



# AUTOMOTIVE SECTOR

in figures

## SIGN UP!

Automotive Sector in Figures

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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 - may 2018): \_\_\_\_\_  
 Average oil price WTI (jan - may 2018): \_\_\_\_\_  
 Annual inflation (may 2018): \_\_\_\_\_  
 Annual GDP variation (jan-mar 2018 / 2017): \_\_\_\_\_

Source: Banco Central del Ecuador (BCE), 2018



## Credit (january - may 2018)



**Regular consumption:**  
 \$127 million USD



**Priority consumption:**  
 \$1.068 million USD

Source: Superintendencia de Bancos, 2018



## Light vehicle\* and commercial vehicle\*\* market



**Imports:**  
 (January - May 2018)  
 39.736  
 units



**Production:**  
 (January - May 2018)  
 15.352  
 units



**Exports:**  
 (January - May 2018)  
 537  
 units



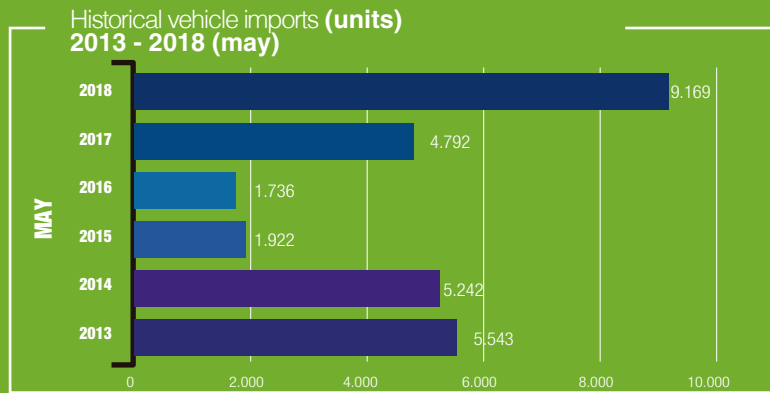
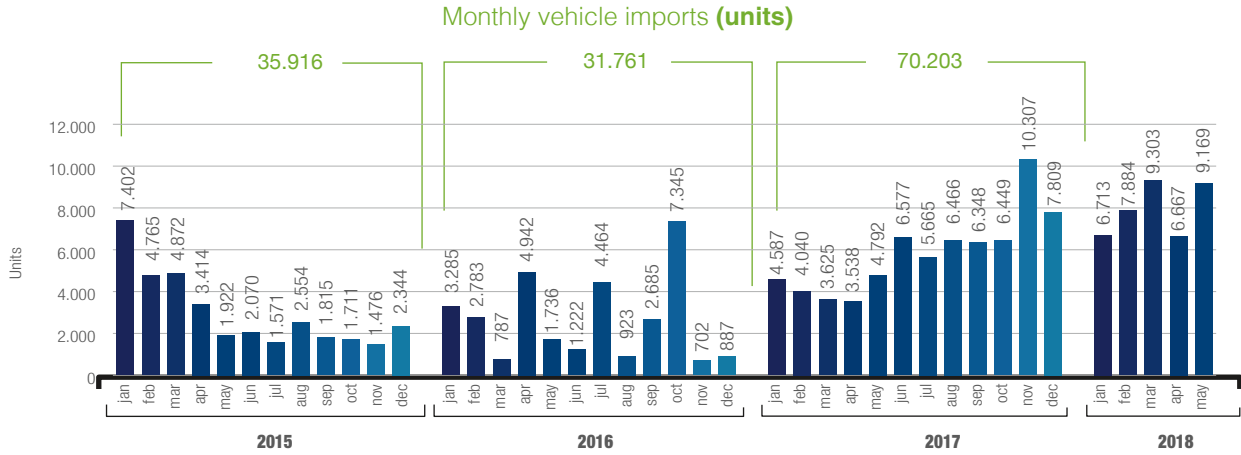
**Sales:**  
 (January - June 2018)  
 68.280  
 units

\*Light vehicles: automobiles, pickups, SUV

\*\*Commercial vehicles: VAN, trucks, buses

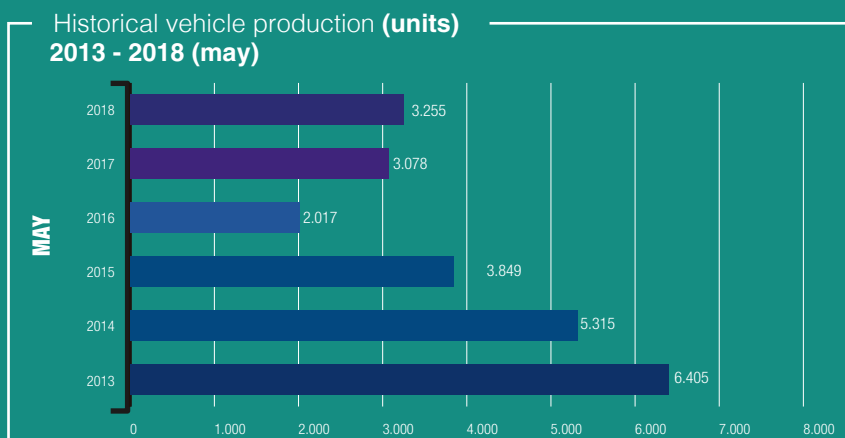
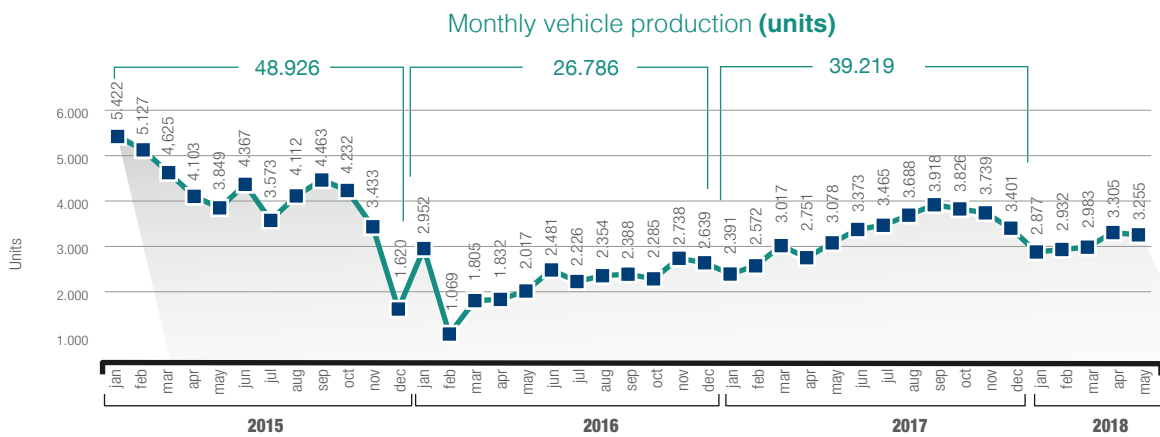
Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2018; Cámara de la Industria Automotriz del Ecuador (CINAE), 2018; Asociación de Empresas Automotrices del Ecuador (AEADE), 2018

# Vehicle imports



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

# Vehicle production\*



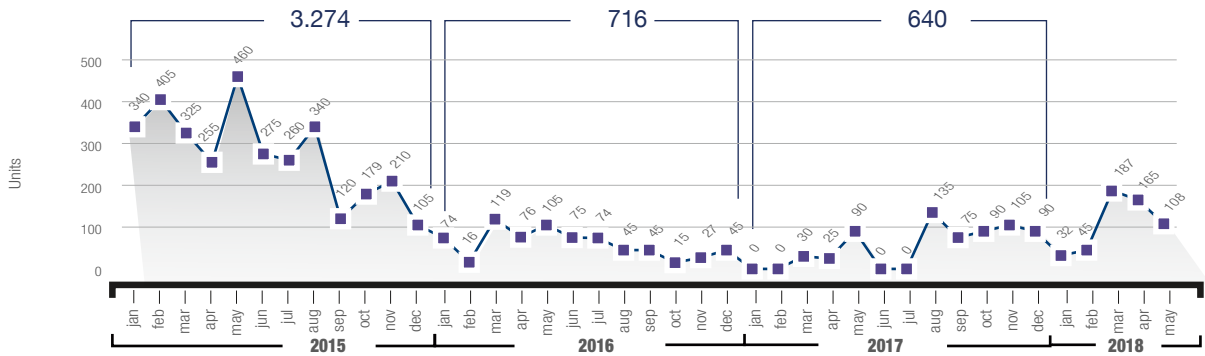
\*Does not include the production of CIAUTO assembly company.

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



# Vehicle exports

Monthly vehicle exports (units)



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

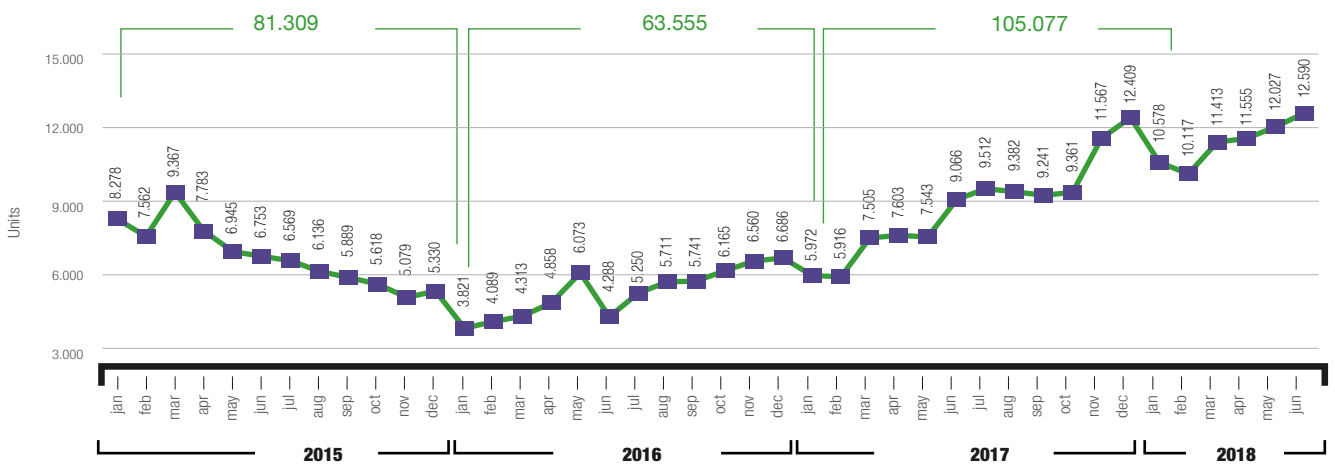


Source: Cámara de la Industria Automotriz del Ecuador CINAIE, 2018



# Vehicle sales

Monthly vehicle sales (units)



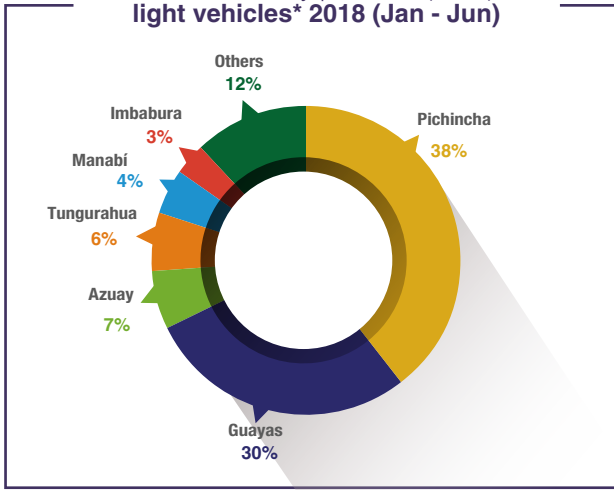
Historical vehicle sales (units) 2013 - 2018 (june)



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

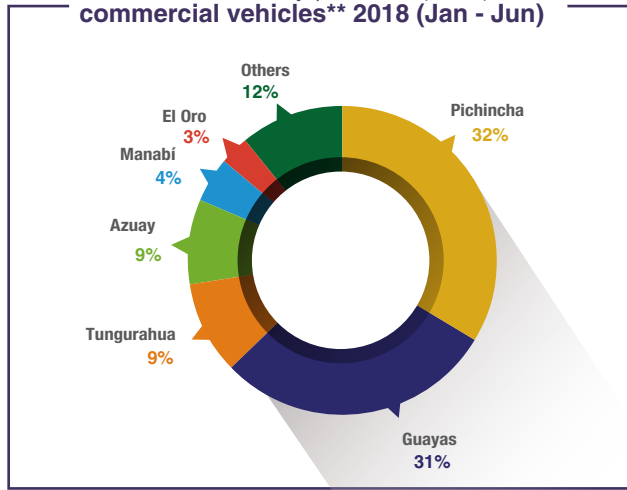
# Vehicle sales

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



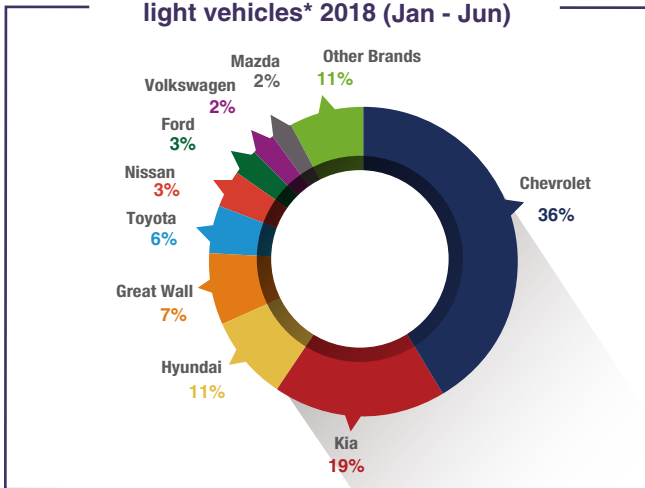
\*Light vehicles: automobiles, pickups, SUV

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



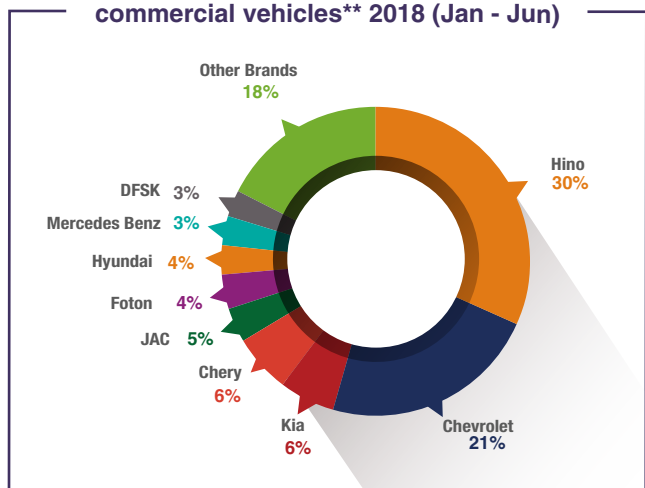
\*\*Commercial vehicles: VAN, trucks, buses

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



\*Light vehicles: automobiles, pickups, SUV

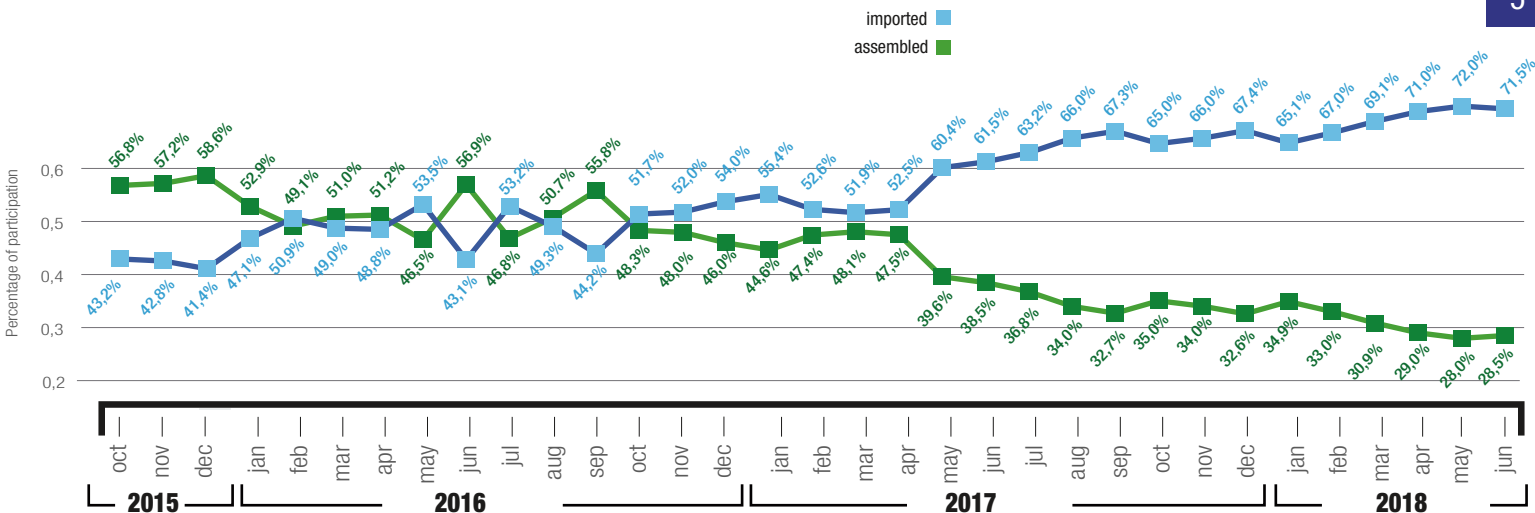
Market share by brand (units),  
commercial vehicles\*\* 2018 (Jan - Jun)



\*\*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

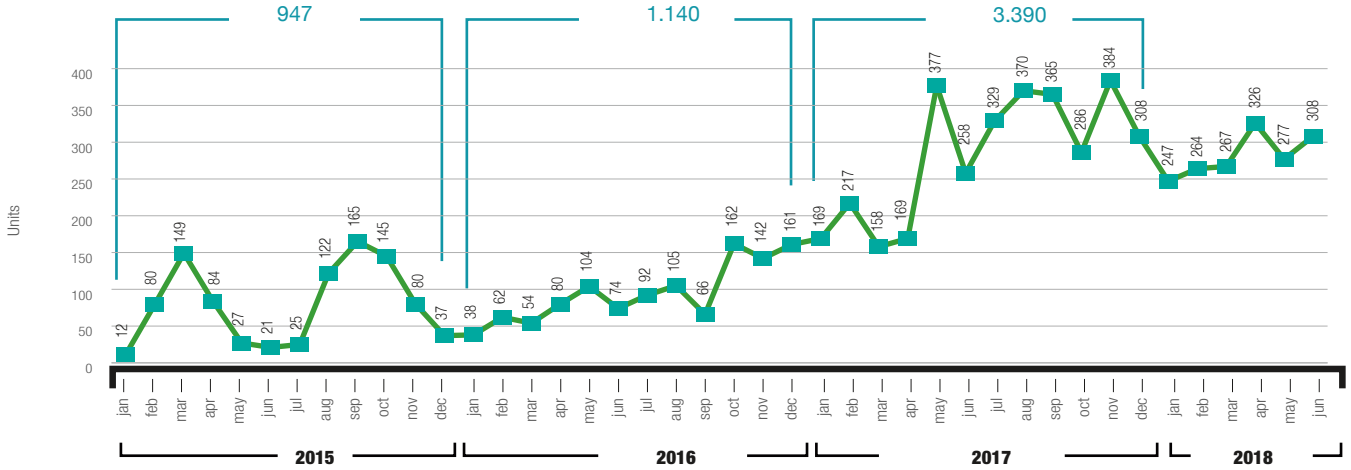


# New Technologies

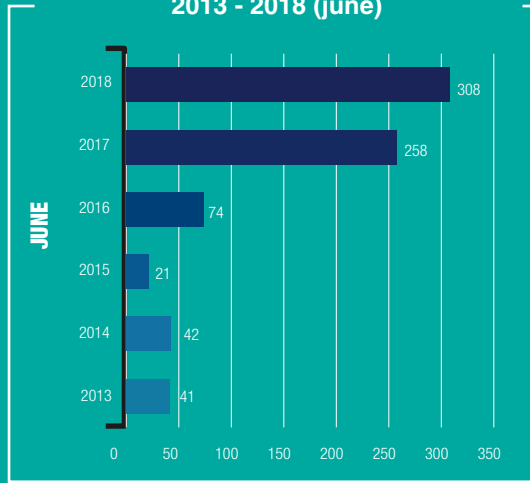


## Hybrid Vehicles

Monthly hybrid vehicle sales (units)



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

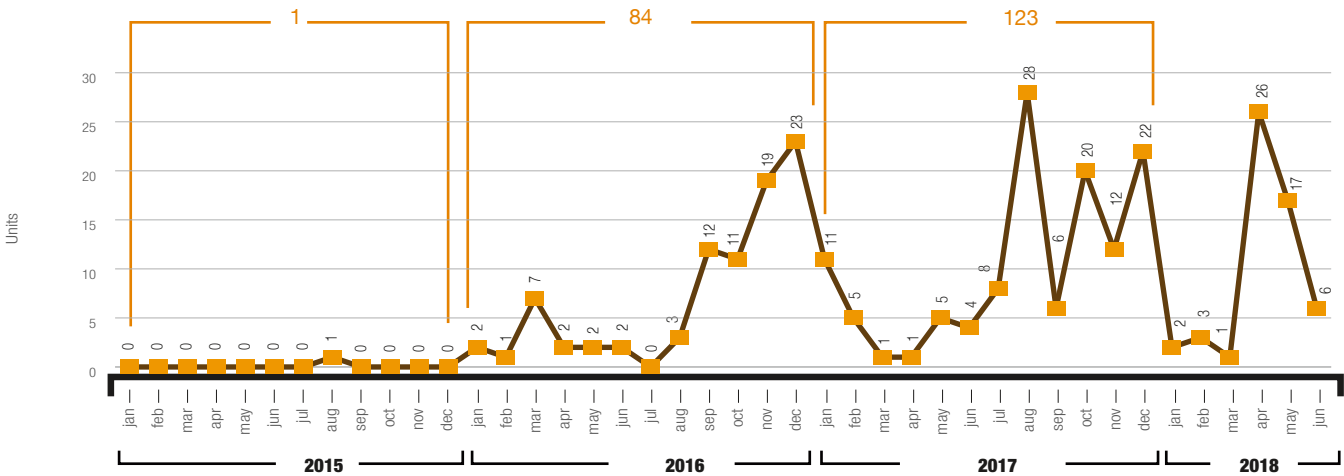


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

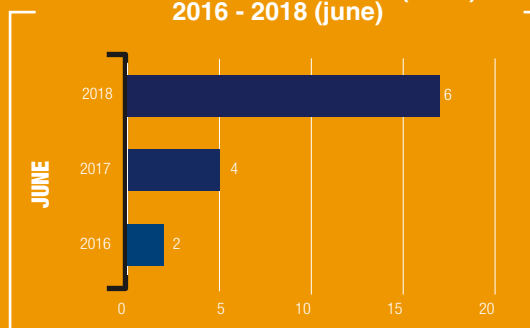


## Electric Vehicles

Monthly electric vehicle sales (units)



Historical electric vehicle sales (units) 2016 - 2018 (june)

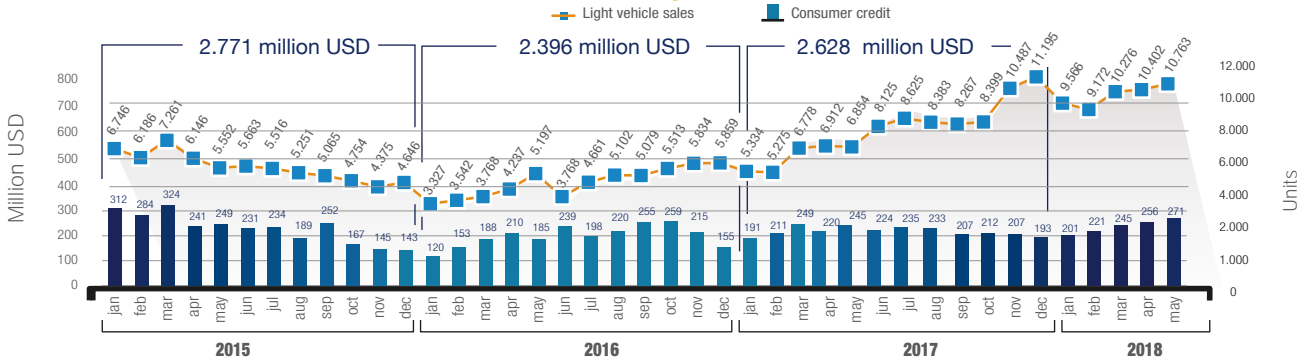


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018



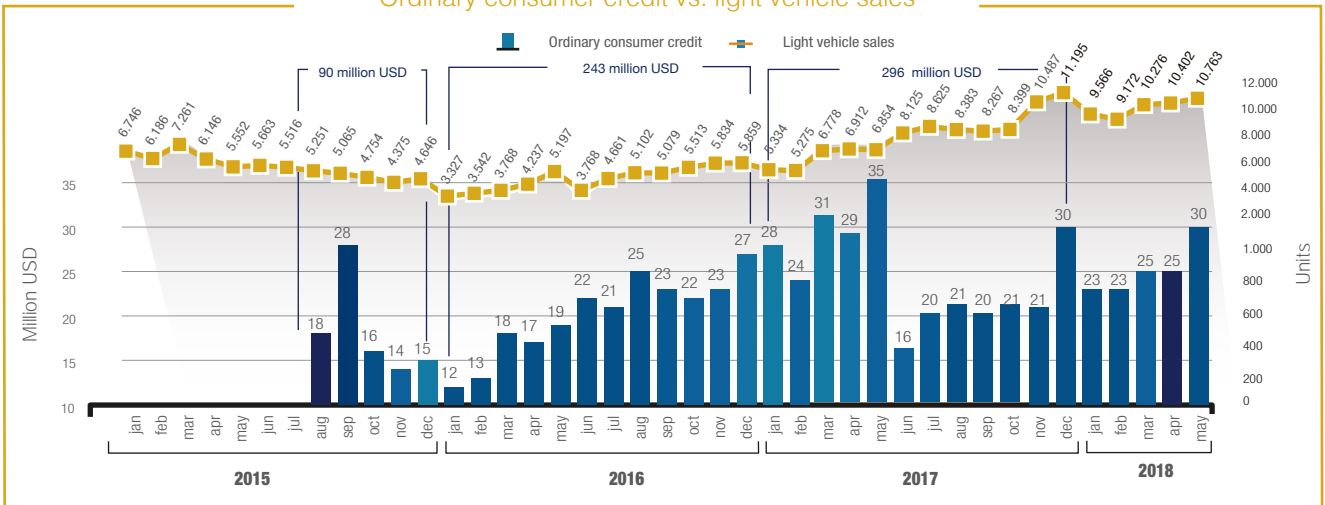
# Credit

Consumer credit vs. light vehicle sales\*



\*Light vehicles: automobiles, pickups, SUV

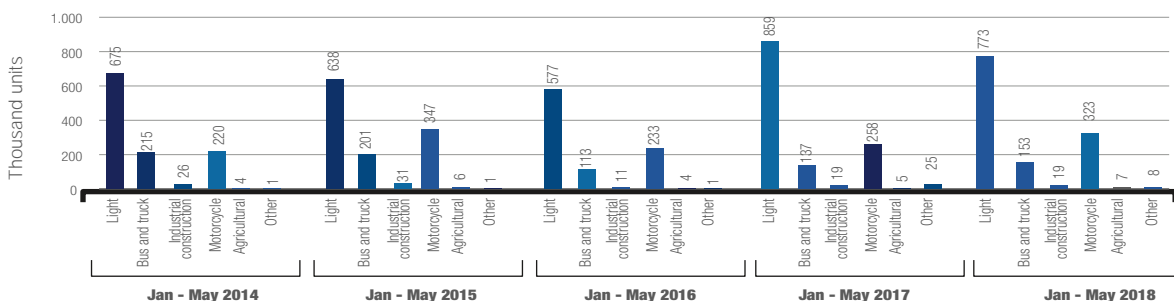
Ordinary consumer credit vs. light vehicle sales\*



\*Light vehicles: automobiles, pickups, SUV

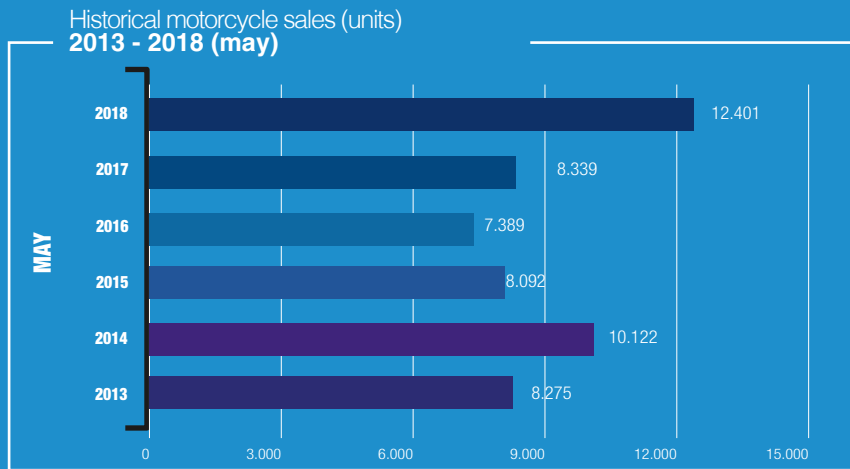
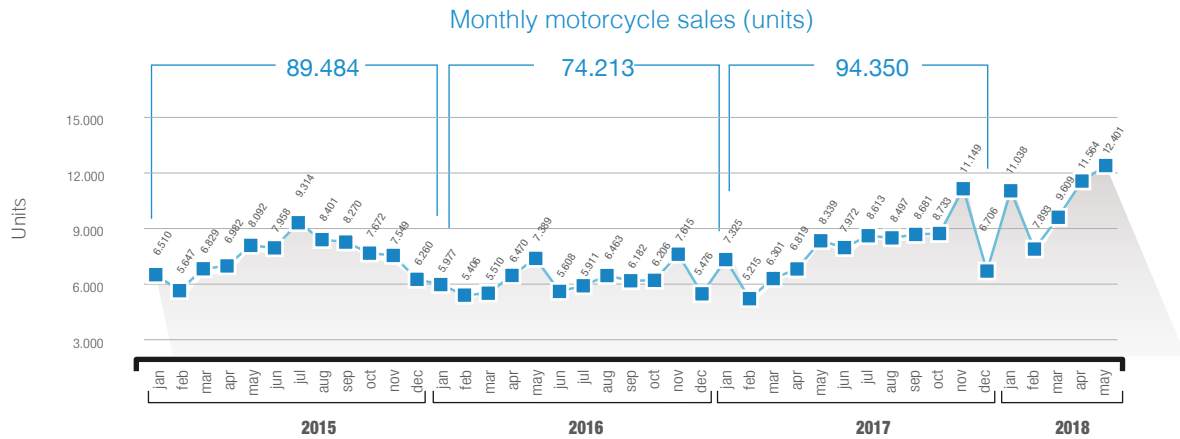
# Tires

Total tires imports by segment (thousand units)





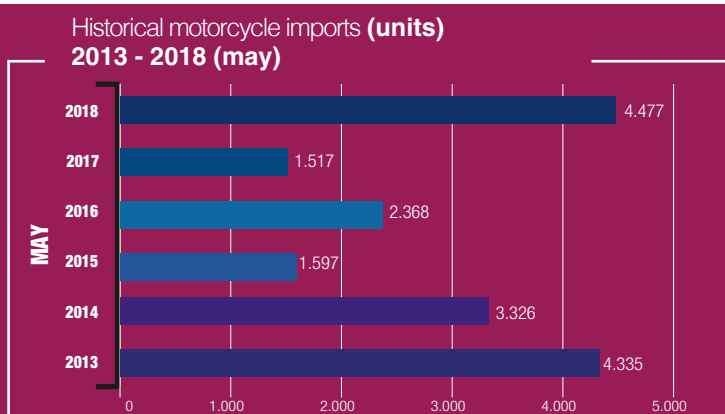
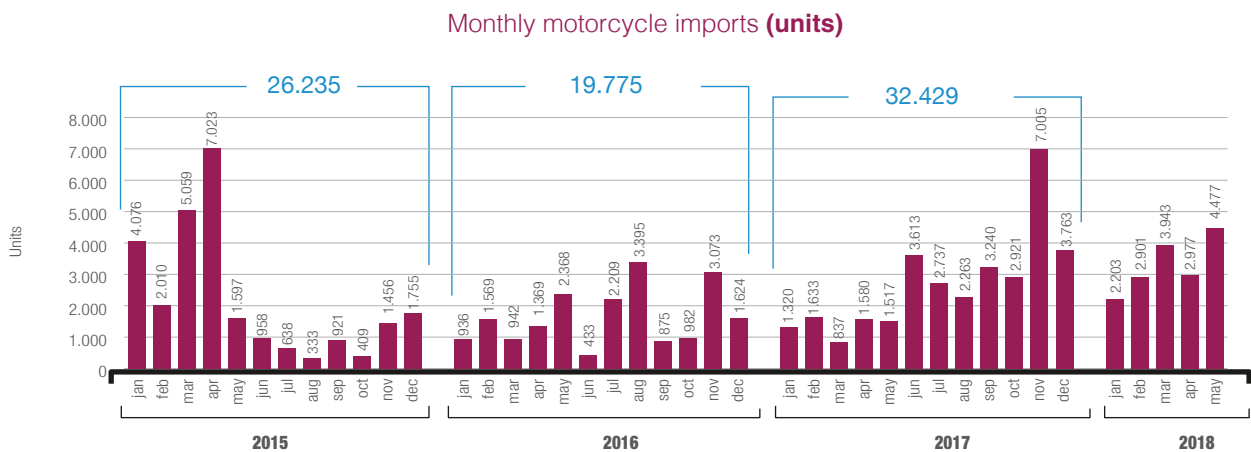
# Motorcycle sales



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



# Motorcycle imports



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



## Macroeconomic figures

<b>GDP</b>	jan - mar 2017	jan - mar 2018
Real GDP (USD millions of 2007)	17.559	17.895
Nominal GDP (USD millions)	25.420	26.471
Variation of real GDP	2,7%	1,9%
	may 2017	may 2018
<b>Inflation</b>		
Annual	1,10%	-1,01%
Monthly	0,05%	-0,18%
Accumulated	0,91%	0,09%
<b>Foreign trade</b>		
Exports (FOB USD millions)	jan - may 2017	jan - may 2018
Total	7.921	9.005
Oil	2.772	3.520
Non-oil	5.149	5.484
Imports (FOB USD millions)	jan - may 2017	jan - may 2018
Total	7.133	8.808
Oil	1.262	1.684
Non-oil	5.871	7.124
Balance trade (FOB USD millions)	jan - may 2017	jan - may 2018
Total	788	197
Oil	1.510	1.837
Non-oil	-722	-1.640
	jan - may 2017	jan - may 2018
<b>Oil</b>		
WTI (average price)	\$ 51,02	\$ 64,96
	may 2017	may 2018
<b>Foreign Currency Exchange</b>		
USD/EURO	0,89	0,86
USD/COP	2.919	2.876
USD/PEN	3,28	3,27
USD/BRL	3,26	3,73
	mar 2017	mar 2018
<b>Labor Market</b>		
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**

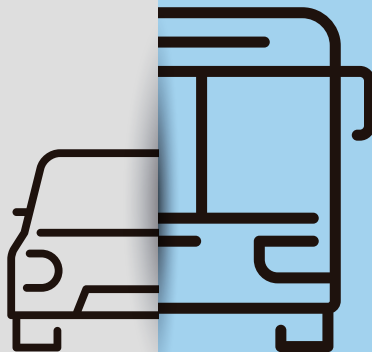


SUV

**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%**

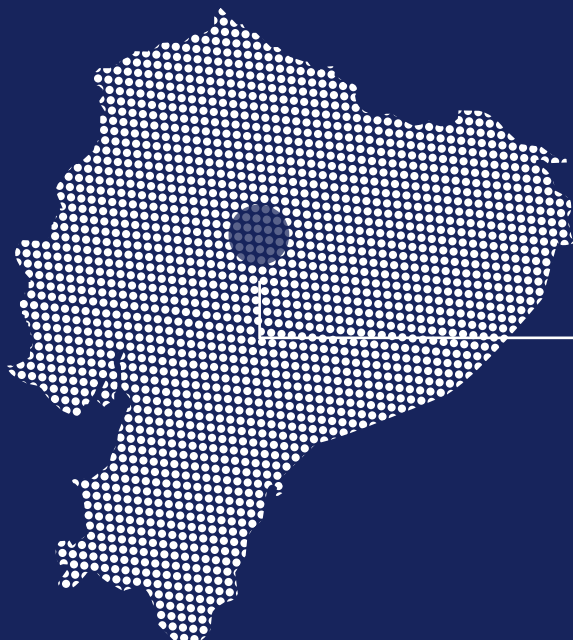
**3,17%**

**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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