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AUTOMOTIVE SECTOR

in figures

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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

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

**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 - aug 2018): _____

Average oil price WTI (jan - aug 2018): _____

Annual inflation (aug 2018): _____

Annual GDP variation (jan - jun 2018 / 2017): _____

Source: Banco Central del Ecuador (BCE), 2018



Credit (january - august 2018)



Regular consumption:

\$209 million USD



Priority consumption:

\$1.765 million USD

Source: Superintendencia de Bancos, 2018



Light vehicle* and commercial vehicle** market



Imports:

(January - August 2018)

66.864
units



Production:

(January - June 2018)

18.576
units



Exports:

(January - August 2018)

765
units



Sales:

(January - September 2018)

102.477
units

*Light vehicles: automobiles, pickups, SUV

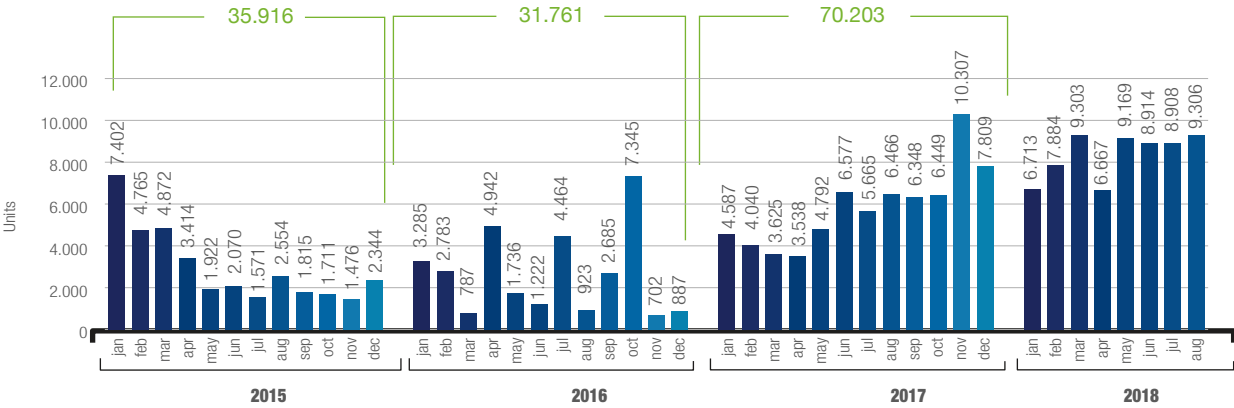
**Commercial vehicles: VAN, trucks, buses

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

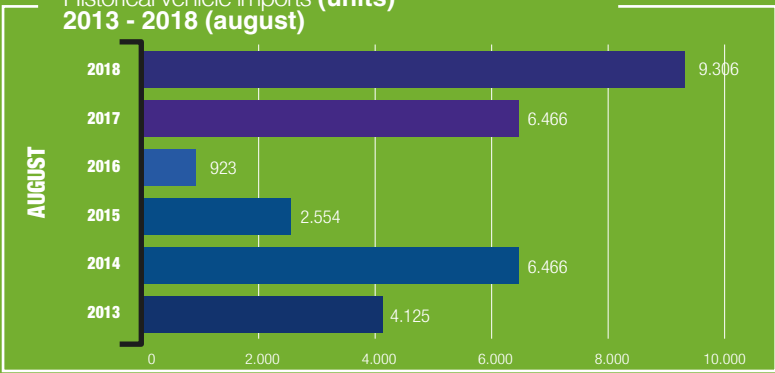


Vehicle imports

Monthly vehicle imports (units)



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

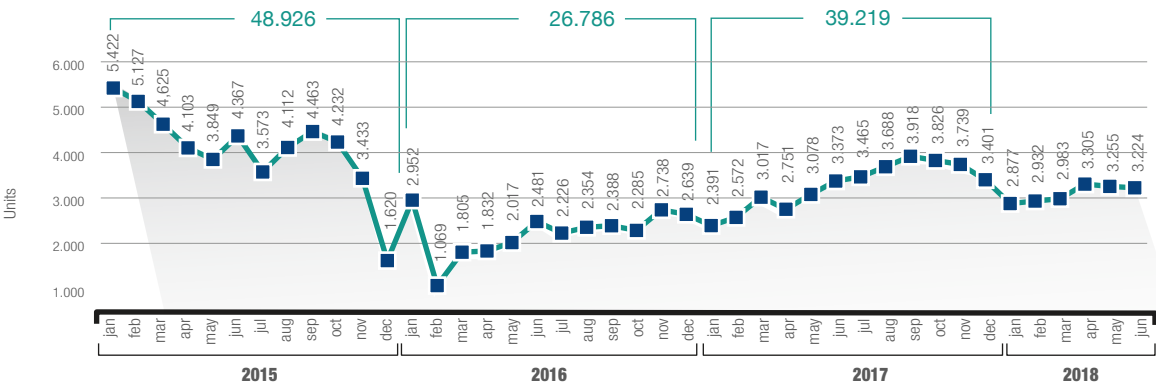


Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2018

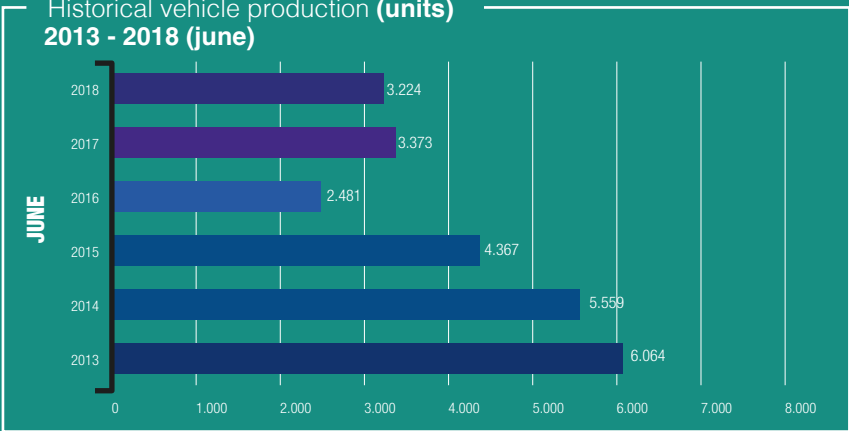


Vehicle production*

Monthly vehicle production (units)



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



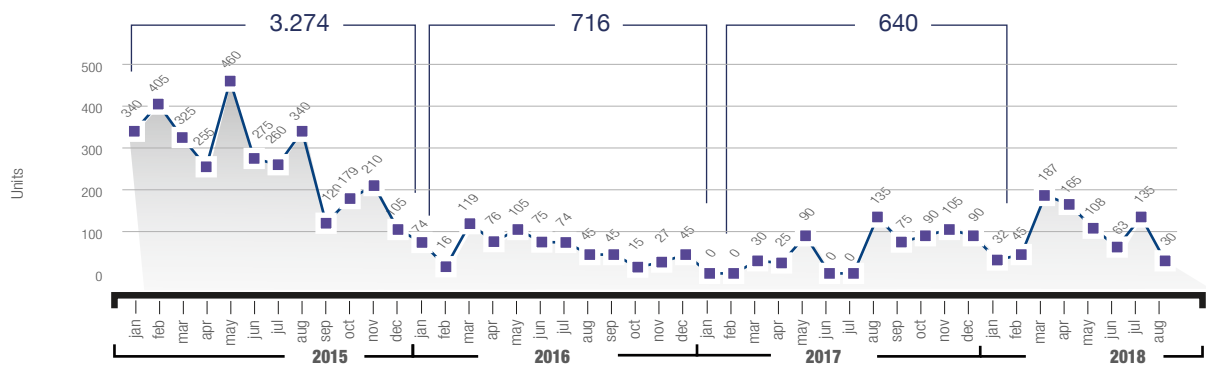
*Does not include the production of CIAUTO assembly company.

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

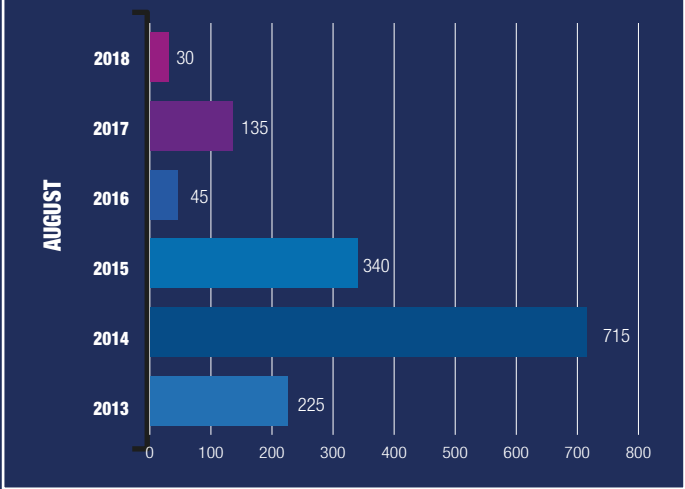


Vehicle exports

Monthly vehicle exports (units)



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

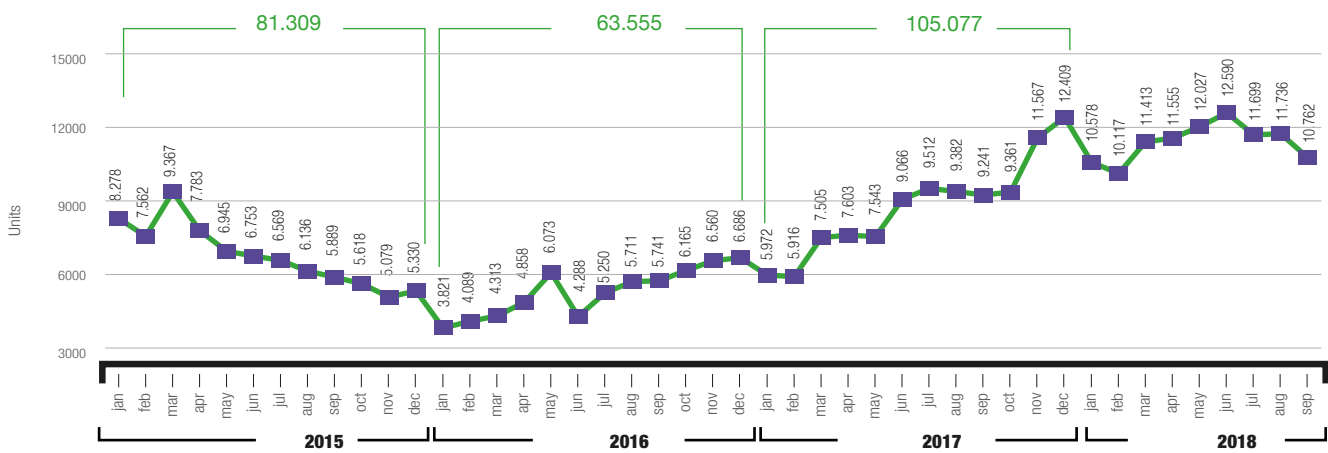


Source: Cámara de la Industria Automotriz del Ecuador (CINAE), 2018

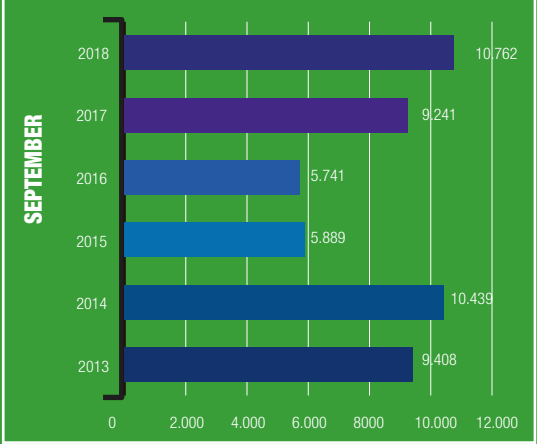


Vehicle sales

Monthly vehicle sales (units)



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

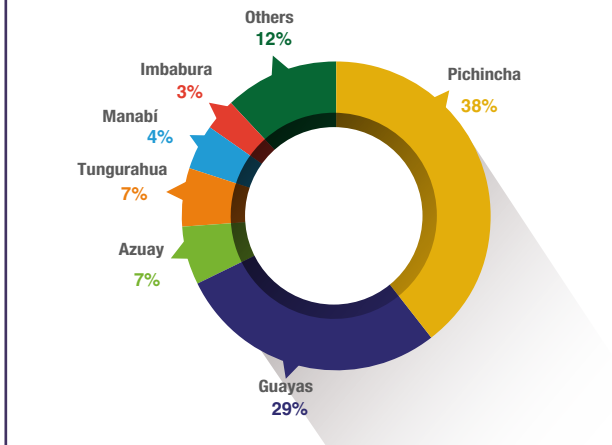


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018



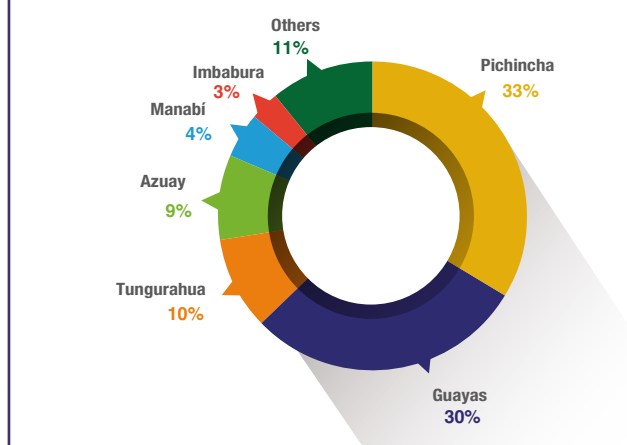
Vehicle sales

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



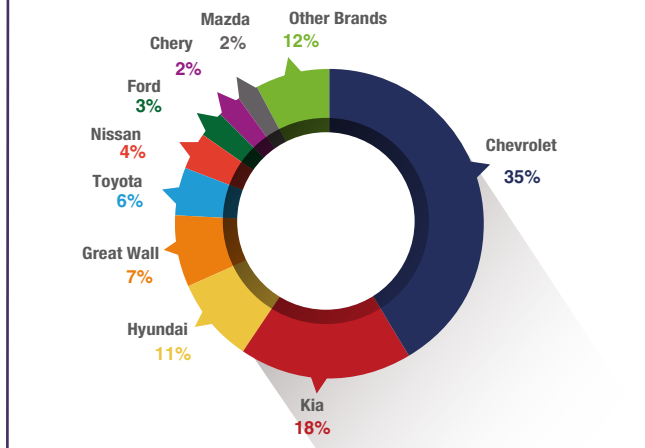
*Light vehicles: automobiles, pickups, SUV

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



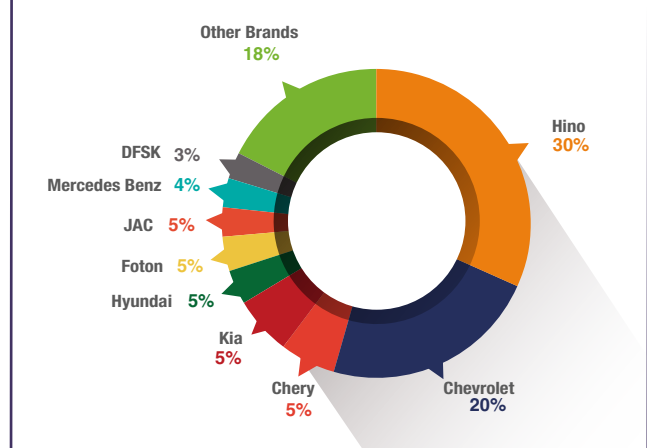
**Commercial vehicles: VAN, trucks, buses

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



*Light vehicles: automobiles, pickups, SUV

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

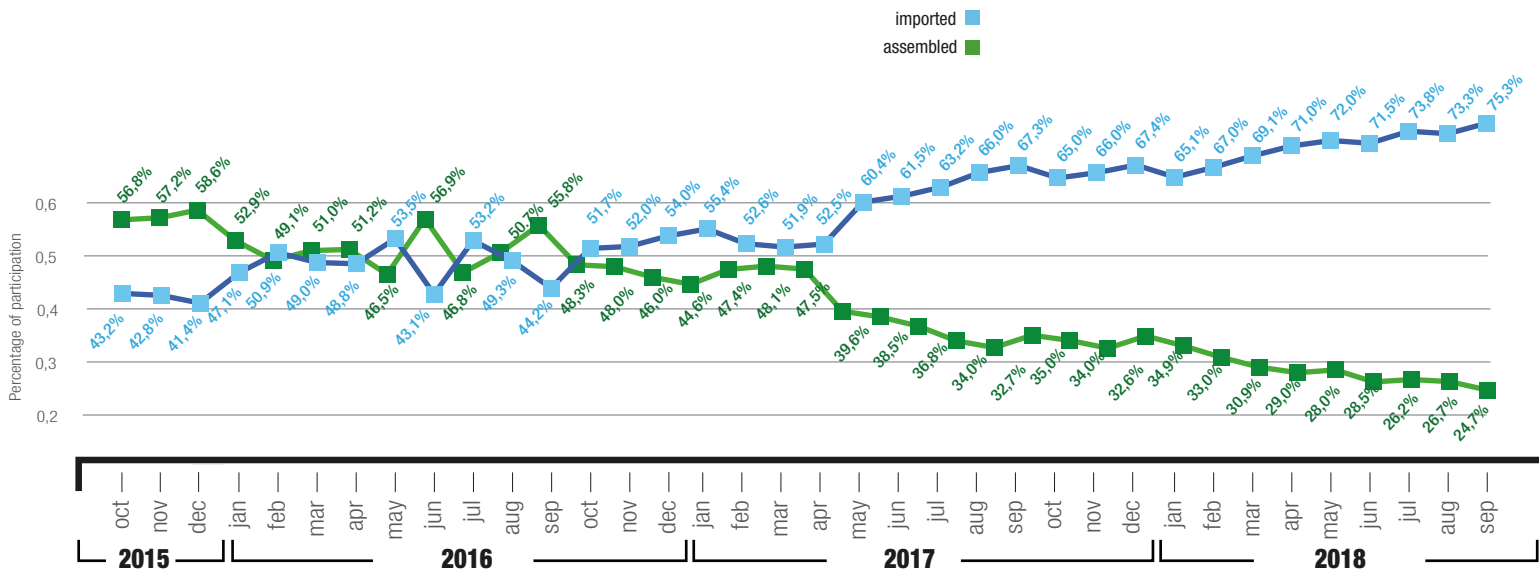


**Commercial vehicles: VAN, trucks, buses

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

Market share. Imported vs assembled (units)

5



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

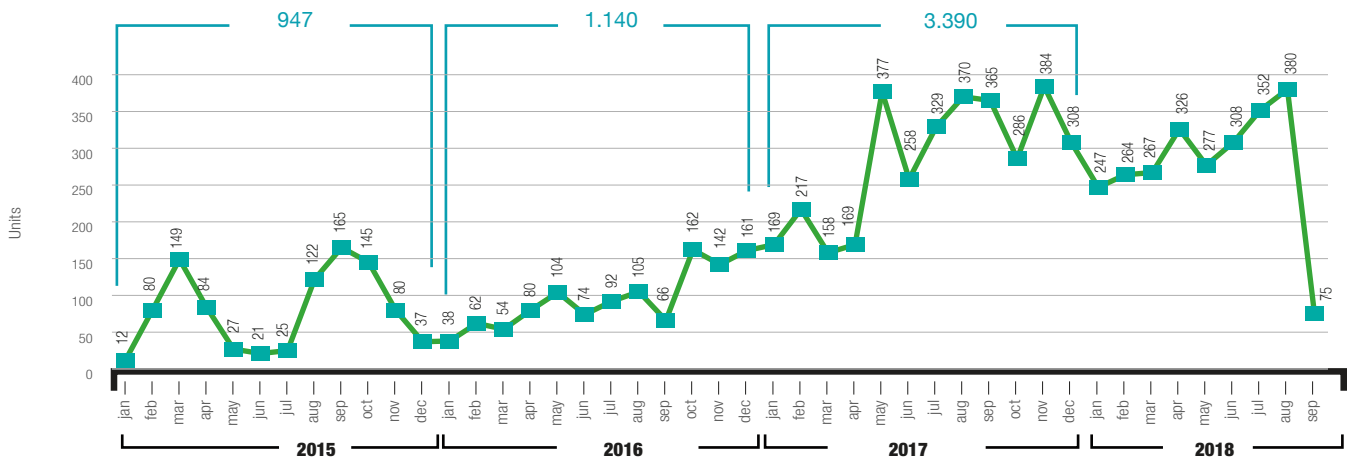


New Technologies

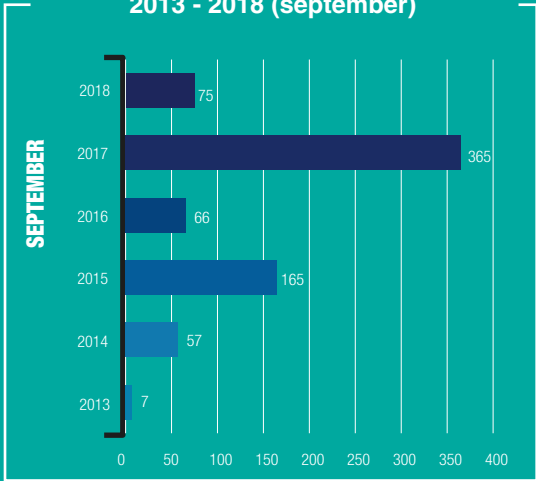


Hybrid Vehicles

Monthly hybrid vehicle sales (units)



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

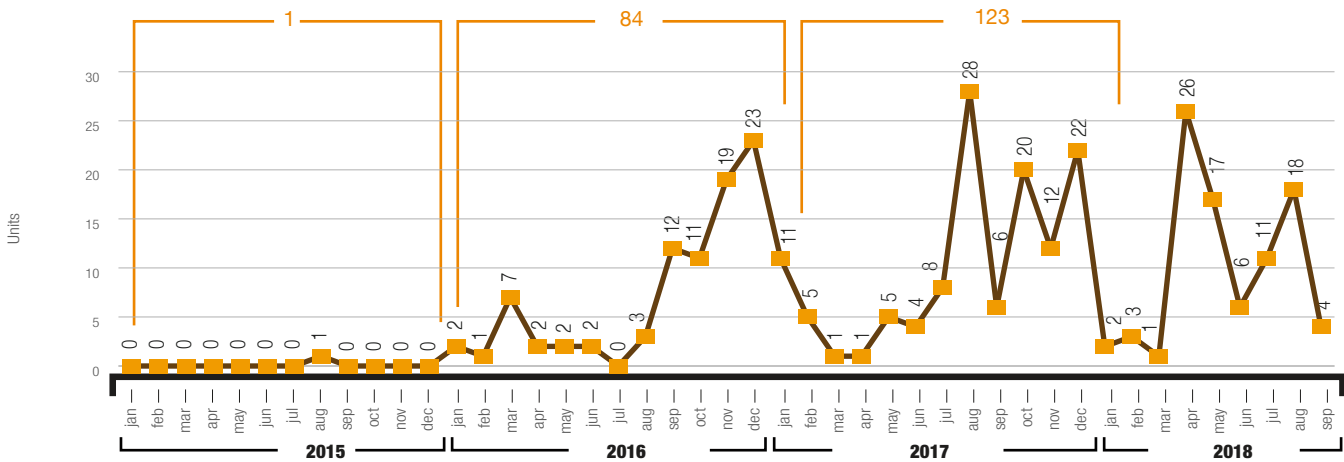


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

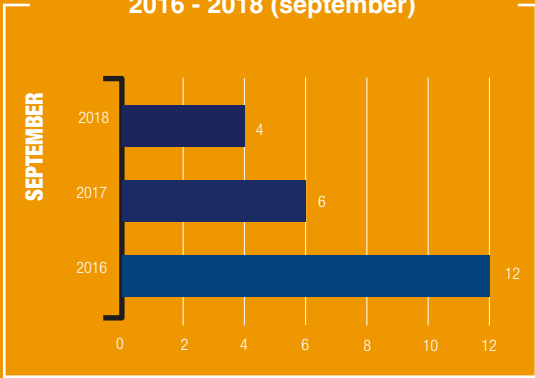


Electric Vehicles

Monthly electric vehicle sales (units)



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

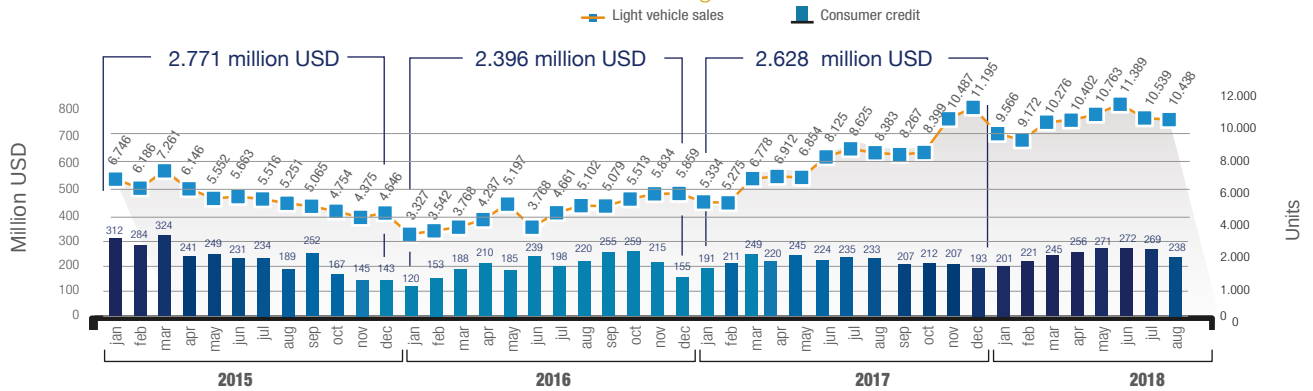


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018



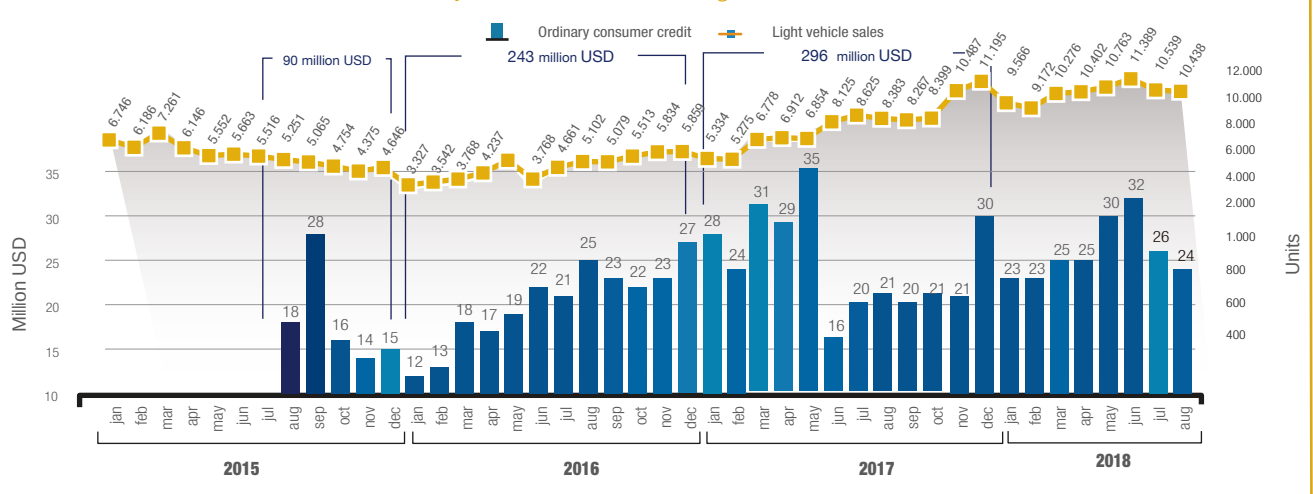
Credit

Consumer credit vs. light vehicle sales*



*Light vehicles: automobiles, pickups, SUV

Ordinary consumer credit vs. light vehicle sales*



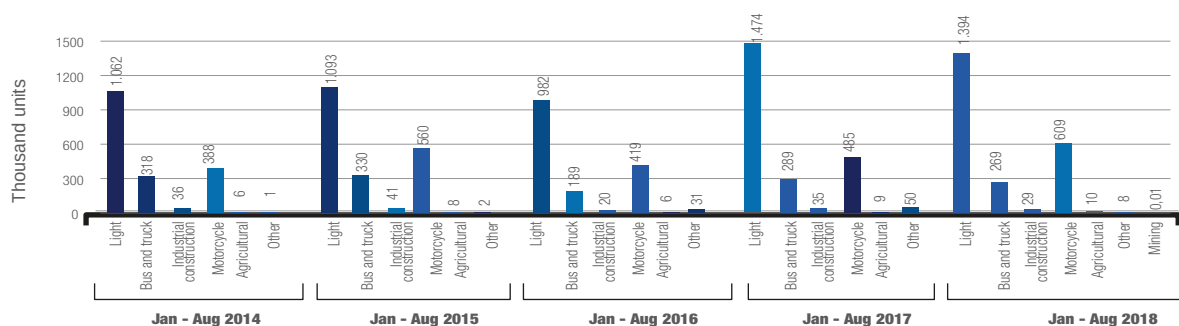
*Light vehicles: automobiles, pickups, SUV

Source: Superintendencia de Bancos, 2018



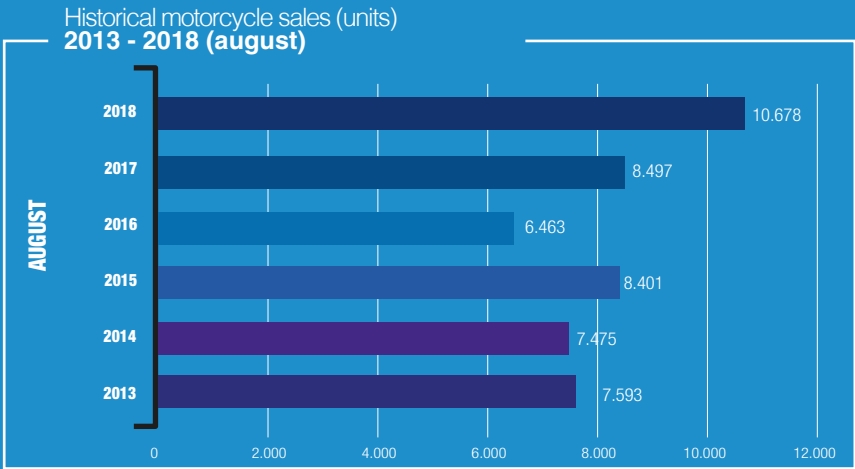
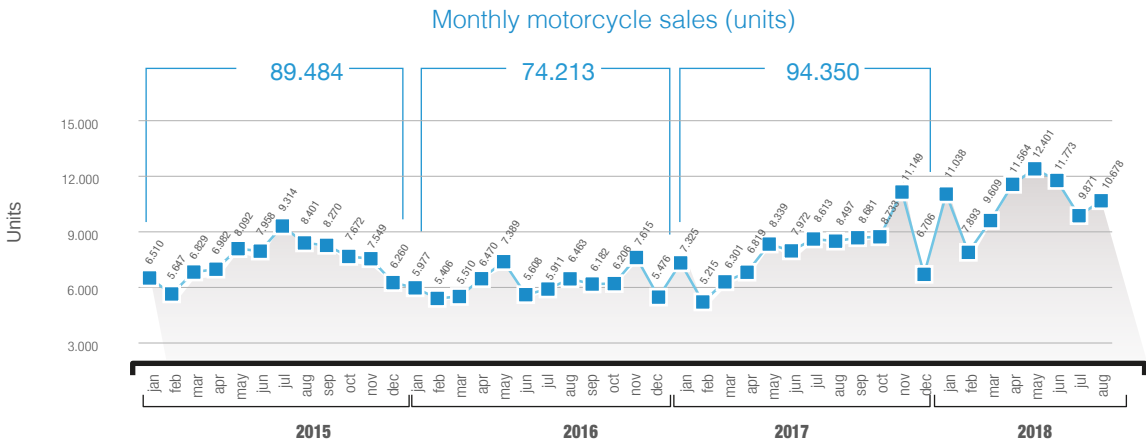
Tires

Total tires imports by segment (thousand units)





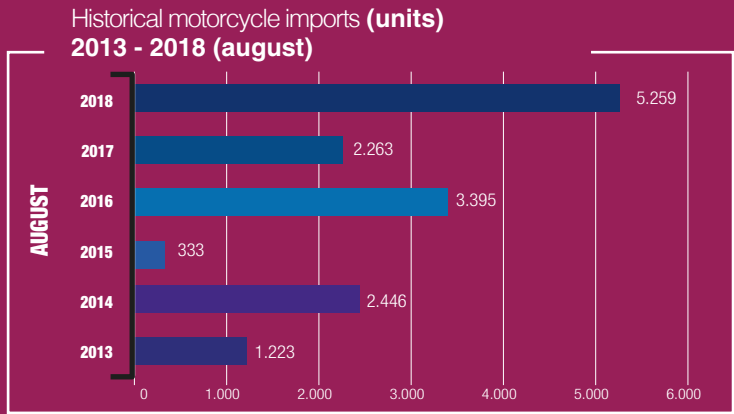
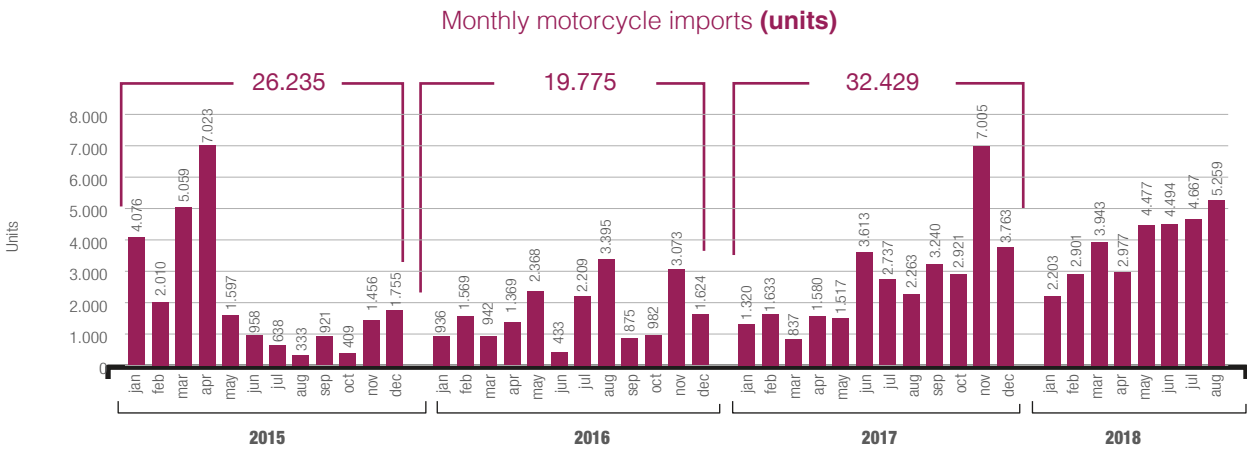
Motorcycle sales



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



Motorcycle imports



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



Macroeconomic figures

GDP	jan - jun 2017	jan - jun 2018
Real GDP (USD millions of 2007)	35.184	35.630
Nominal GDP (USD millions)	51.994	54.096
Variation of real GDP	1,9%	1,3%
	aug 2017	aug 2018
Inflation		
Annual	0,28%	-0,32%
Monthly	0,01%	0,27%
Accumulated	0,20%	0,08%
Foreign trade		
Exports (FOB USD millions)	jan - aug 2017	jan - aug 2018
Total	12.455	14.419
Oil	4.350	5.937
Non-oil	8.105	8.482
Imports (FOB USD millions)	jan - aug 2017	jan - aug 2018
Total	12.112	14.440
Oil	1.999	2.749
Non-oil	10.112	11.691
Balance trade (FOB USD millions)	jan - aug 2017	jan - aug 2018
Total	343	-21
Oil	2.350	3.188
Non-oil	-2.007	-3.209
	jan - aug 2017	jan - aug 2018
Oil		
WTI (average price)	\$ 49,37	\$ 66,44
	aug 2017	aug 2018
Foreign Currency Exchange		
USD/EURO	0,84	0,86
USD/COP	2.933	3.031
USD/PEN	3,24	3,30
USD/BRL	3,16	4,15
	jun 2017	jun 2018
Labor Market		
Working-age population	11.856.420	12.023.846
Economically Active Population	8.147.564	7.978.870
Employed population	7.781.560	7.648.773
Appropriate Employment	3.267.363	3.105.674
Underemployment	1.668.577	1.544.373
Unpaid Employment	828.059	838.730
Other non-full Employment	1.978.784	2.116.670
Unclassified Employment	38.777	43.325
Unemployment	366.004	330.097
Economically Inactive Population	3.708.856	4.044.977

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

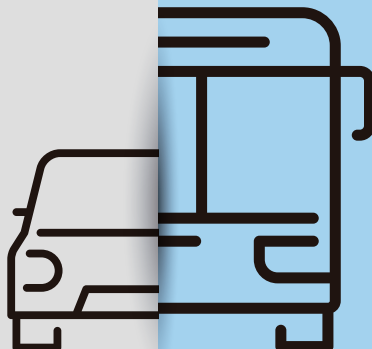


SUV

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

3,59%

654.861

28,88%

486.136

21,44%

236.530

10,43%

196.612

8,67%

207.400

9,15%

71.764

3,17%

93.797

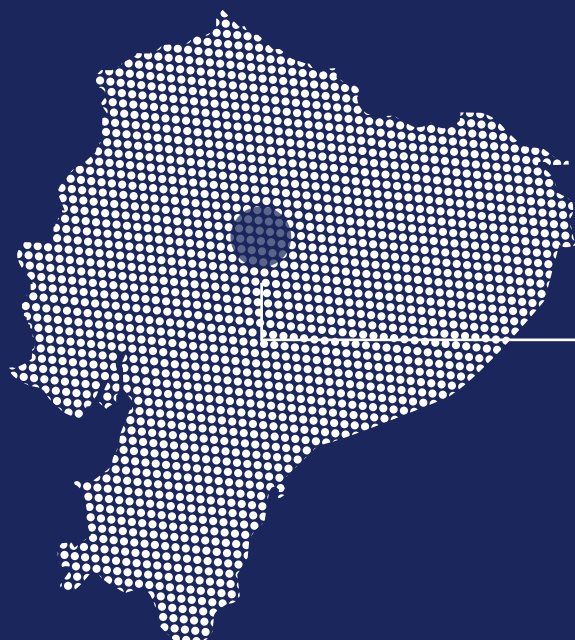
4,14%

238.935

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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