

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 - sep 2018):	-\$8 million USD FOB
Average oil price WTI (jan - sep 2018):	\$66,86
Annual inflation (sep 2018):	0,23%
Annual GDP variation (jan - jun 2018 / 2017):	1,3%

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 - September 2018)
75.800
units



Production:
(January - June 2018)
18.576
units



Exports:
(January - September 2018)
868
units



Sales:
(January - October 2018)
114.167
units

*Light vehicles: automobiles, pickups, SUV

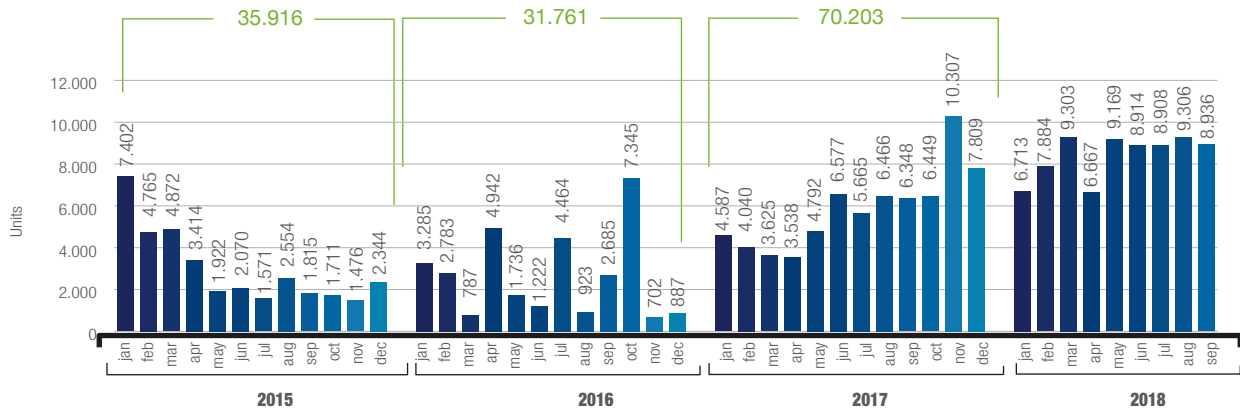
**Commercial vehicles: VAN, trucks, buses

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

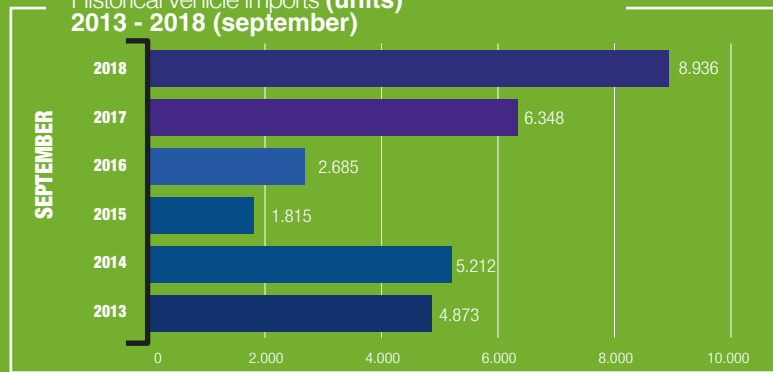


Vehicle imports

Monthly vehicle imports (units)



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

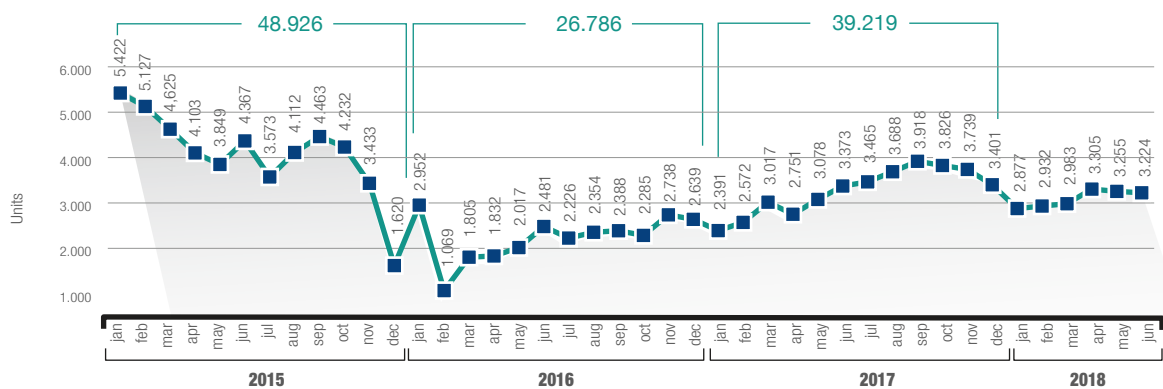


Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2018

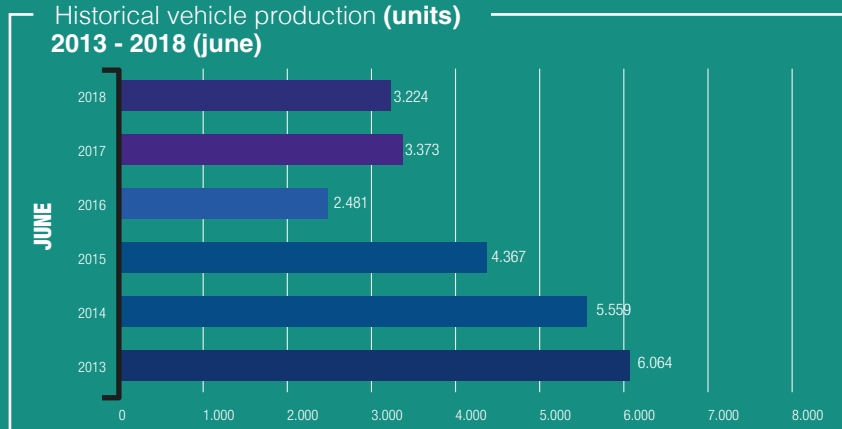


Vehicle production*

Monthly vehicle production (units)



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



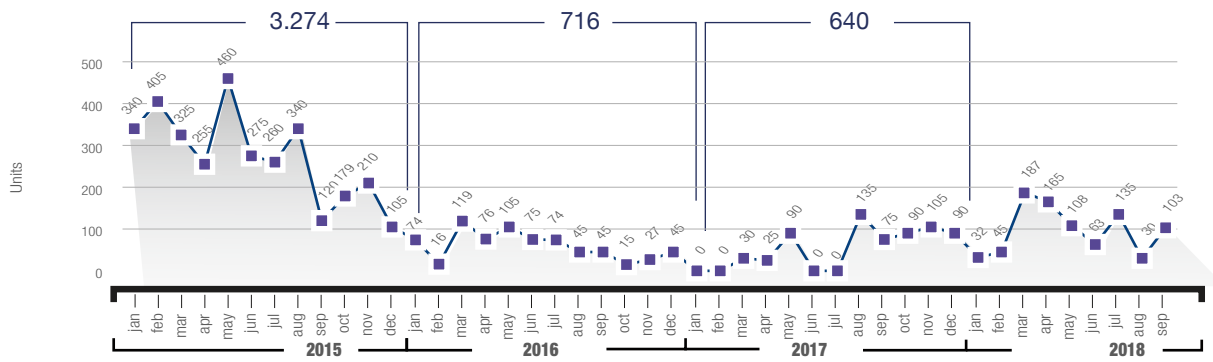
*Does not include the production of CIAUTO assembly company.

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

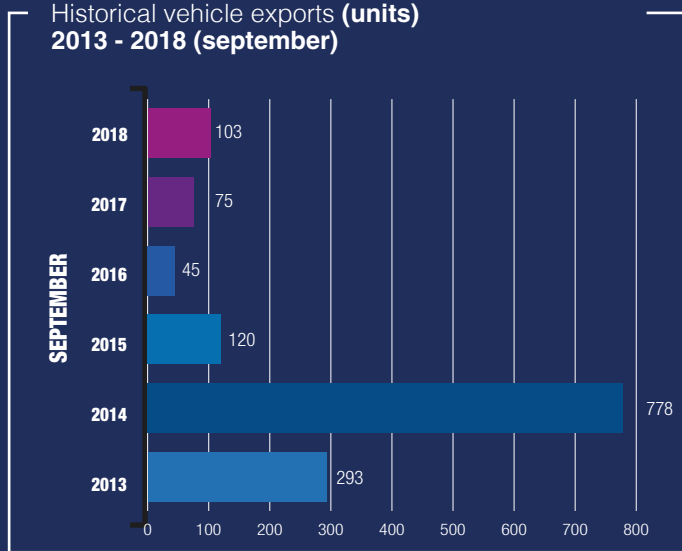


Vehicle exports

Monthly vehicle exports (units)



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

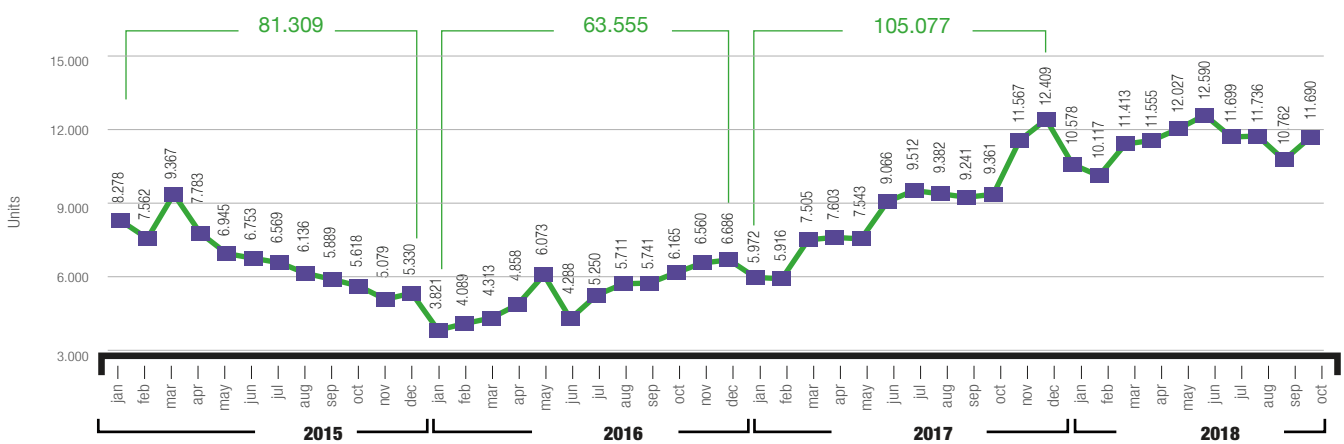


Source: Cámara de la Industria Automotriz del Ecuador CINAE, 2018

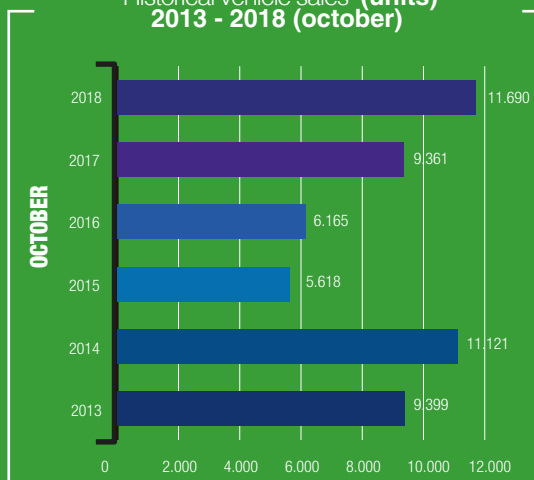


Vehicle sales

Monthly vehicle sales (units)



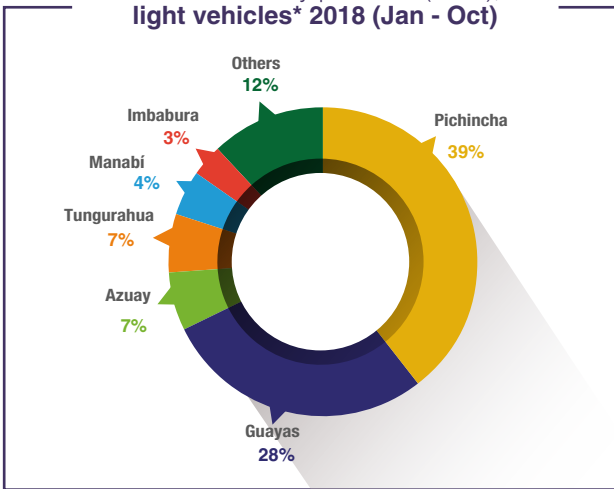
Historical vehicle sales (units) 2013 - 2018 (october)



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

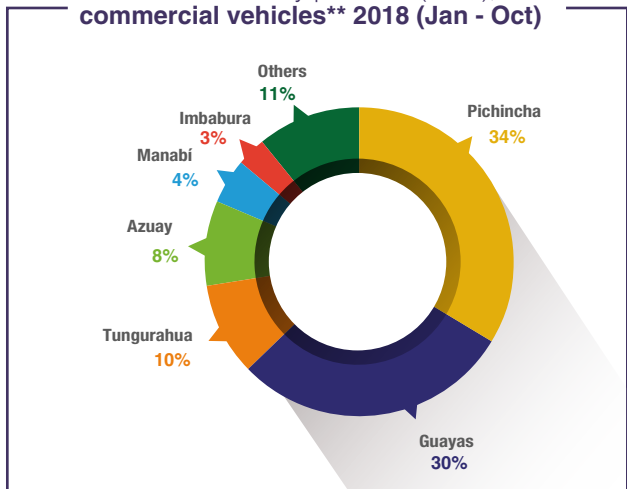
Vehicle sales

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



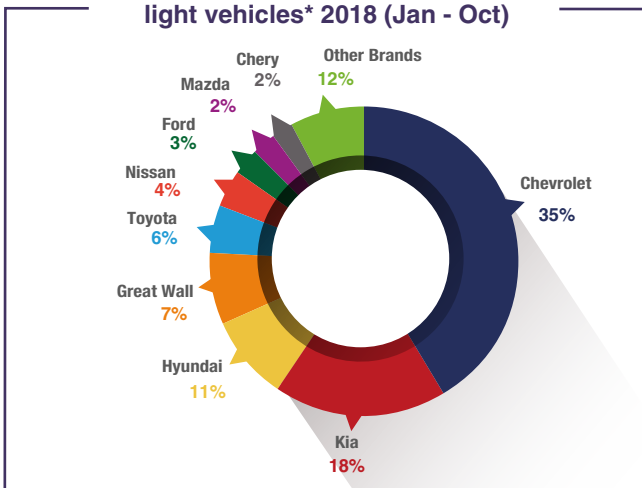
*Light vehicles: automobiles, pickups, SUV

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



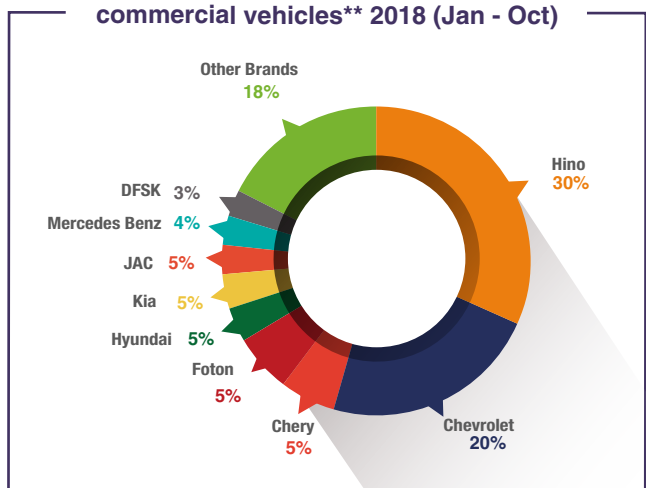
**Commercial vehicles: VAN, trucks, buses

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



*Light vehicles: automobiles, pickups, SUV

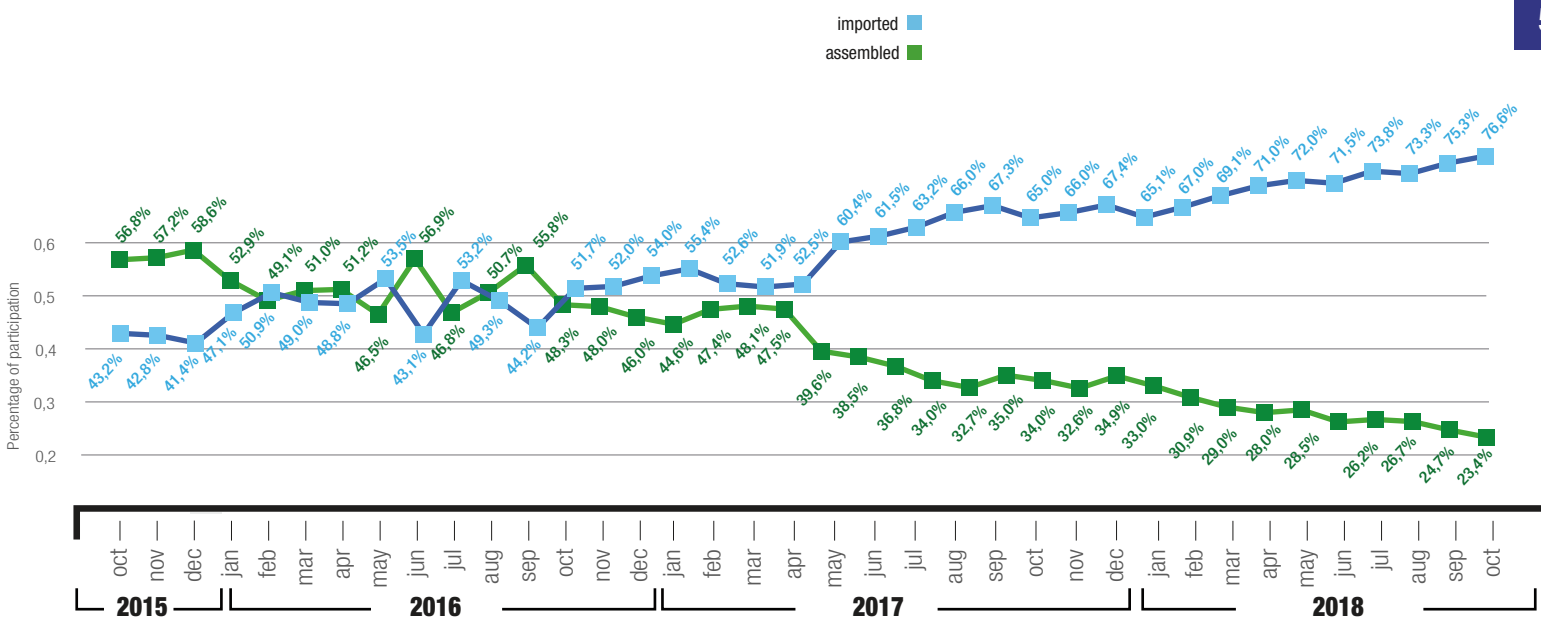
Market share by brand (units),
commercial vehicles** 2018 (Jan - Oct)



**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

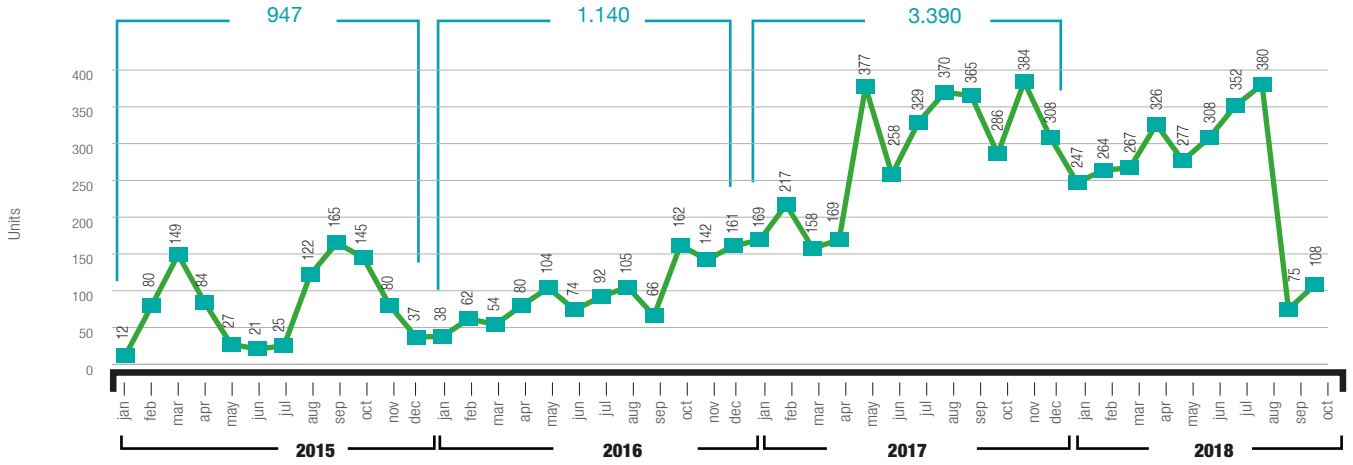


New Technologies

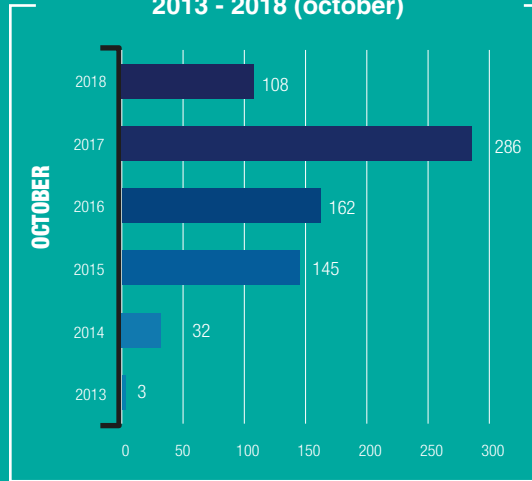


Hybrid Vehicles

Monthly hybrid vehicle sales (units)



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

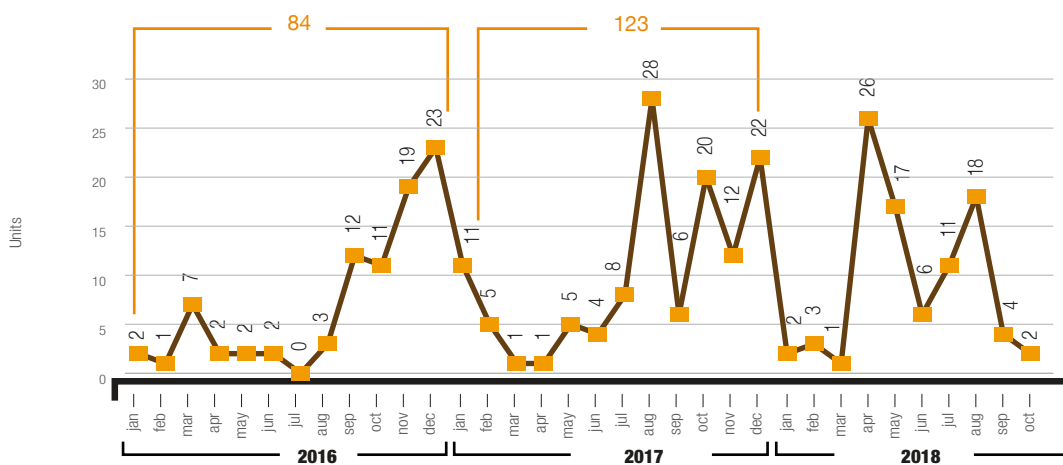


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

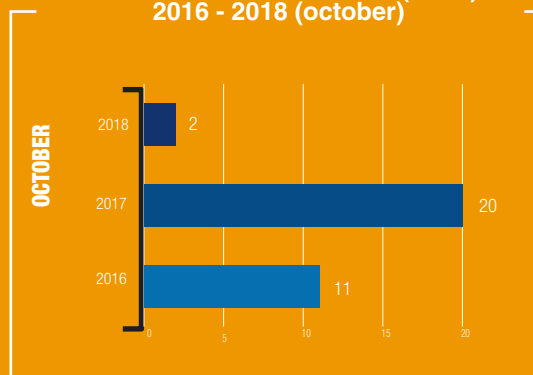


Electric Vehicles

Monthly electric vehicle sales (units)



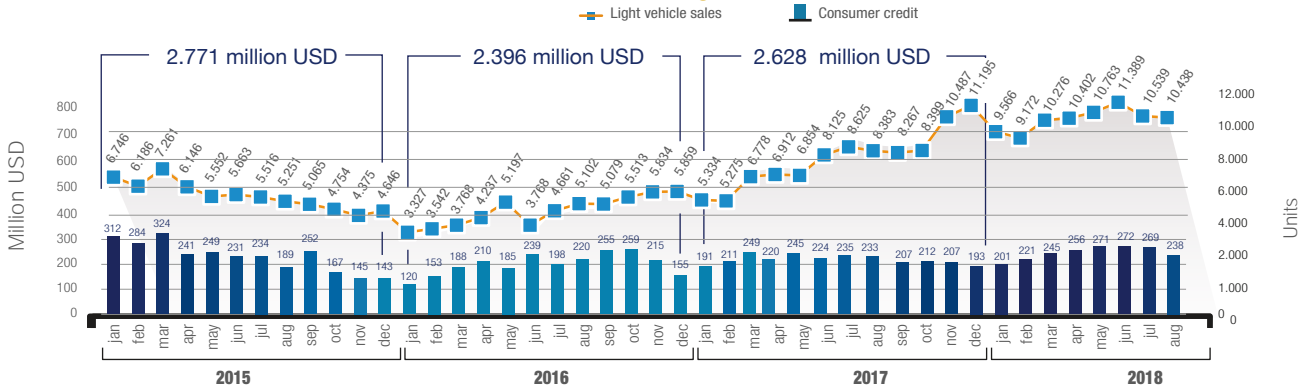
Historical electric vehicle sales (units) 2016 - 2018 (october)



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

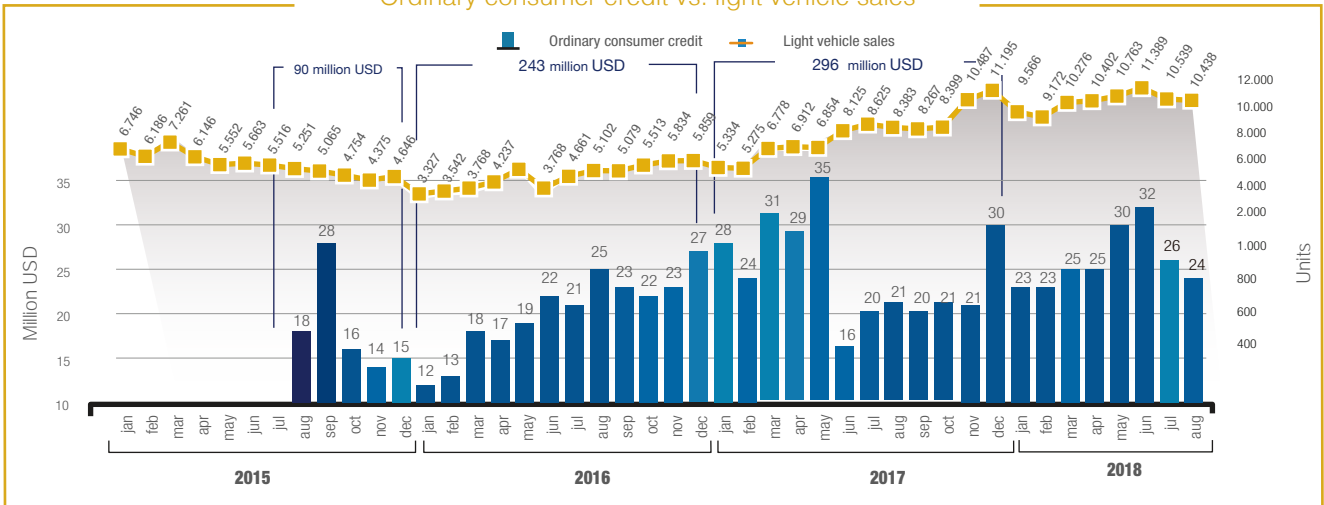
Credit

Consumer credit vs. light vehicle sales*



*Light vehicles: automobiles, pickups, SUV

Ordinary consumer credit vs. light vehicle sales*

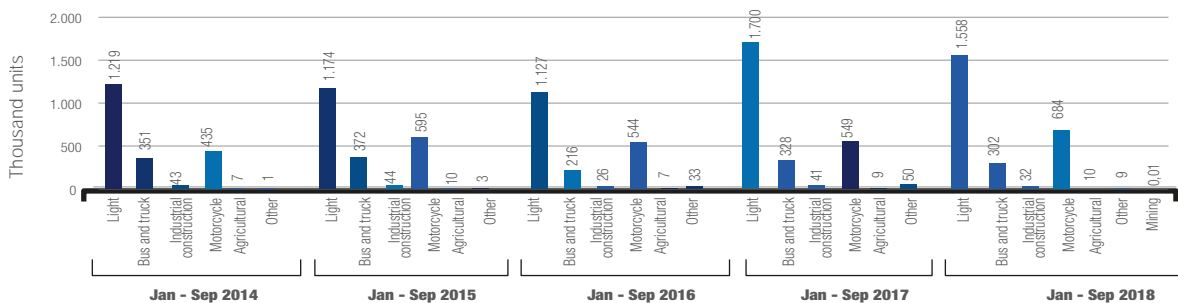


*Light vehicles: automobiles, pickups, SUV

Source: Superintendencia de Bancos, 2018

Tires

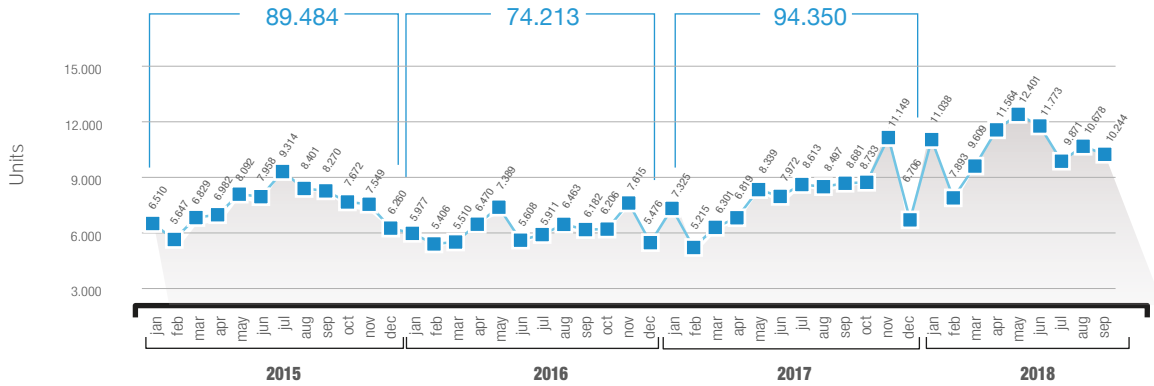
Total tires imports by segment (thousand units)



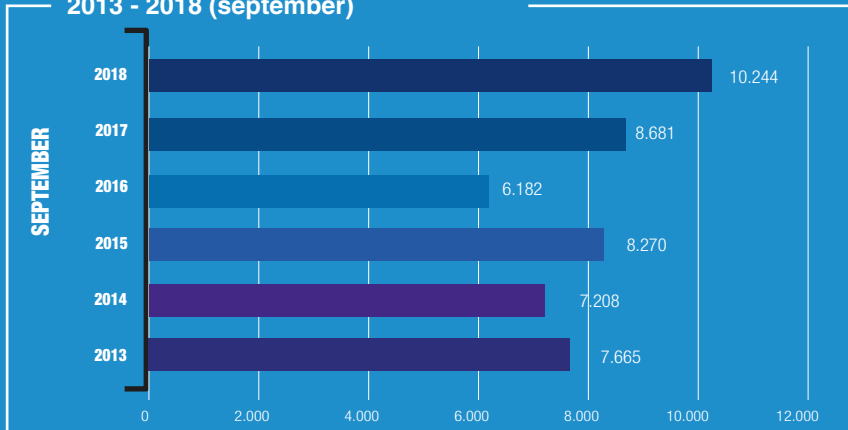


Motorcycle sales

Monthly motorcycle sales (units)



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

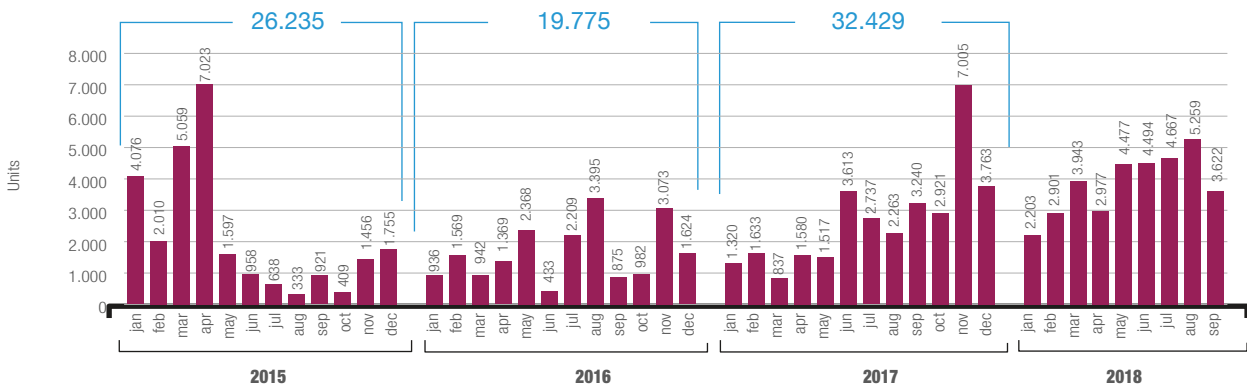


Source: Base de Matriculación del Servicio de Rentas Internas (SRI), 2018

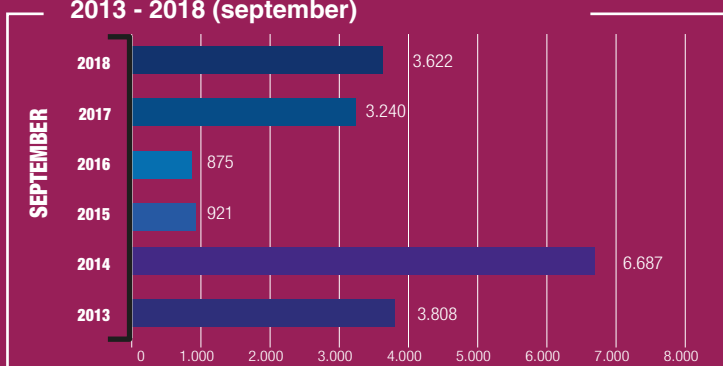


Motorcycle imports

Monthly motorcycle imports (units)



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



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%
	sep 2017	sep 2018
Inflation		
Annual	-0,03%	0,23%
Monthly	-0,15%	0,39%
Accumulated	0,04%	0,47%
Foreign trade		
Exports (FOB USD millions)	jan - sep 2017	jan - sep 2018
Total	14.043	16.267
Oil	4.979	6.756
Non-oil	9.064	9.511
Imports (FOB USD millions)	jan - sep 2017	jan - sep 2018
Total	13.787	16.275
Oil	2.317	3.154
Non-oil	11.470	13.122
Balance trade (FOB USD millions)	jan - sep 2017	jan - sep 2018
Total	256	-8
Oil	2.662	3.602
Non-oil	-2.406	-3.610
Oil	jan - sep 2017	jan - sep 2018
WTI (average price)	\$ 49,41	\$ 66,86
Foreign Currency Exchange	sep 2017	sep 2018
USD/EURO	0,85	0,86
USD/COP	2.939	2.986
USD/PEN	3,27	3,30
USD/BRL	3,19	3,99
Labor Market	sep 2017	sep 2018
Working-age population	11.879.564	12.139.763
Economically Active Population	8.181.049	8.266.443
Employed population	7.842.471	7.933.625
Appropriate Employment	3.303.565	3.274.463
Underemployment	1.679.858	1.605.884
Unpaid Employment	823.329	879.552
Other non-full Employment	2.020.779	2.124.567
Unclassified Employment	14.940	49.159
Unemployment	338.577	332.818
Economically Inactive Population	3.698.515	3.873.320

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

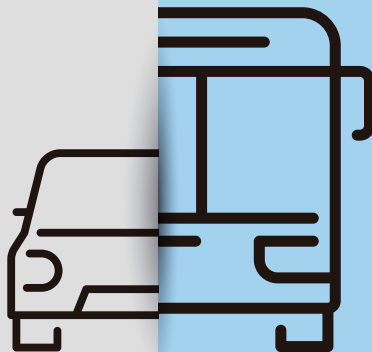


SUV

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%

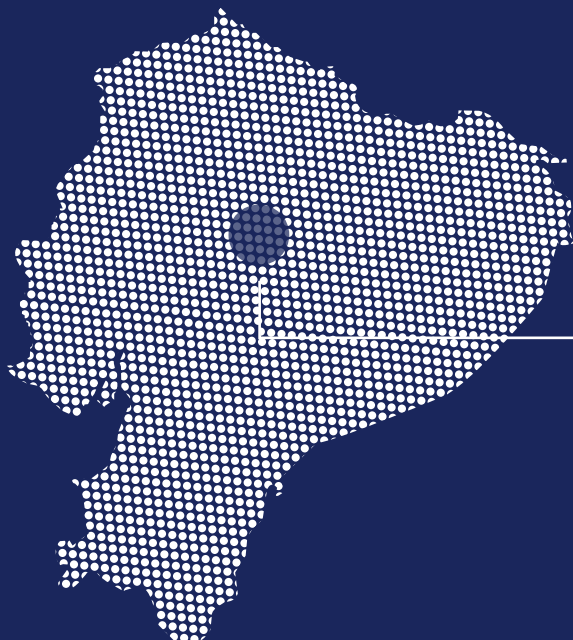
3,17%

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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