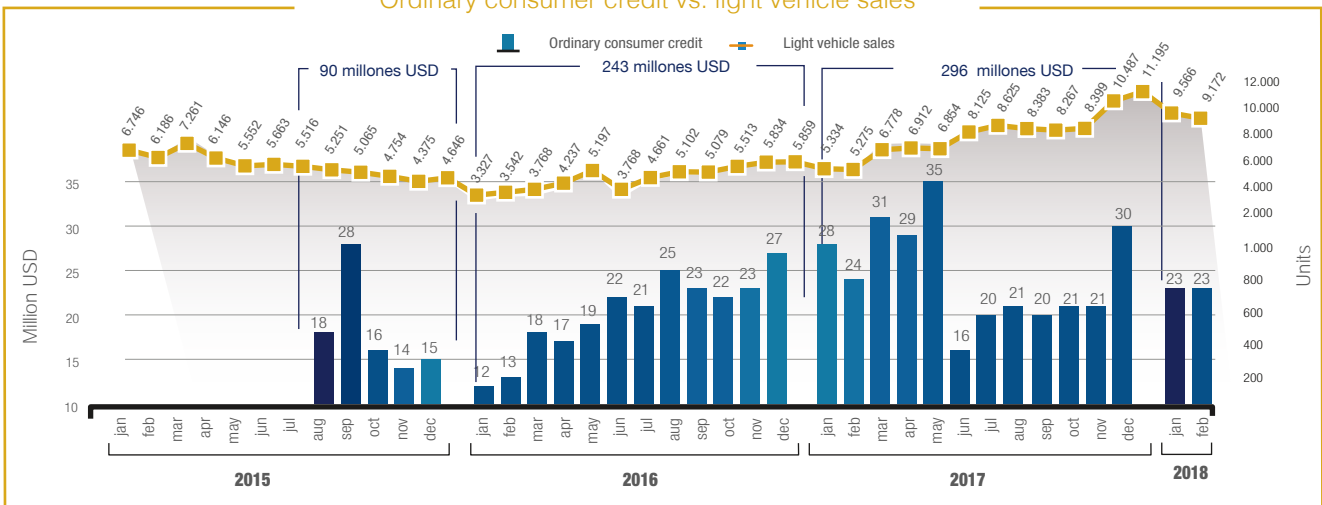
Credit

Consumer credit vs. light vehicle sales*



*Light vehicles: automobiles, pickups, SUV

Ordinary consumer credit vs. light vehicle sales*

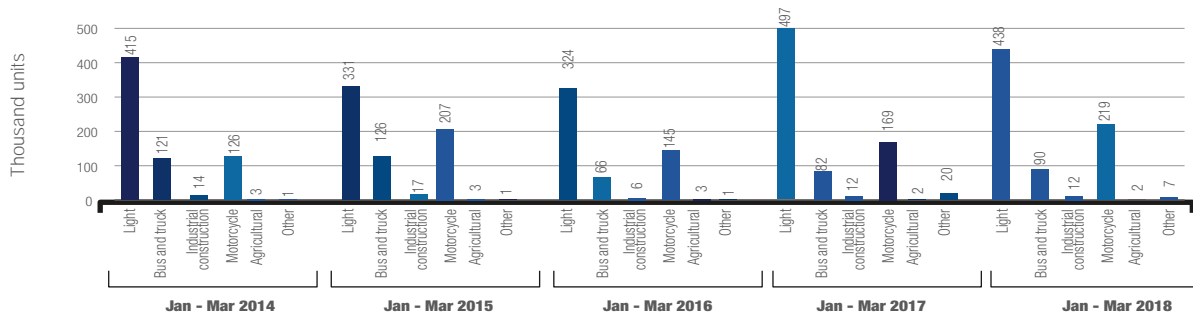


Source: Superintendencia de Bancos, 2018

*Light vehicles: automobiles, pickups, SUV

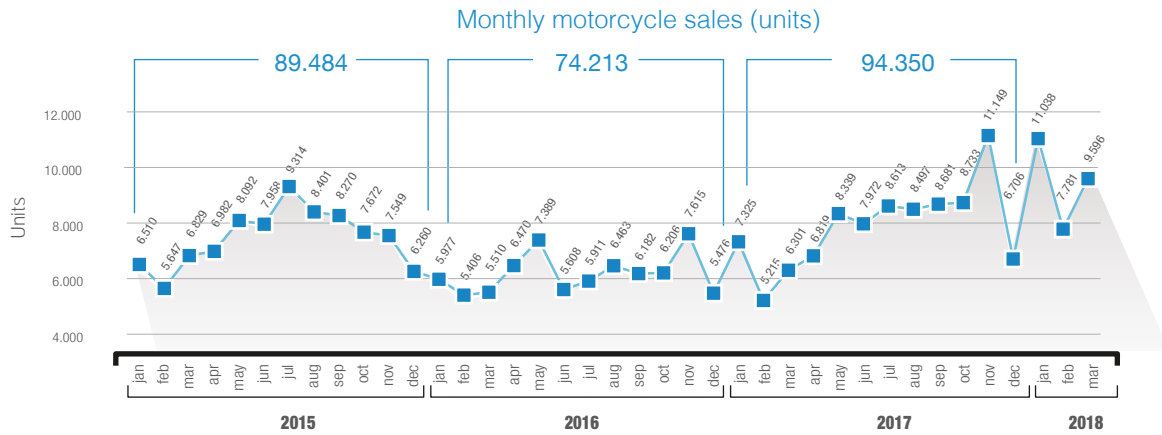
Tires

Total tires imports by segment (thousand units)

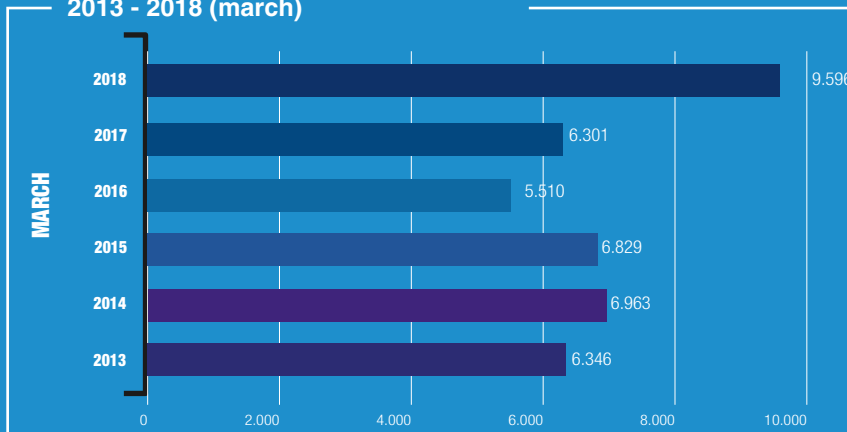




Motorcycle sales



Historical motorcycle sales (units)
2013 - 2018 (march)

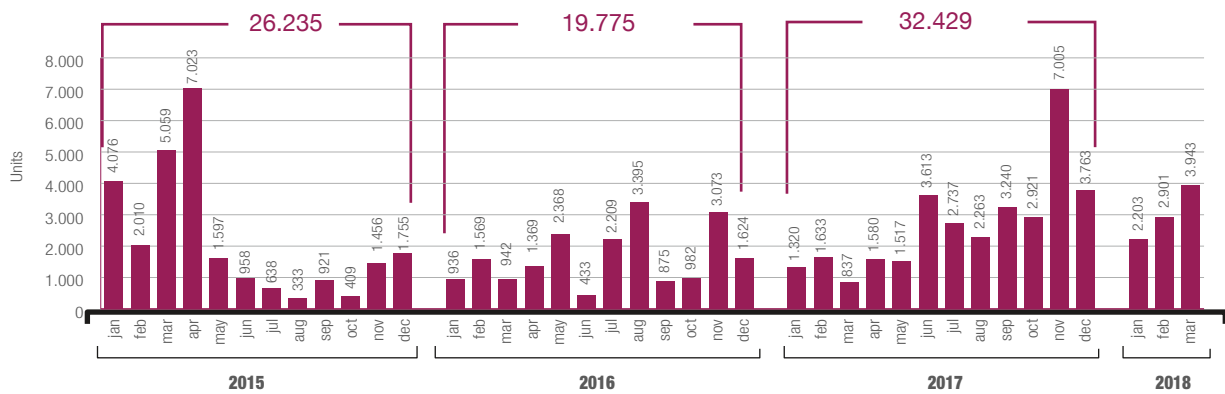


Source: Base de Matriculación del Servicio de Rentas Internas (SRI), 2018

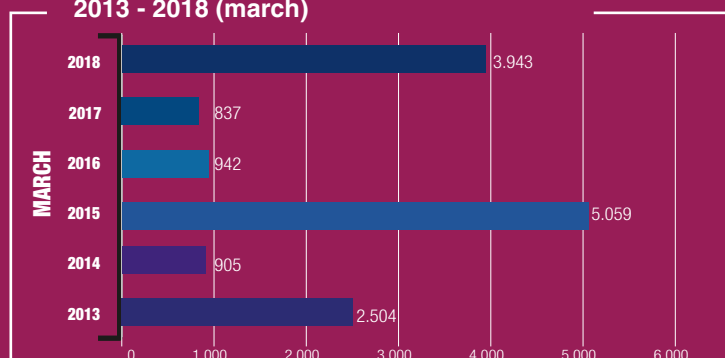


Motorcycle imports

Monthly motorcycle imports (units)



Historical motorcycle imports (units)
2013 - 2018 (march)



Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2018



Macroeconomic figures

GDP	jan - dic 2016	jan - dic 2017
Real GDP (USD millions of 2007)	69.068	71.139
Nominal GDP (USD millions)	98.614	103.057
Variation of real GDP	-1,6%	3,0%
	mar 2017	mar 2018
Inflation		
Annual	0,96%	-0,21%
Monthly	0,14%	0,15%
Accumulated	0,42%	0,34%
	jan - mar 2017	jan - mar 2018
Foreign trade		
Exports (FOB USD millions)		
Total	4.721	5.239
Oil	1.667	2.049
Non-oil	3.054	3.189
Imports (FOB USD millions)	jan - mar 2017	jan - mar 2018
Total	4.248	5.011
Oil	761	859
Non-oil	3.487	4.152
Balance trade (FOB USD millions)	jan - mar 2017	jan - mar 2018
Total	473	227
Oil	906	1.190
Non-oil	-432	-963
	jan - mar 2017	jan - mar 2018
Oil		
WTI (average price)	\$ 51,83	\$ 62,87
	mar 2017	mar 2018
Foreign Currency Exchange		
USD/EURO	0,93	0,81
USD/COP	2.878	2.792
USD/PEN	3,24	3,22
USD/BRL	3,12	3,30
	mar 2016	mar 2017
Labor Market		
Working-age population	11.726.450	11.984.847
Economically Active Population	8.084.382	8.164.425
Employed population	7.728.968	7.802.374
Appropriate Employment	3.112.953	3.356.562
Underemployment	1.726.030	1.498.139
Unpaid Employment	879.801	831.628
Other non-full Employment	1.994.537	2.096.972
Unclassified Employment	15.648	19.073
Unemployment	355.414	362.051
Economically Inactive Population	3.642.068	3.820.422

Source: Banco Central del Ecuador (BCE), 2018; Instituto Nacional de Estadísticas y Censos (INEC), 2018
Elaboration: Asociación de Empresas Automotrices del Ecuador (AEADE)

Number of vehicles

Light **1'965.538**

968.900



Automobile

419.350

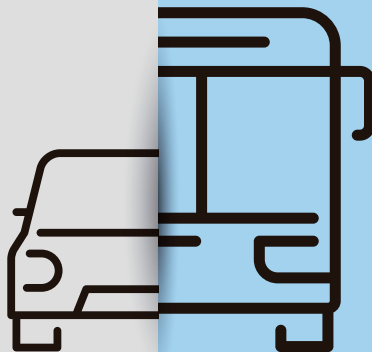


SUV

577.288



Pickups



Commercial **301.806**

223.068*



Truck

33.093



Bus

45.645



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%

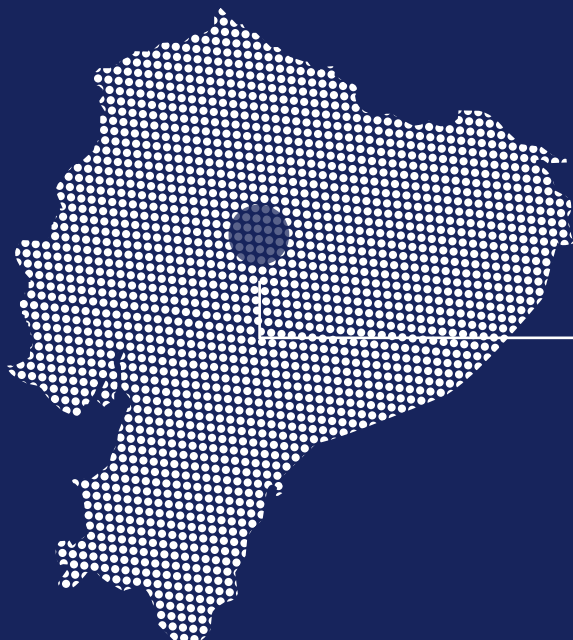
3,17%

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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