



# 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**

**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 - oct 2018):	-\$264 millones USD FOB
Average oil price WTI (jan - oct 2018):	\$67,25
Annual inflation (oct 2018):	0,33%
Annual GDP variation (jan - jun 2018 / 2017):	1,3%

Source: Banco Central del Ecuador (BCE), 2018



## Credit (january - october 2018)



**Regular consumption:**  
\$253 million USD



**Priority consumption:**  
\$2.157 million USD

Source: Superintendencia de Bancos, 2018



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



**Imports:**  
(January - October 2018)  
85.093  
units



**Production:**  
(January - June 2018)  
18.576  
units



**Exports:**  
(January - October 2018)  
1.087  
units



**Sales:**  
(January - November 2018)  
126.255  
units

\*Light vehicles: automobiles, pickups, SUV

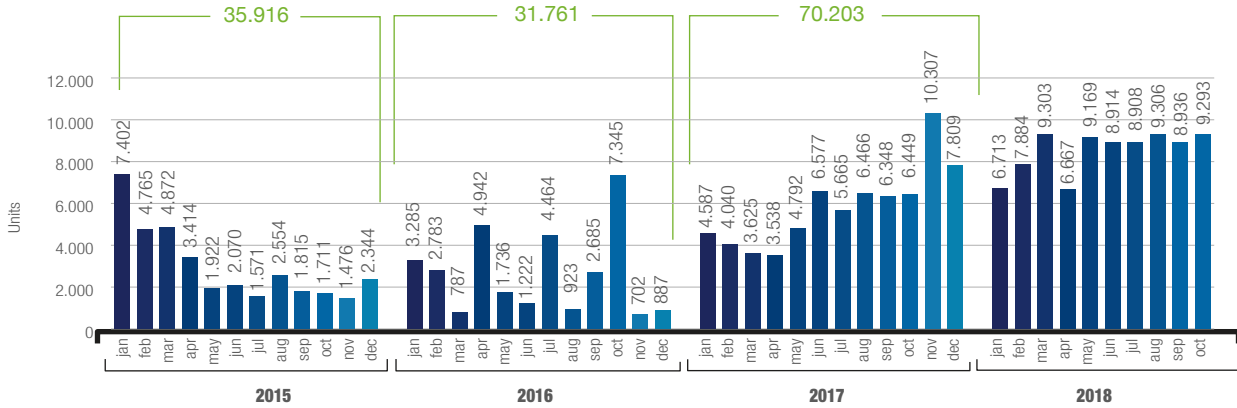
\*\*Commercial vehicles: VAN, trucks, buses

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

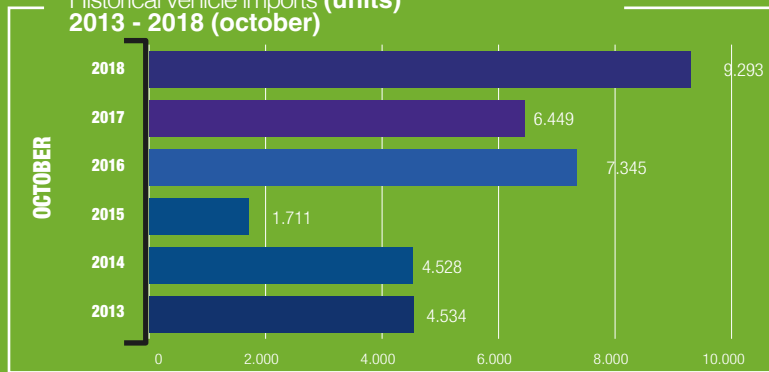


# Vehicle imports

Monthly vehicle imports (units)



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

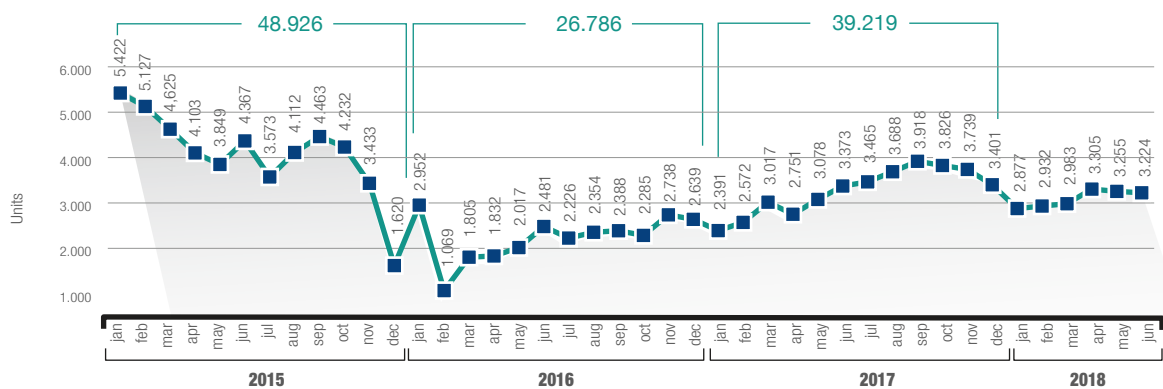


Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2018

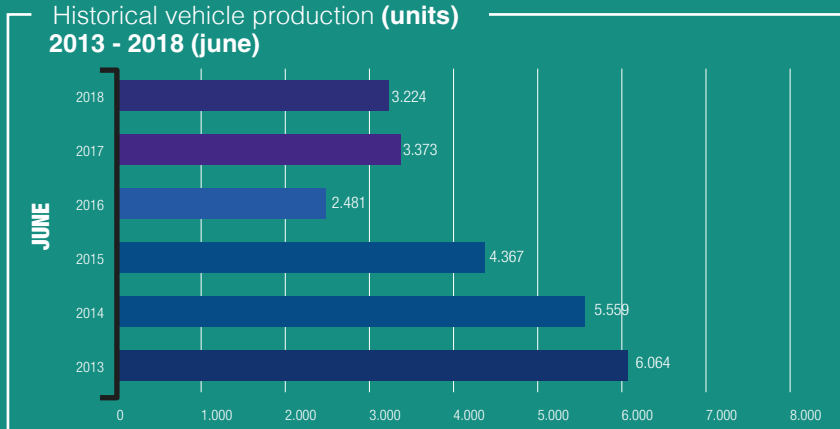


# Vehicle production\*

Monthly vehicle production (units)



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



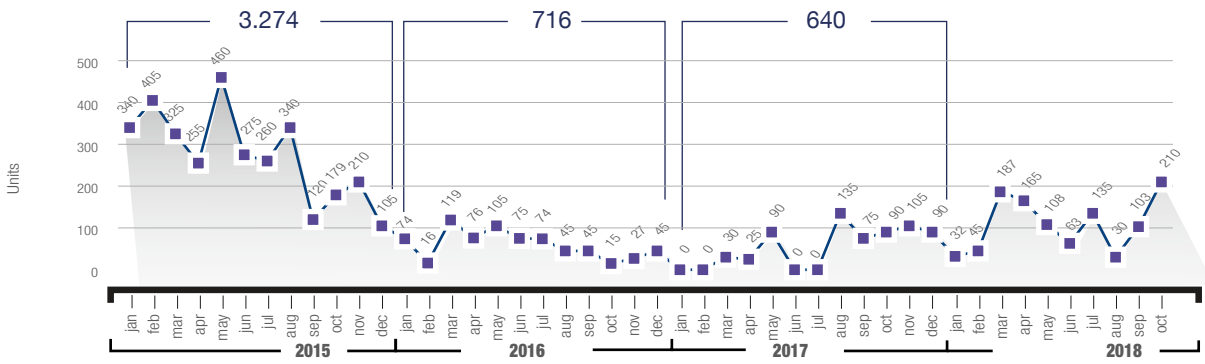
\*Does not include the production of CIAUTO assembly company.

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

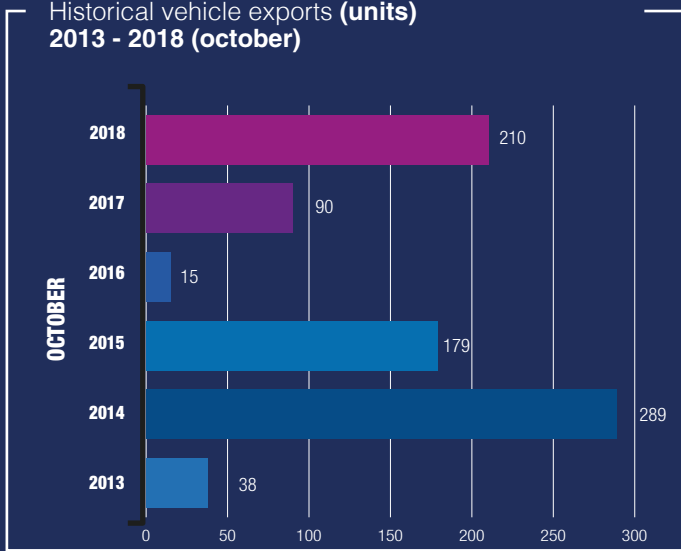


# Vehicle exports

Monthly vehicle exports (units)



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

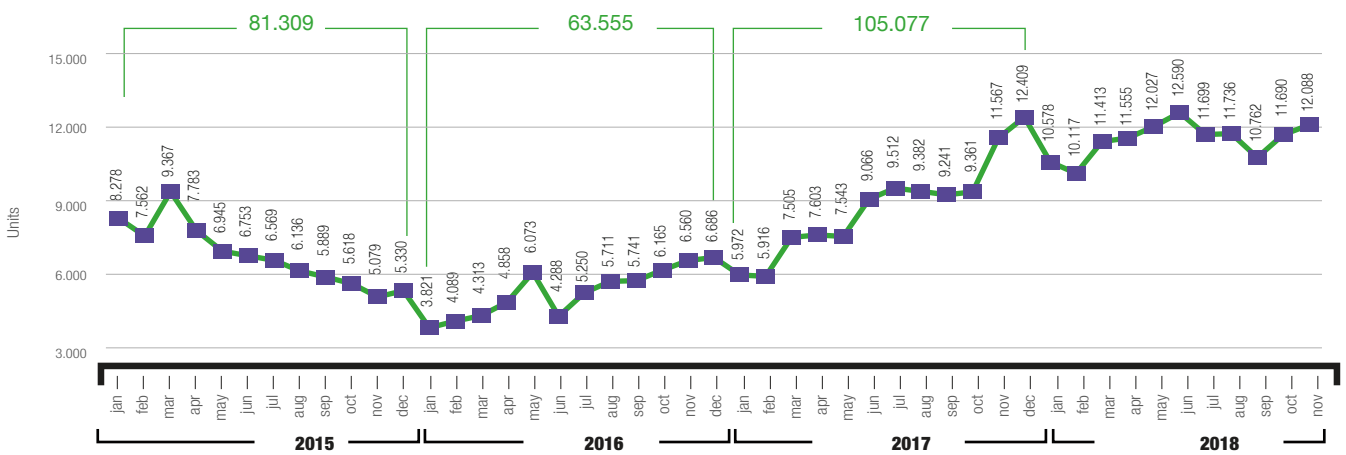


Source: Cámara de la Industria Automotriz del Ecuador CINAE, 2018

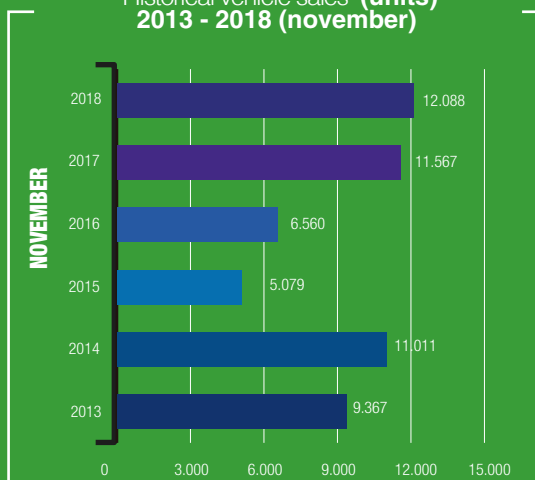


# Vehicle sales

Monthly vehicle sales (units)



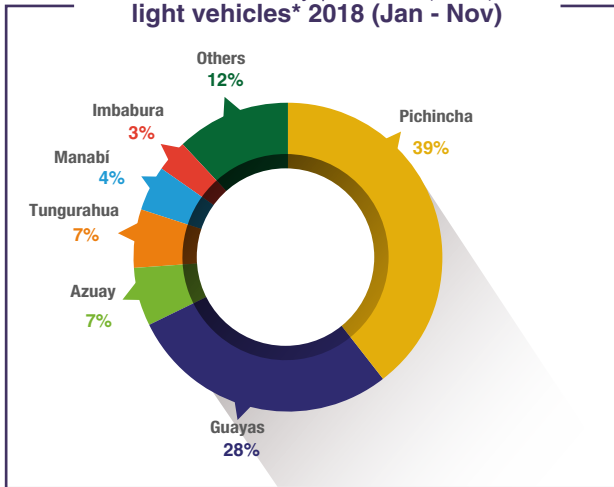
Historical vehicle sales (units) 2013 - 2018 (november)



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

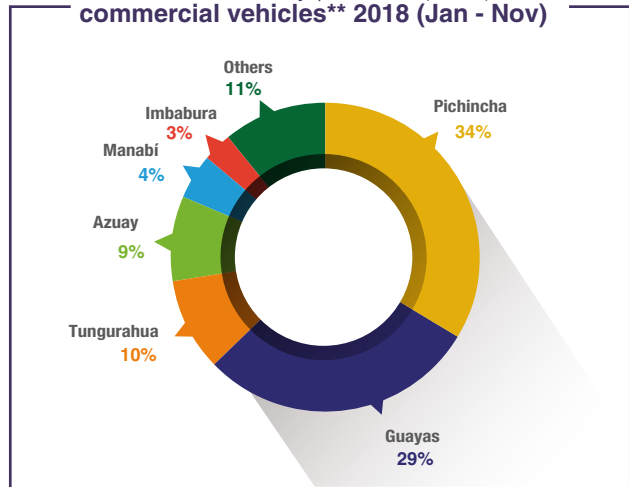
# Vehicle sales

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



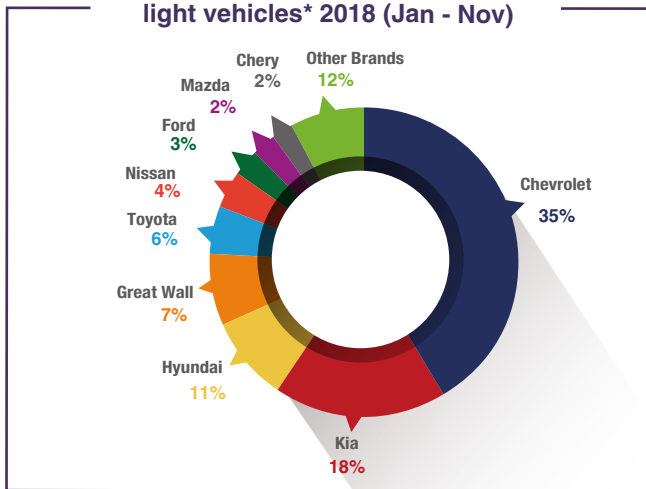
\*Light vehicles: automobiles, pickups, SUV

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



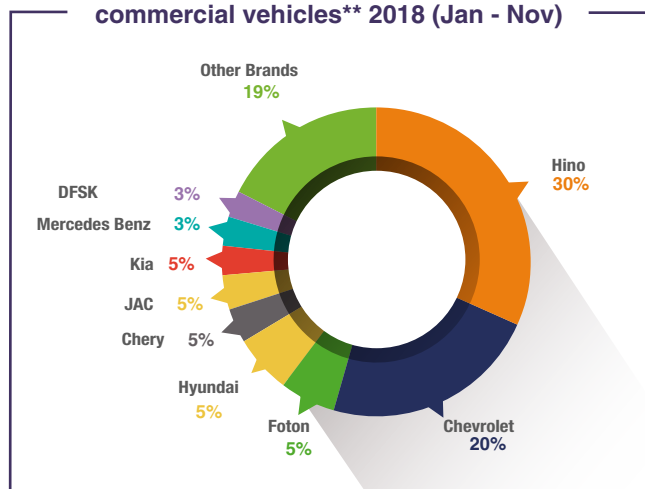
\*\*Commercial vehicles: VAN, trucks, buses

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



\*Light vehicles: automobiles, pickups, SUV

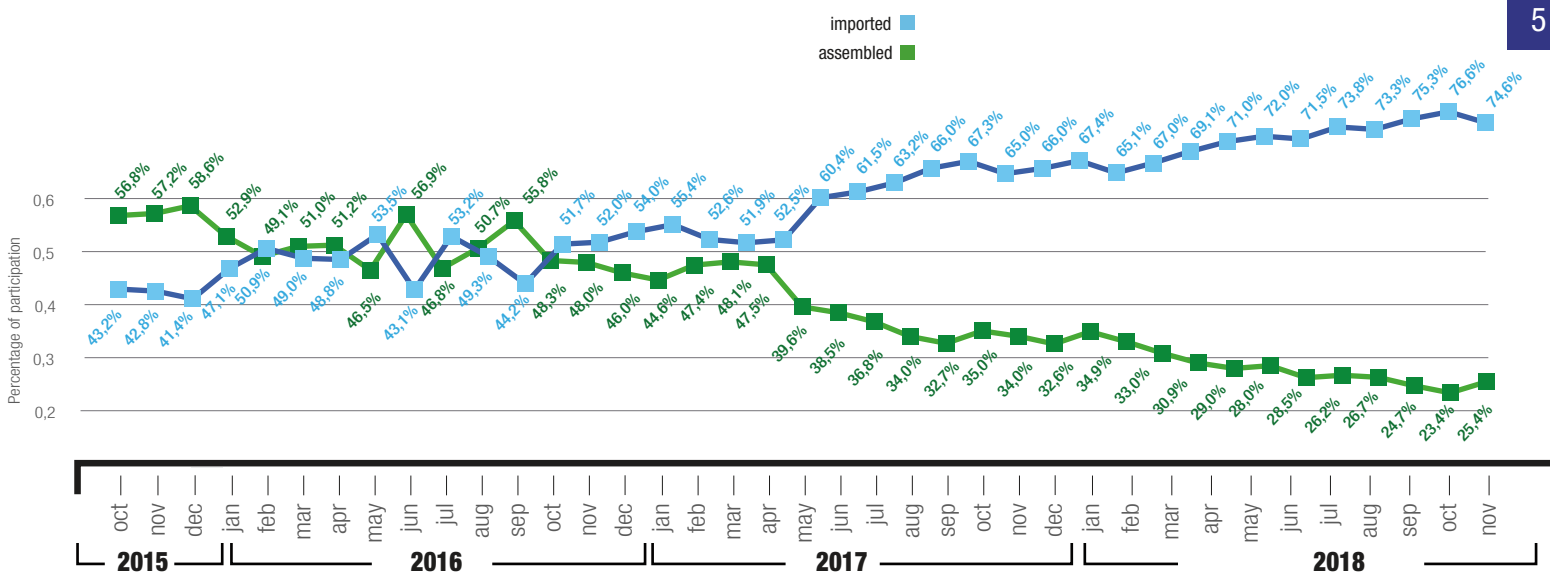
Market share by brand (units), commercial vehicles\*\* 2018 (Jan - Nov)



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

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

Market share. Imported vs assembled (units)



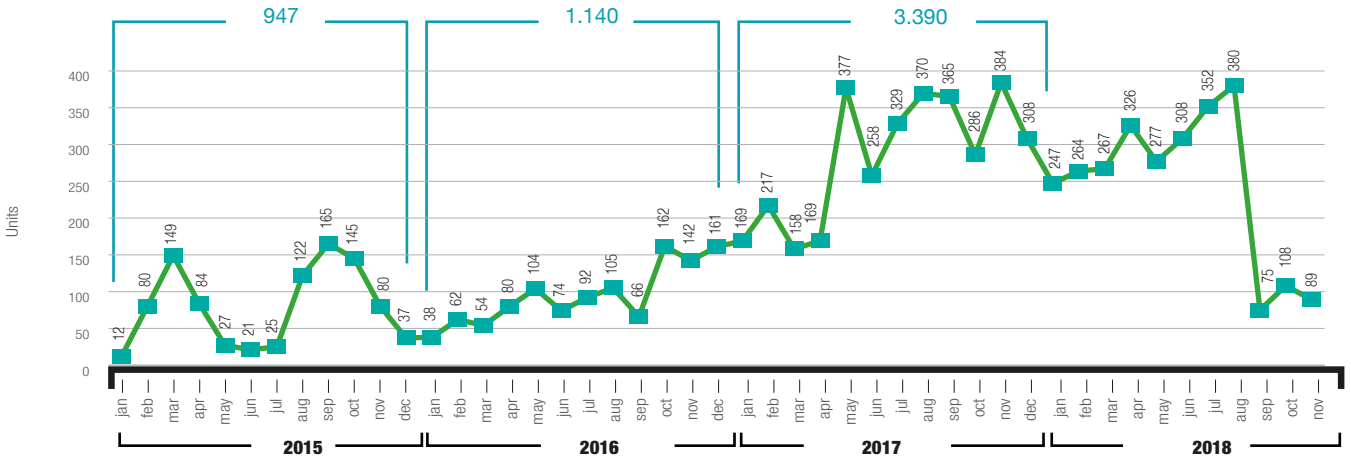


# New Technologies

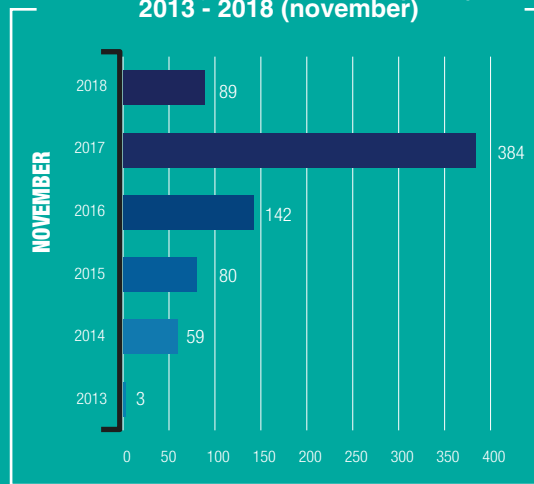


## Hybrid Vehicles

Monthly hybrid vehicle sales (units)



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

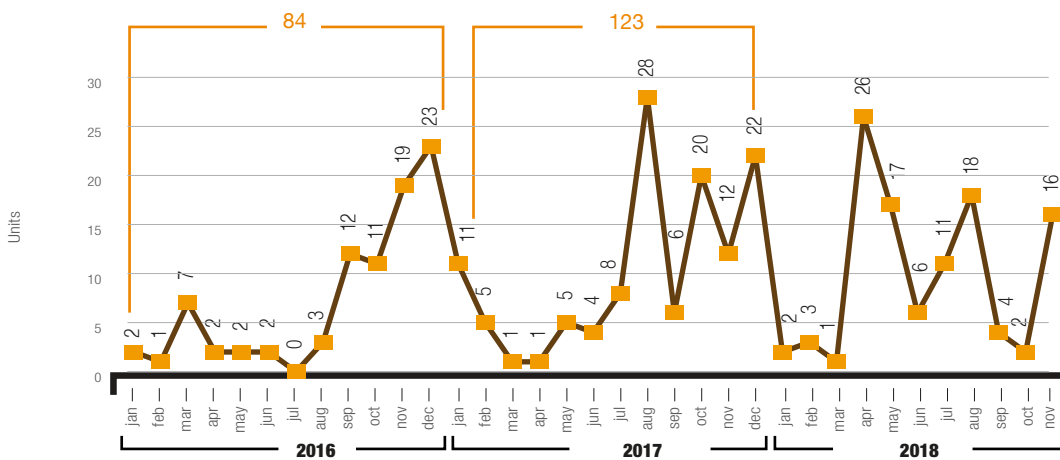


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018

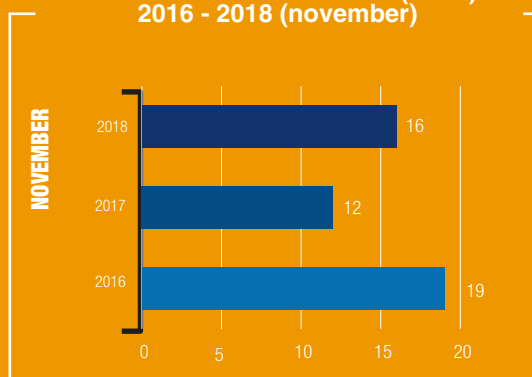


## Electric Vehicles

Monthly electric vehicle sales (units)



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

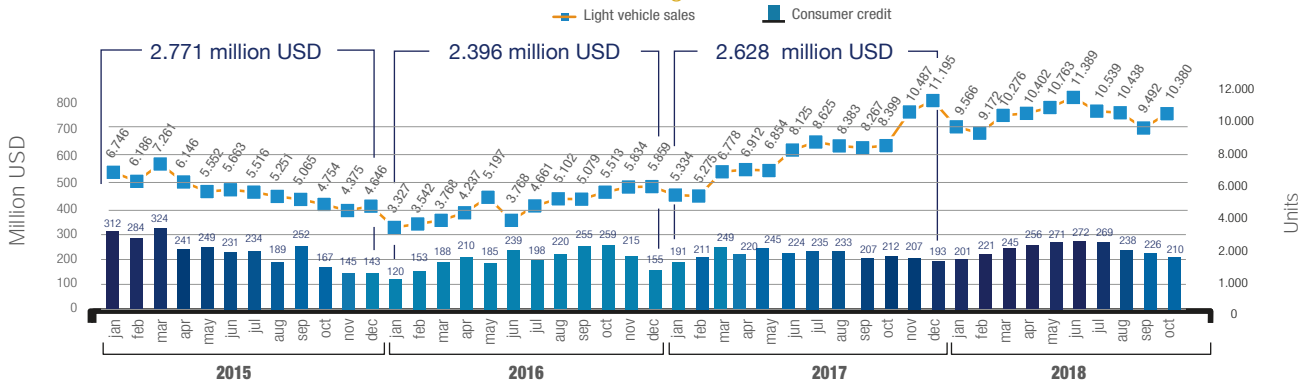


Source: Asociación de Empresas Automotrices del Ecuador (AEADE), 2018; AUTOPLUS, 2018



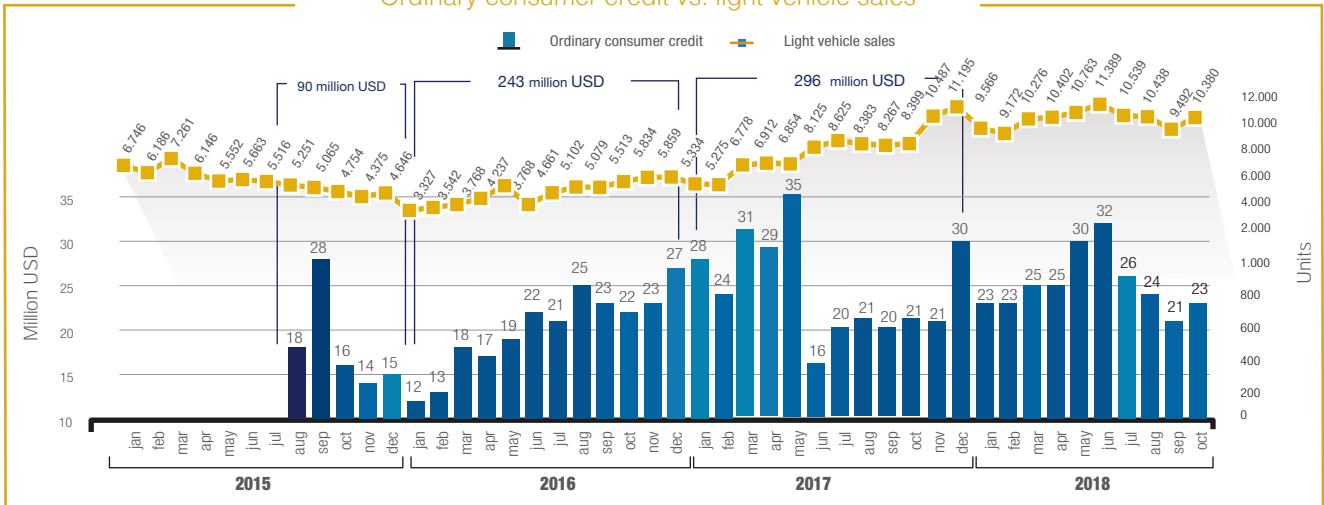
# Credit

Consumer credit vs. light vehicle sales\*



\*Light vehicles: automobiles, pickups, SUV

Ordinary consumer credit vs. light vehicle sales\*

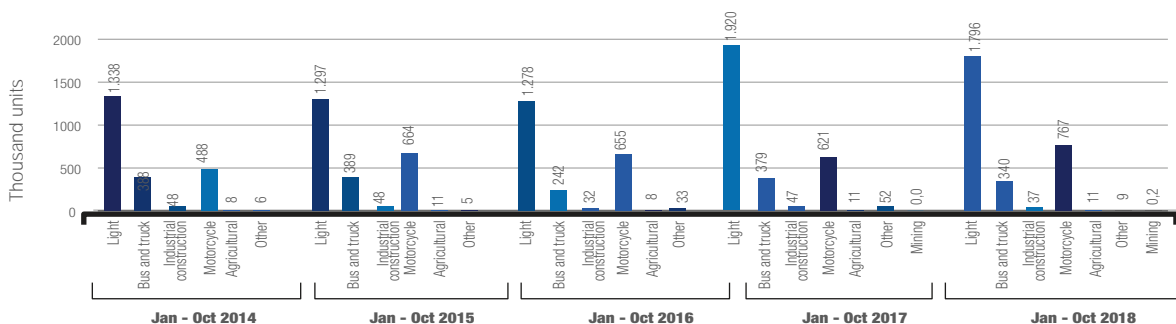


\*Light vehicles: automobiles, pickups, SUV

Source: Superintendencia de Bancos, 2018

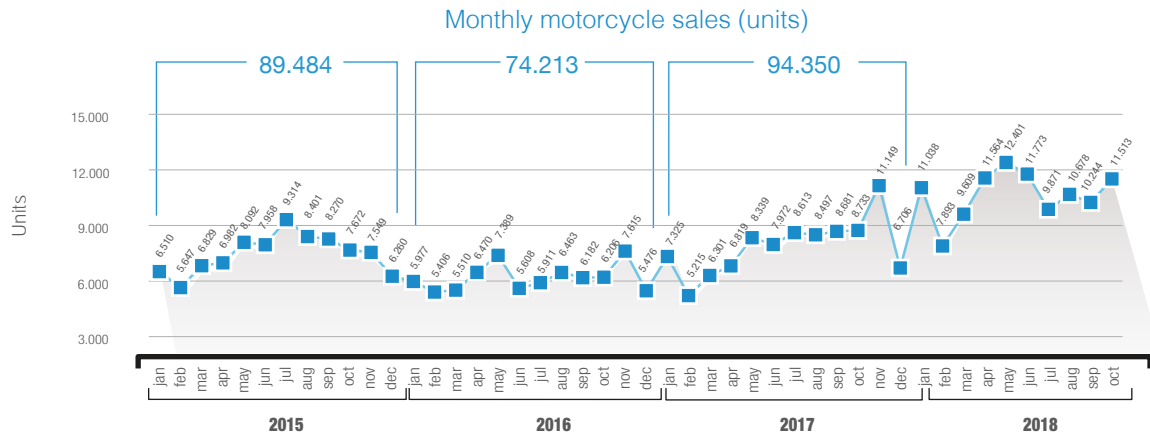
# Tires

Total tires imports by segment (thousand units)

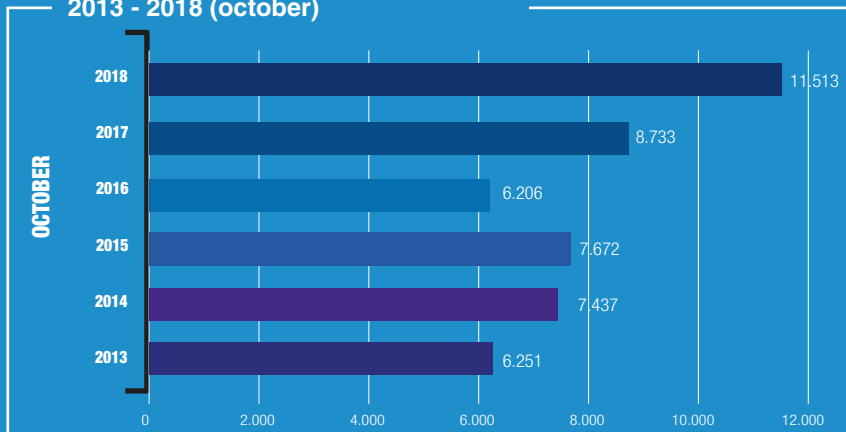




# Motorcycle sales



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

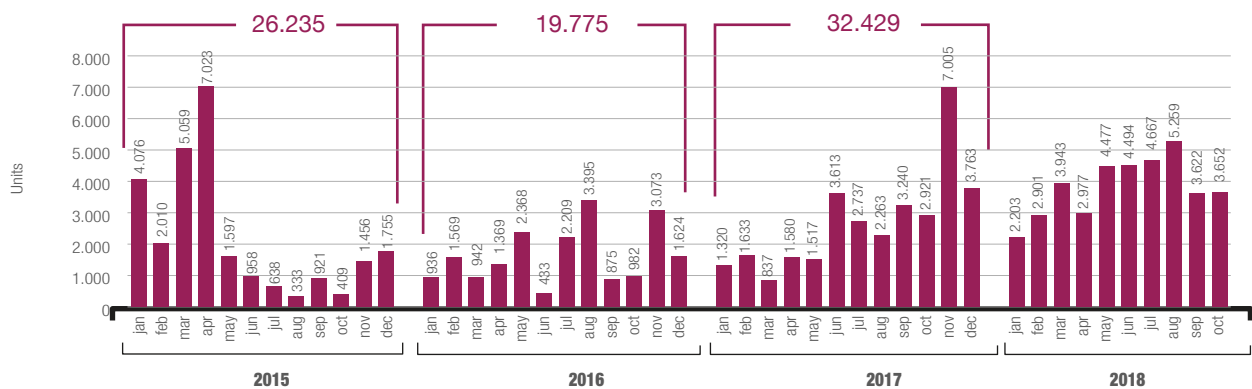


Source: Base de Matriculación del Servicio de Rentas Internas (SRI), 2018

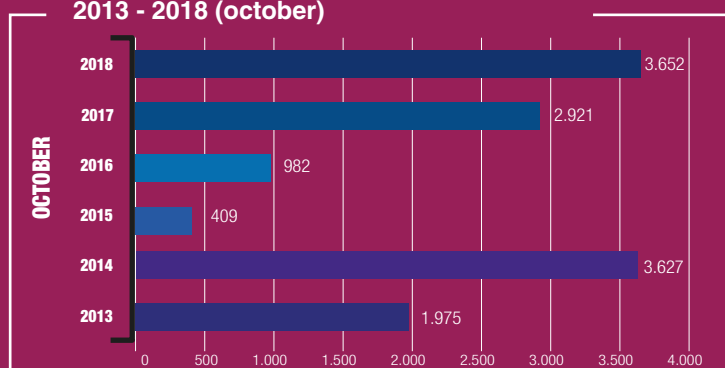


# Motorcycle imports

Monthly motorcycle imports (units)



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



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



# Macroeconomic figures

<b>GDP</b>	<b>jan - jun 2017</b>	<b>jan - jun 2018</b>
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%
	<b>oct 2017</b>	<b>oct 2018</b>
<b>Inflation</b>		
Annual	-0,09%	0,33%
Monthly	-0,14%	-0,05%
Accumulated	-0,10%	0,42%
<b>Foreign trade</b>		
Exports (FOB USD millions)	<b>jan - oct 2017</b>	<b>jan - oct 2018</b>
Total	15.719	18.235
Oil	5.595	7.597
Non-oil	10.124	10.638
Imports (FOB USD millions)	<b>jan - oct 2017</b>	<b>jan - oct 2018</b>
Total	15.534	18.498
Oil	2.620	3.665
Non-oil	12.915	14.834
Balance trade (FOB USD millions)	<b>jan - oct 2017</b>	<b>jan - oct 2018</b>
Total	184	-264
Oil	2.975	3.932
Non-oil	-2.791	-4.196
	<b>jan - oct 2017</b>	<b>jan - oct 2018</b>
<b>Oil</b>		
WTI (average price)	\$ 49,63	\$ 67,25
	<b>oct 2017</b>	<b>oct 2018</b>
<b>Foreign Currency Exchange</b>		
USD/EURO	0,86	0,88
USD/COP	3.023	3.206
USD/PEN	3,25	3,36
USD/BRL	3,27	3,69
	<b>sep 2017</b>	<b>sep 2018</b>
<b>Labor Market</b>		
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**

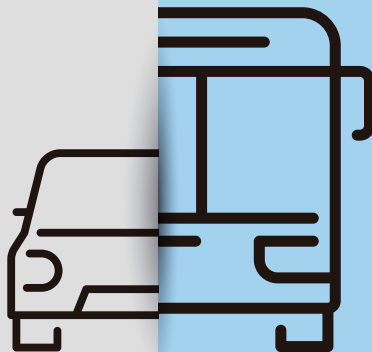


SUV

**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%**

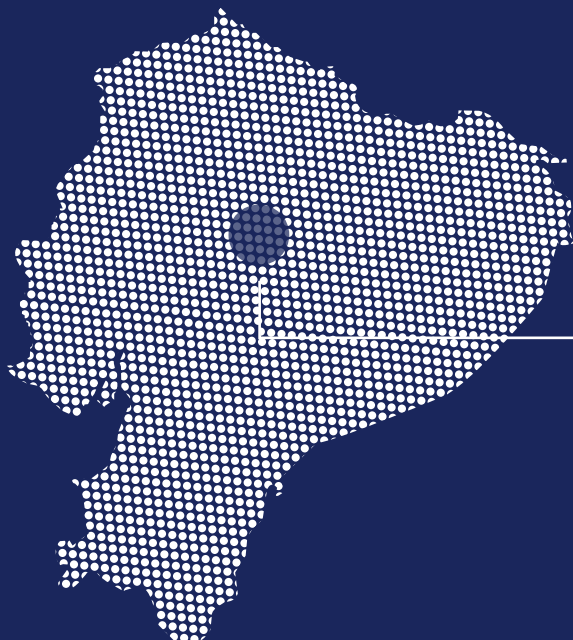
**3,17%**

**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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