



# AUTOMOTIVE SECTOR

in figures

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Núñez De Vela E 3-13 y Atahualpa  
Torre del Puente Building, 10th floor

Phone: 02 226 9052 / 226 9056

226 4925 / 226 4927

Quito - Ecuador

# AUTOMOTIVE SECTOR

in figures

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**Vehicle manufacturing**

Activities	# workers
Manufacture of motor vehicles, bodies (coachwork) for motor vehicles, trailers and semi-trailers	8.728
Manufacture of parts and accessories for motor vehicles	2.645
<b>Subtotal</b>	<b>11.373</b>



**Employment 2019**

**Total Employment 2019: 182.491**

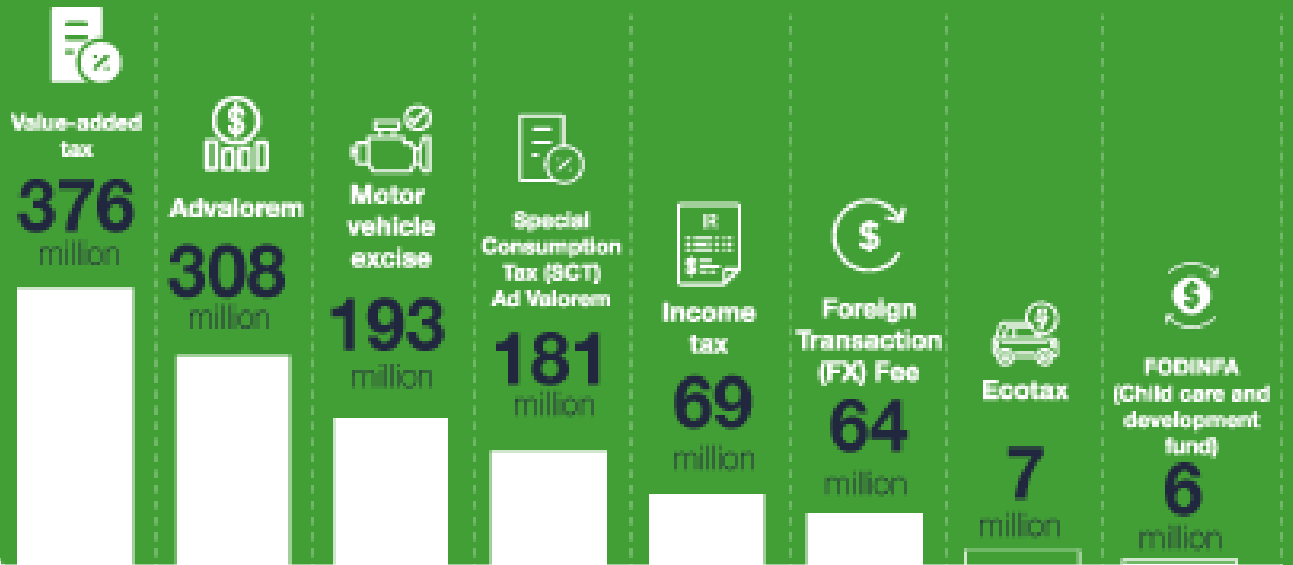
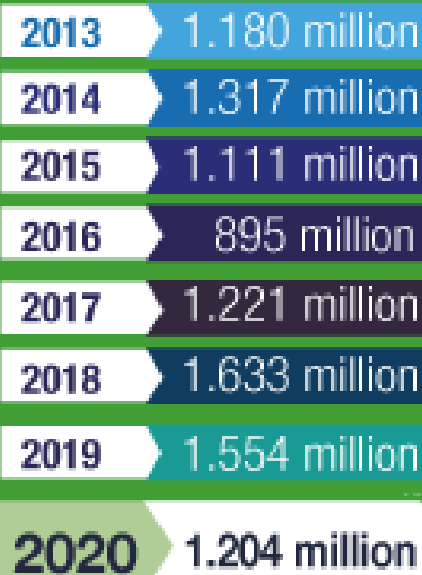
Source: Encuesta Nacional de Empleo, Desempleo y Subempleo. (ENEMDU), 2019



**Vehicle and motorcycle sale, maintenance and repair**

Activities	# workers
Sale of motor vehicles	16.662
Maintenance and repair of vehicles	110.552
Sale of motor vehicles parts and accessories	32.531
Sale, maintenance and repair of motorcycles	11.373
<b>Subtotal</b>	<b>171.118</b>

**Taxes (Importing and Assemblers Companies)**



1 Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2021; Servicio de Rentas Internas (SRI), 2021

## Macroeconomic Indicators

Total trade balance	(Jan-Dec 2020)	3,240 USD millions FOB
Average oil price WTI	(Jan-Dec 2020)	39.36 USD
Annual inflation	(Jan 2021)	-1.04%
Annual GDP variation	(Jan-Sep 2020)	-7.7 %

Source: Banco Central del Ecuador (BCE), 2021

## Credit (Jan - Jun 2020)



**Ordinary consumption:**  
USD 155 millions



**Priority consumption:**  
USD 1.477 millions

Source: Superintendencia de Bancos, 2021

## Light vehicles\* and commercial vehicles\*\* market



**Imports (CBU):**  
Jan 2021  
5.534  
units



**Assembled vehicles sales:**  
Jan 2021  
918  
units



**Exports:**  
Jan 2021  
22  
units



**Total sales:**  
Jan 2021  
8.491  
units

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

Source: Servicio Nacional de Aduana del Ecuador (SENAE), 2021;  
Asociación de Empresas Automotrices del Ecuador (AEADE), 2021

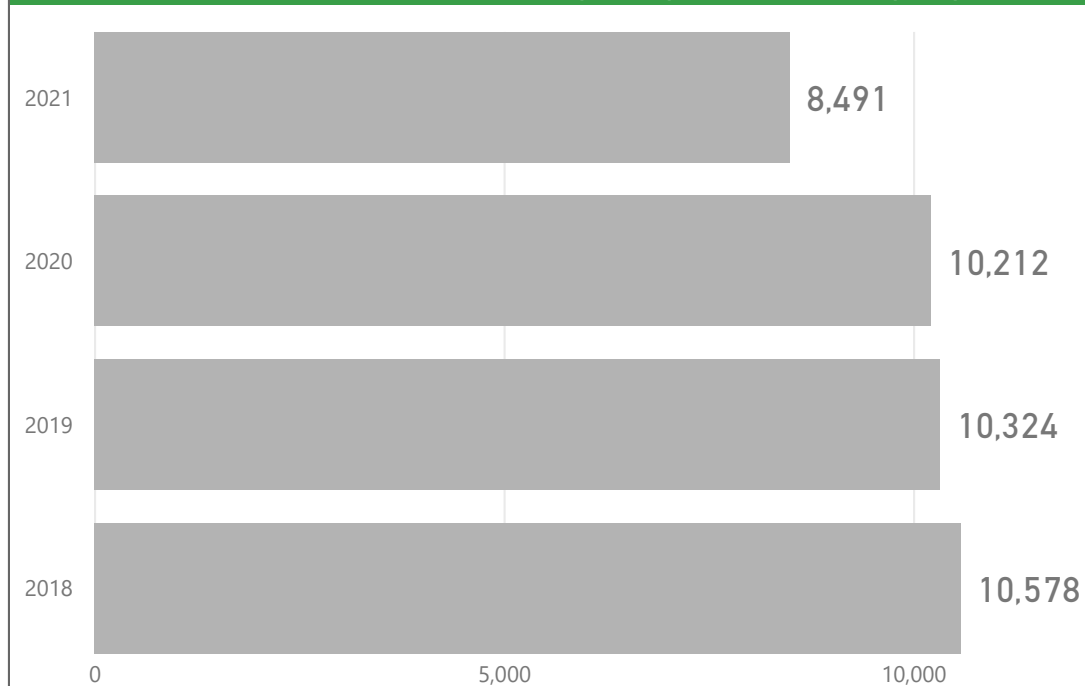


# Vehicles Sales

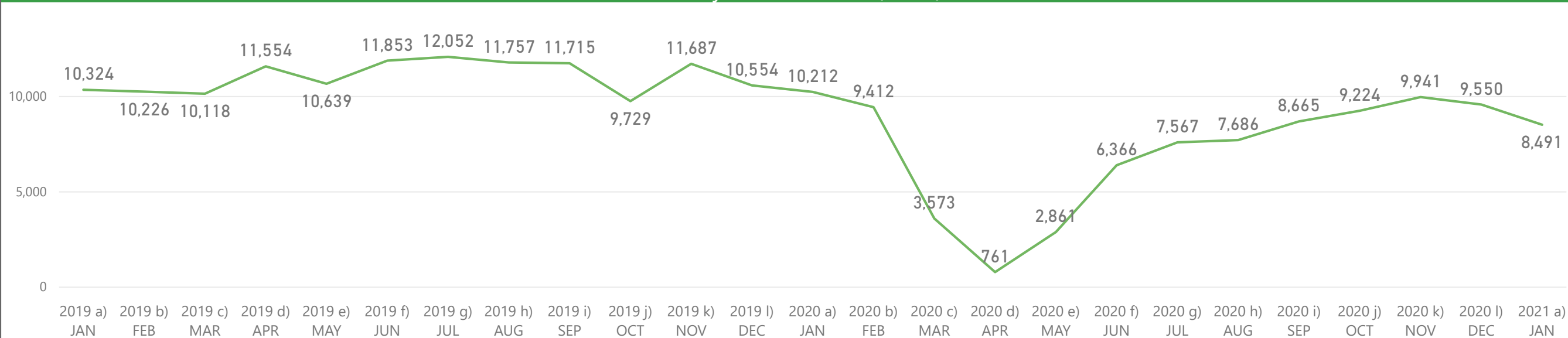
## Vehicle Sales by Segments

Segments	Jan 21	Jan 20	Var Jan 21/20	Var Jan 21/Dec 20
SUV	3,411	3,525	-3.2 %	-14.2 %
AUTOMOBILE	2,700	4,146	-34.9 %	-10.0 %
PICK UP	1,363	1,376	-0.9 %	-11.0 %
TRUCK	731	695	5.2 %	-6.9 %
VAN	266	392	-32.1 %	9.0 %
BUS	20	78	-74.4 %	33.3 %
<b>Total</b>	<b>8,491</b>	<b>10,212</b>	<b>-16.9 %</b>	<b>-11.1 %</b>

## Historical Vehicle Sales (units) 2018-2021 (Jan)



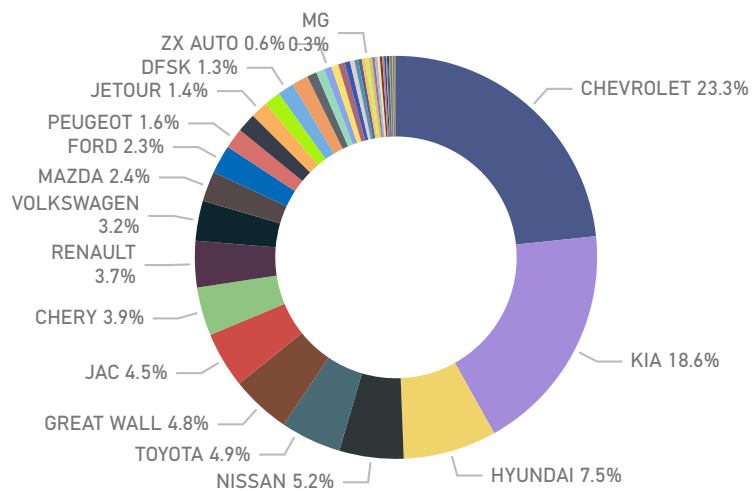
## Monthly Vehicle Sales (units)



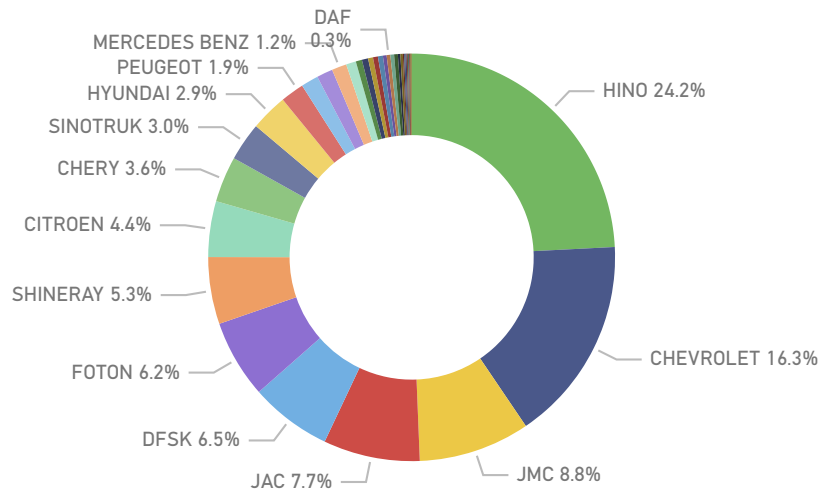


# Vehicles Sales

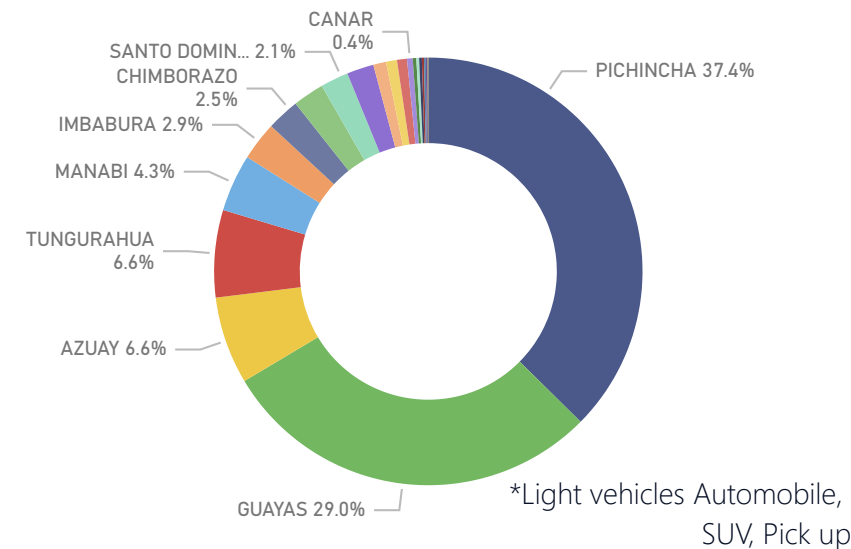
Markets Share by Brand Light Vehicles\* 2021 (Jan)



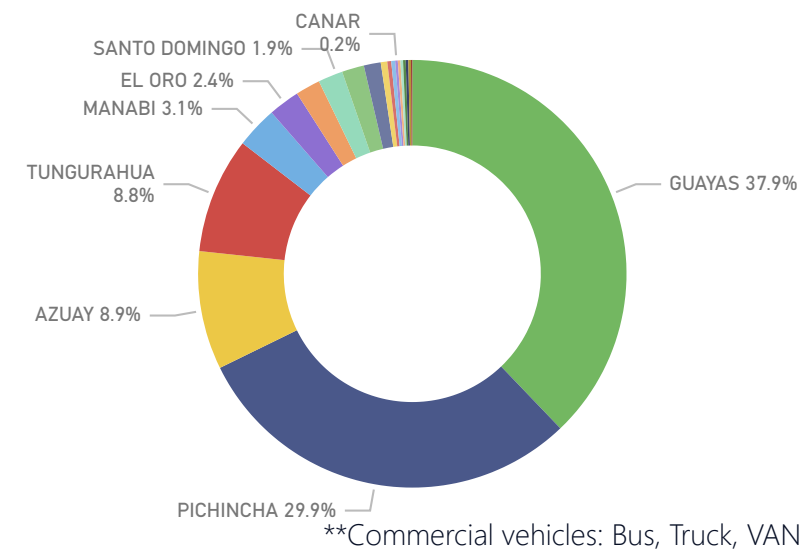
Market Share by Brand Commercial Vehicles\*\* 2021 (Jan)



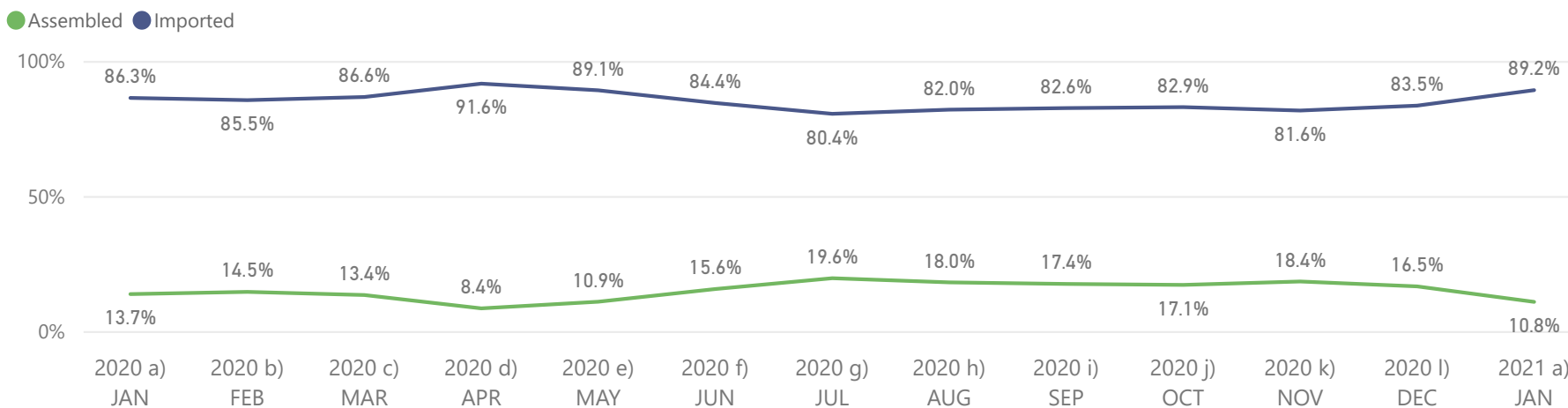
Market Share by Province (units) Light Vehicles\* 2021 (Jan)



Market Share by Province (units) Commercial Vehicles\*\* 2021 (Jan)



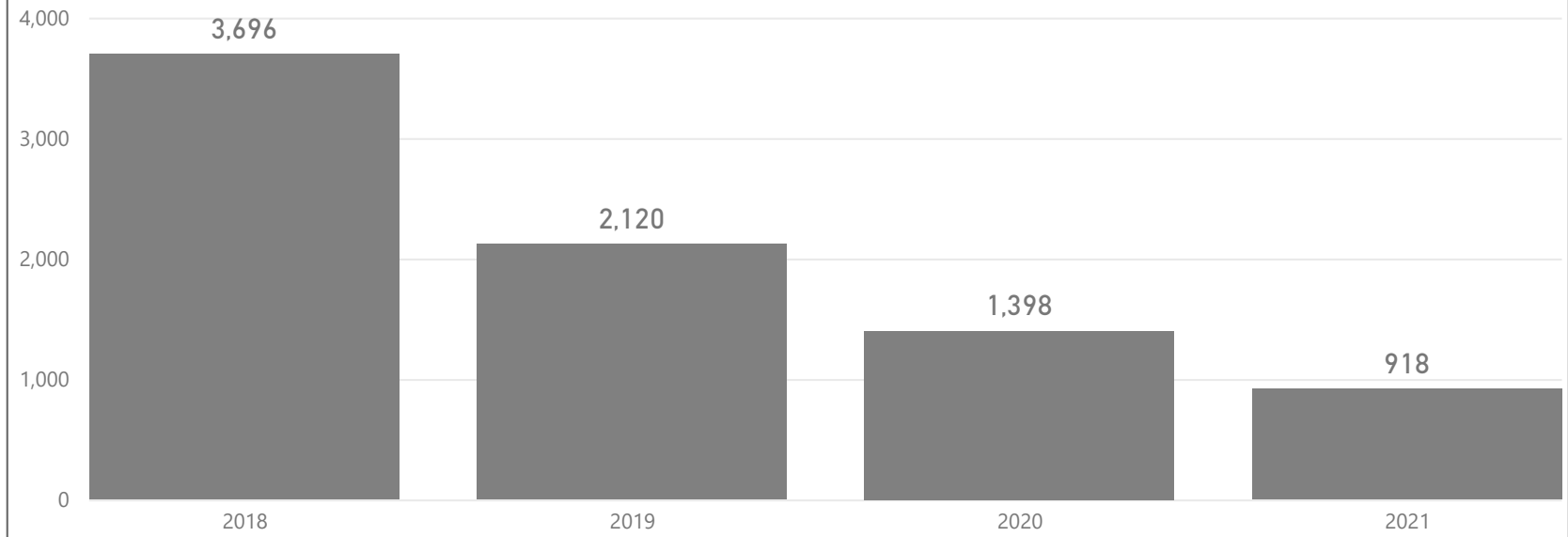
Market Share: Imported vs. Assembled (% Share)





## Assembled Vehicle Sales

### Historical Sales of Assembled Vehicles (units) 2018-2021 (Jan)



### Monthly Sales of Assembled Vehicles in Ecuador (units)

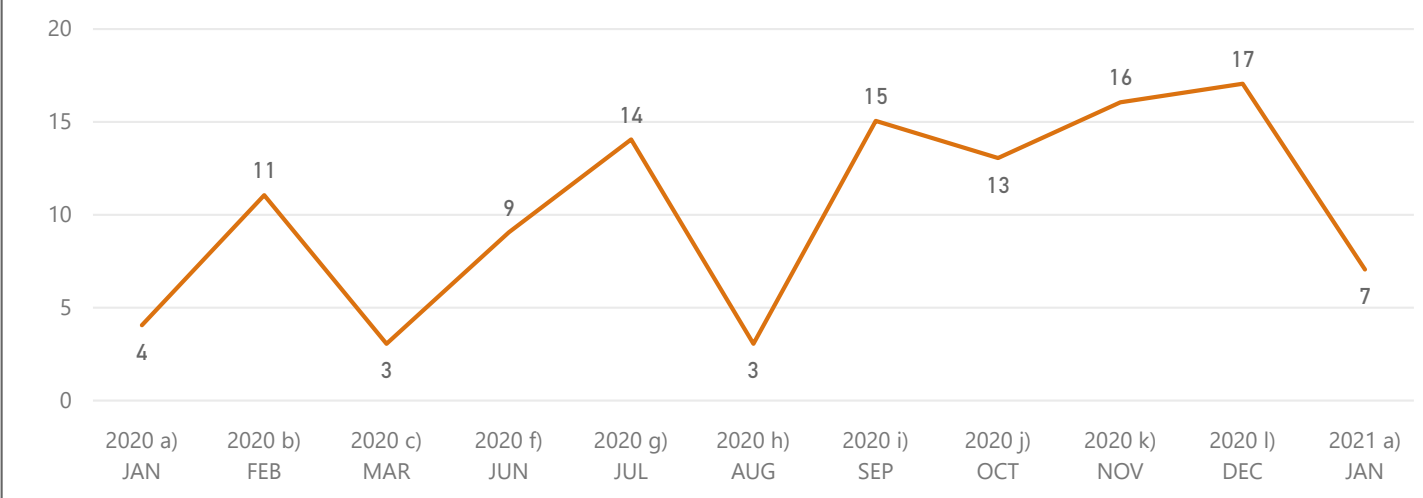


**New technologies**

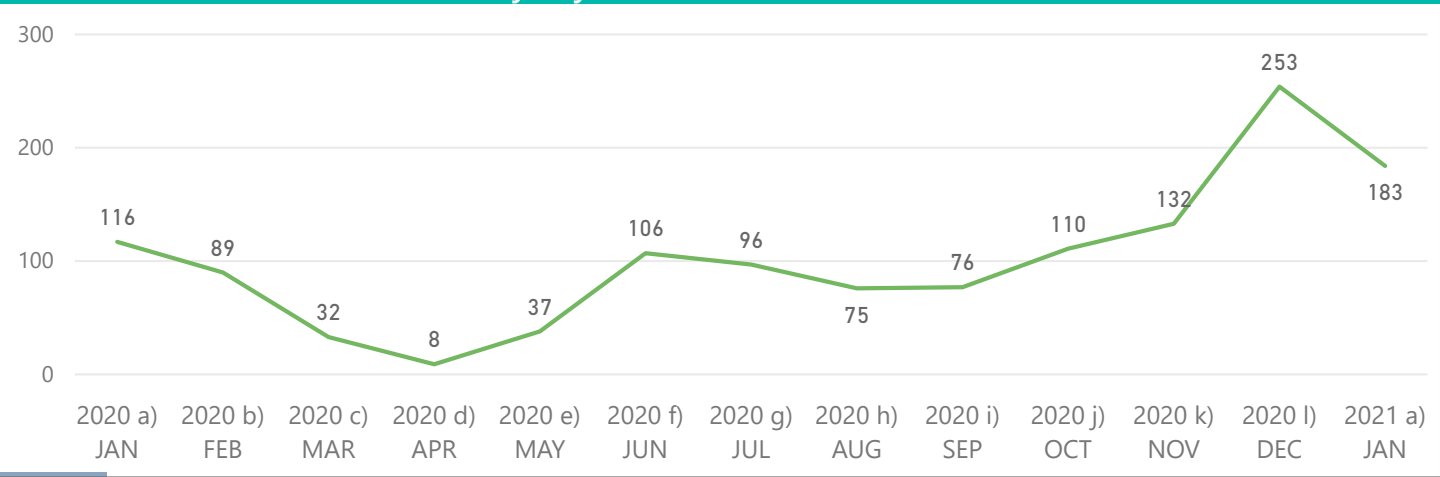
**Electric Vehicles**

**Hybrid Vehicles**

**Monthly Electric Vehicles Sales (units)**



**Monthly Hybrid Vehicles Sales (units)**

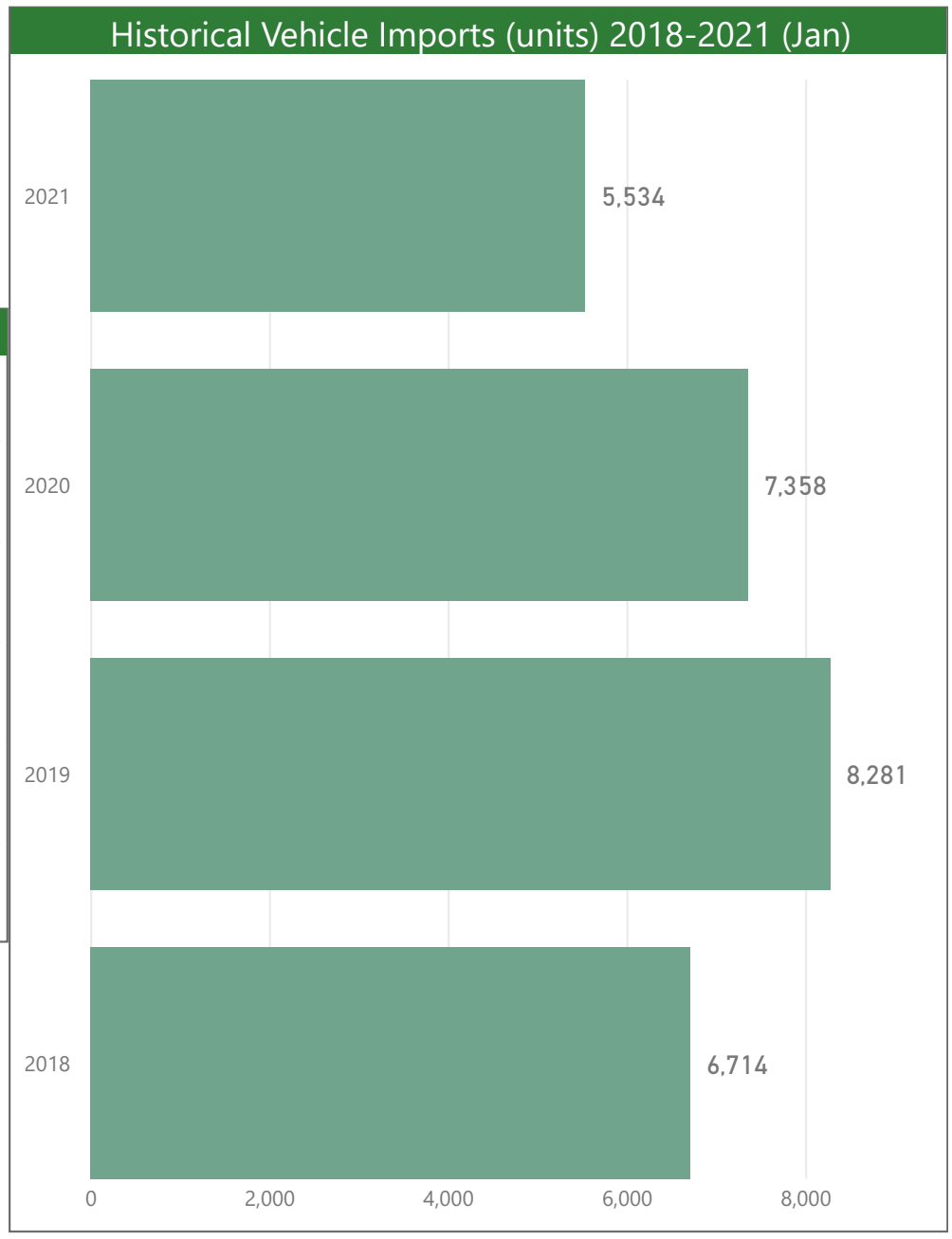
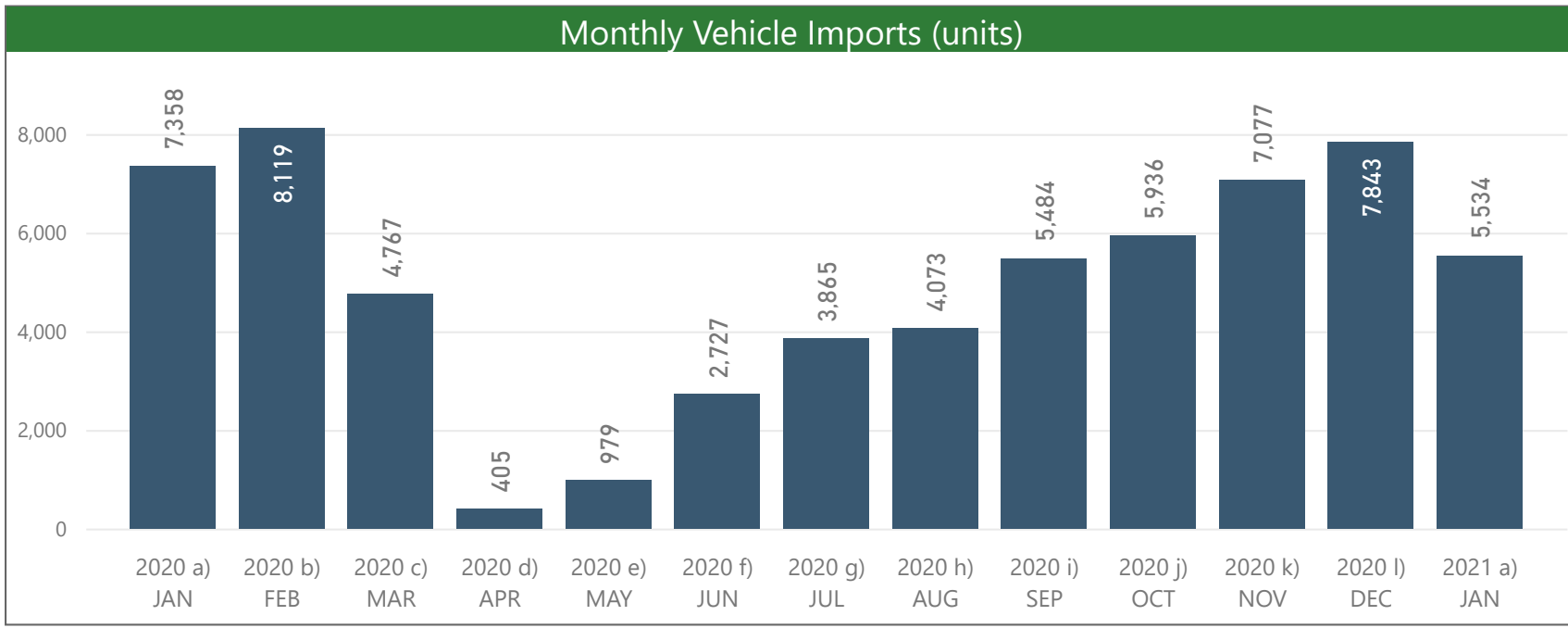


PS: In April and May 2020 there were no sales of electric vehicles

Source: AUTOPLUS - Asociación de Empresas Automotrices del Ecuador (AEADE).

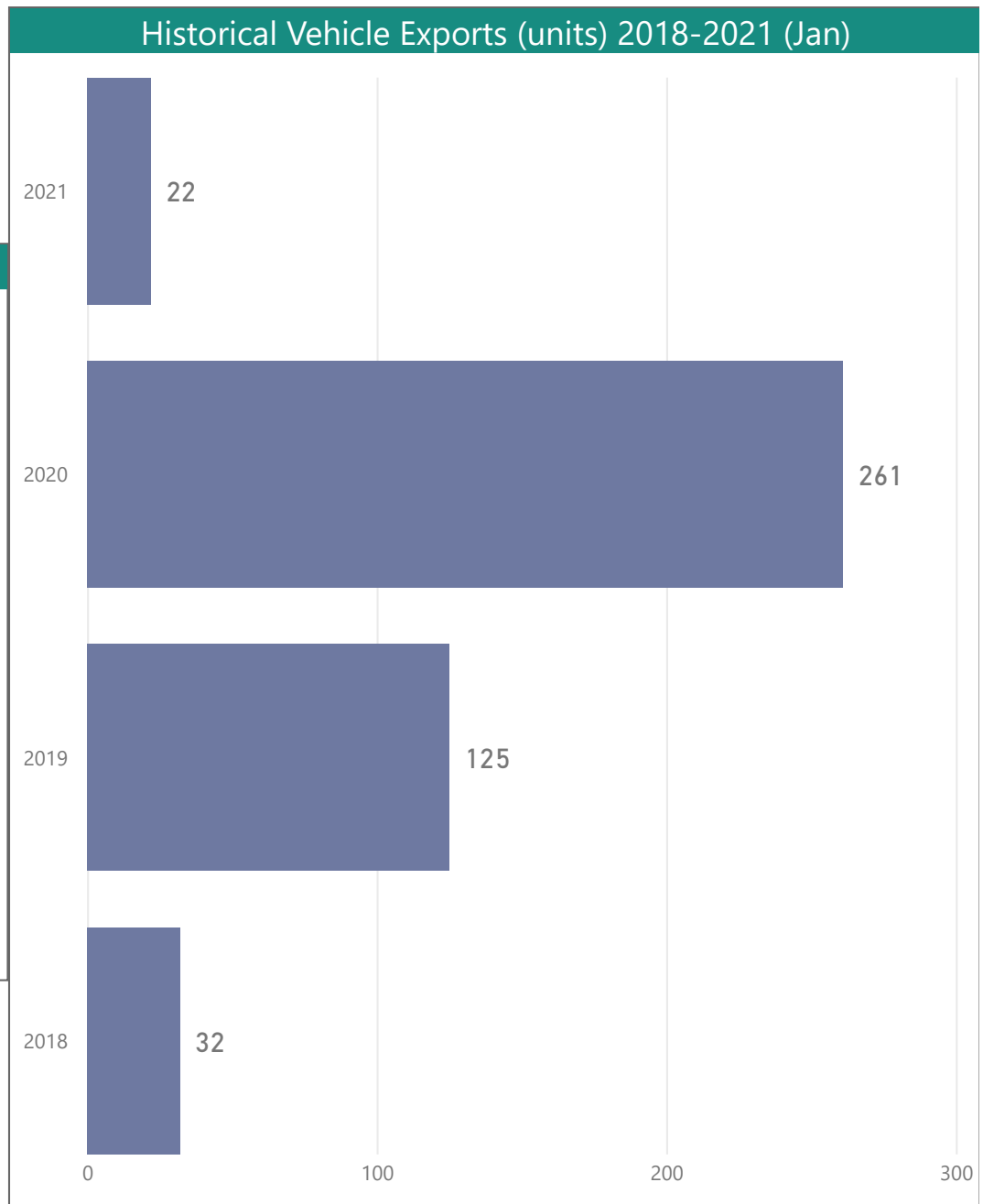
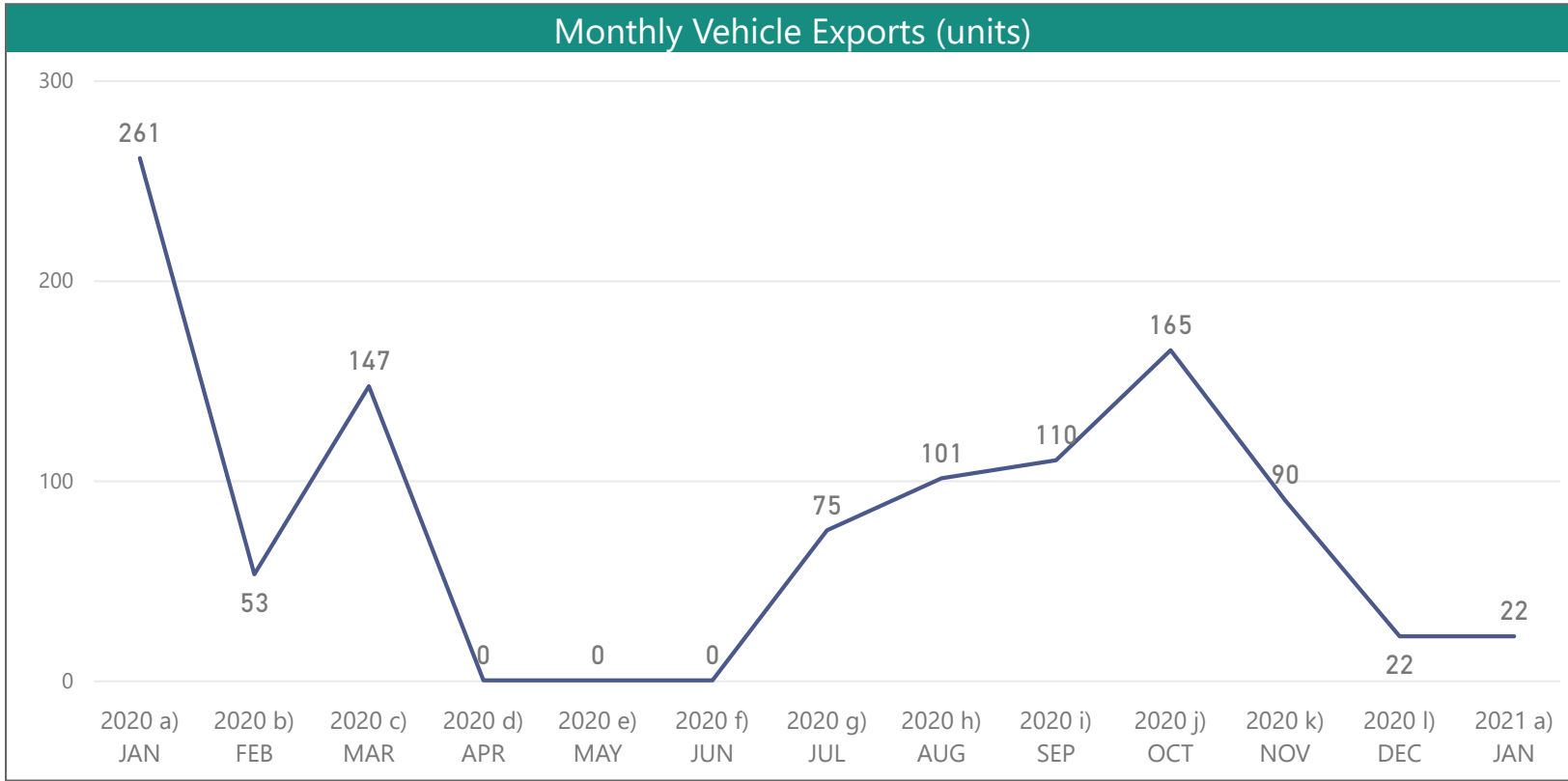


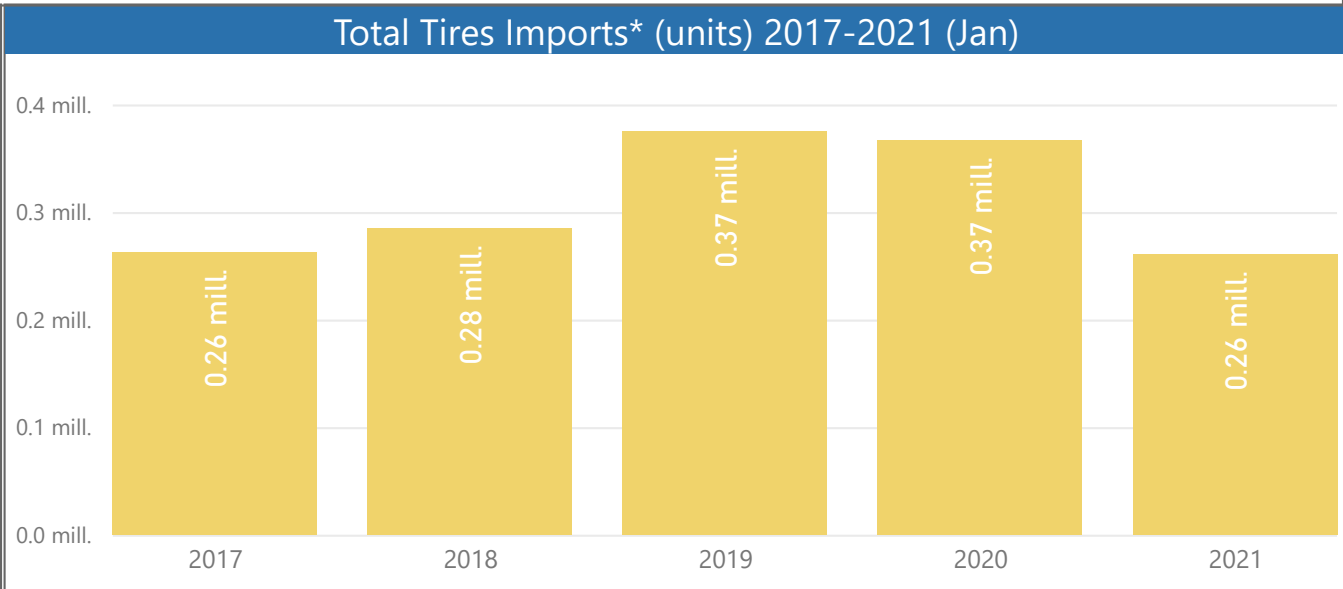
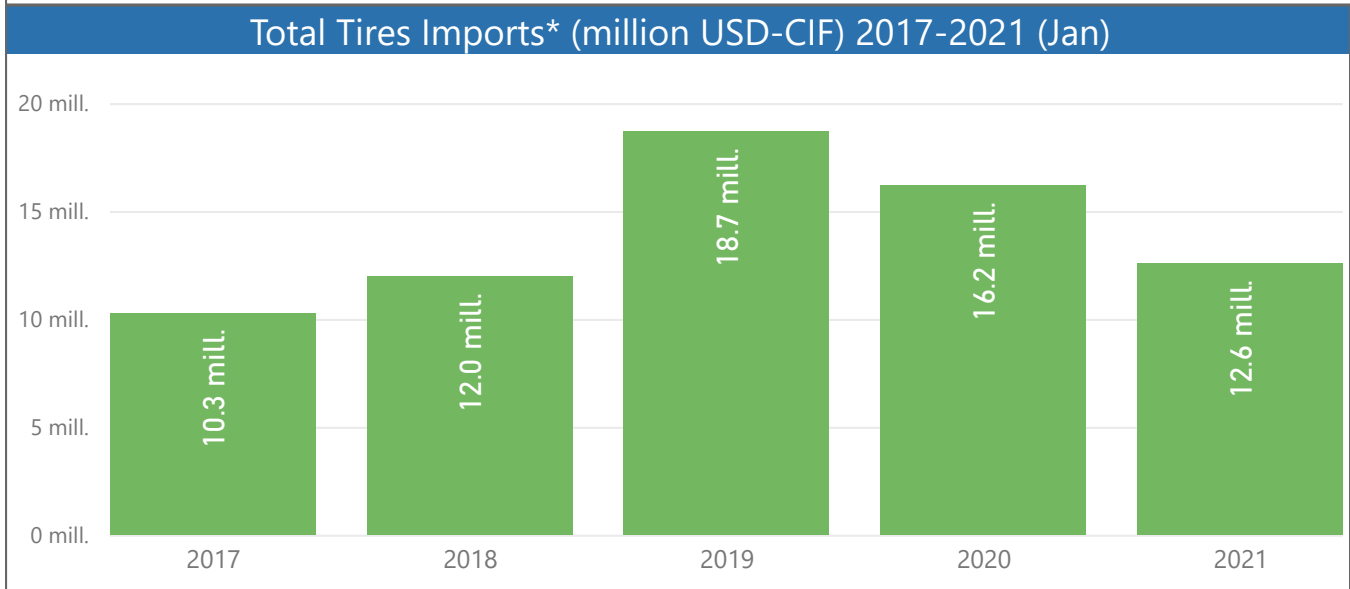
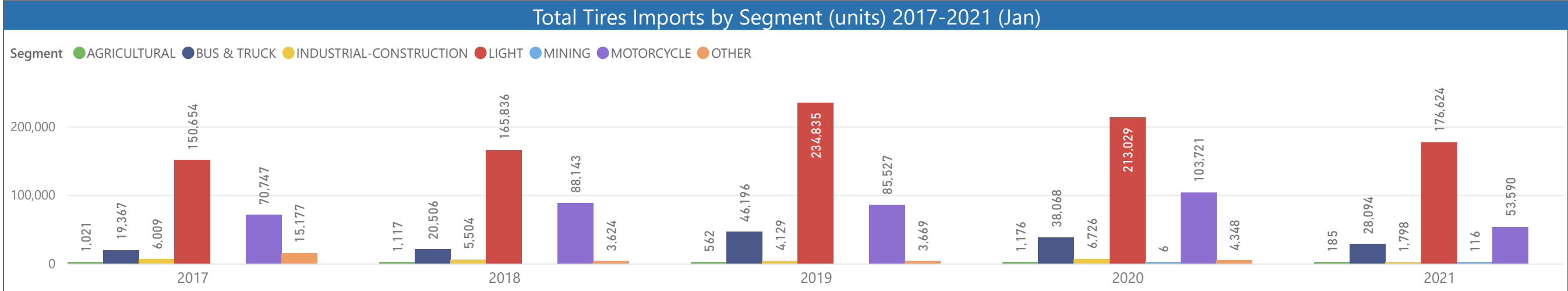
**Vehicle Imports**





# Vehicle Exports

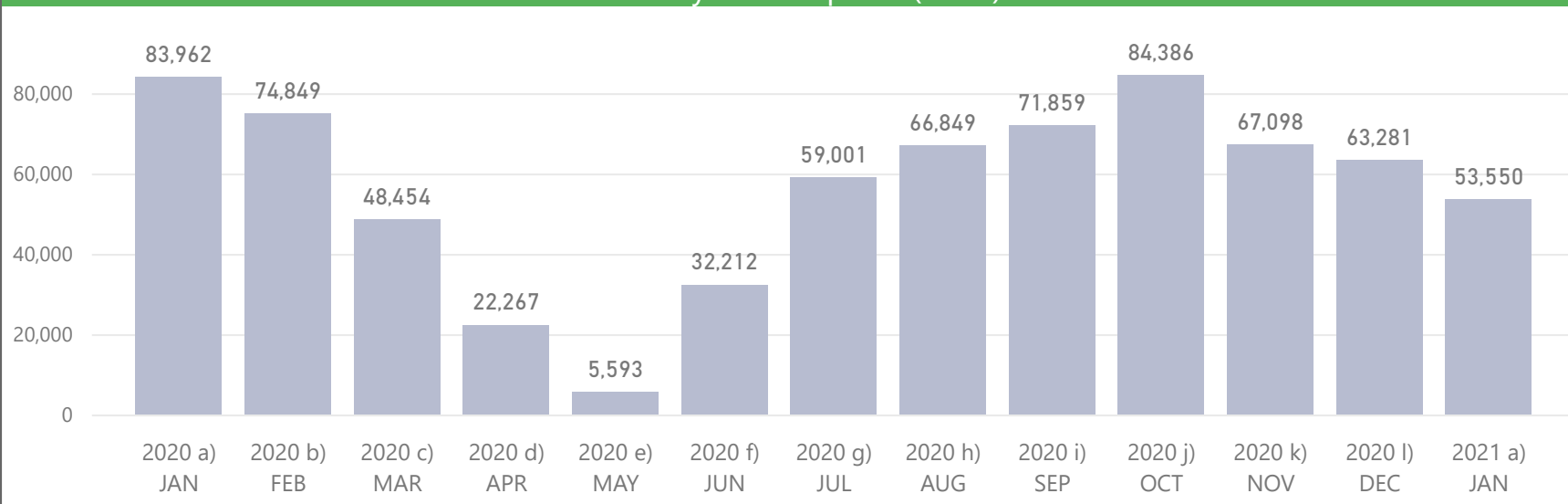




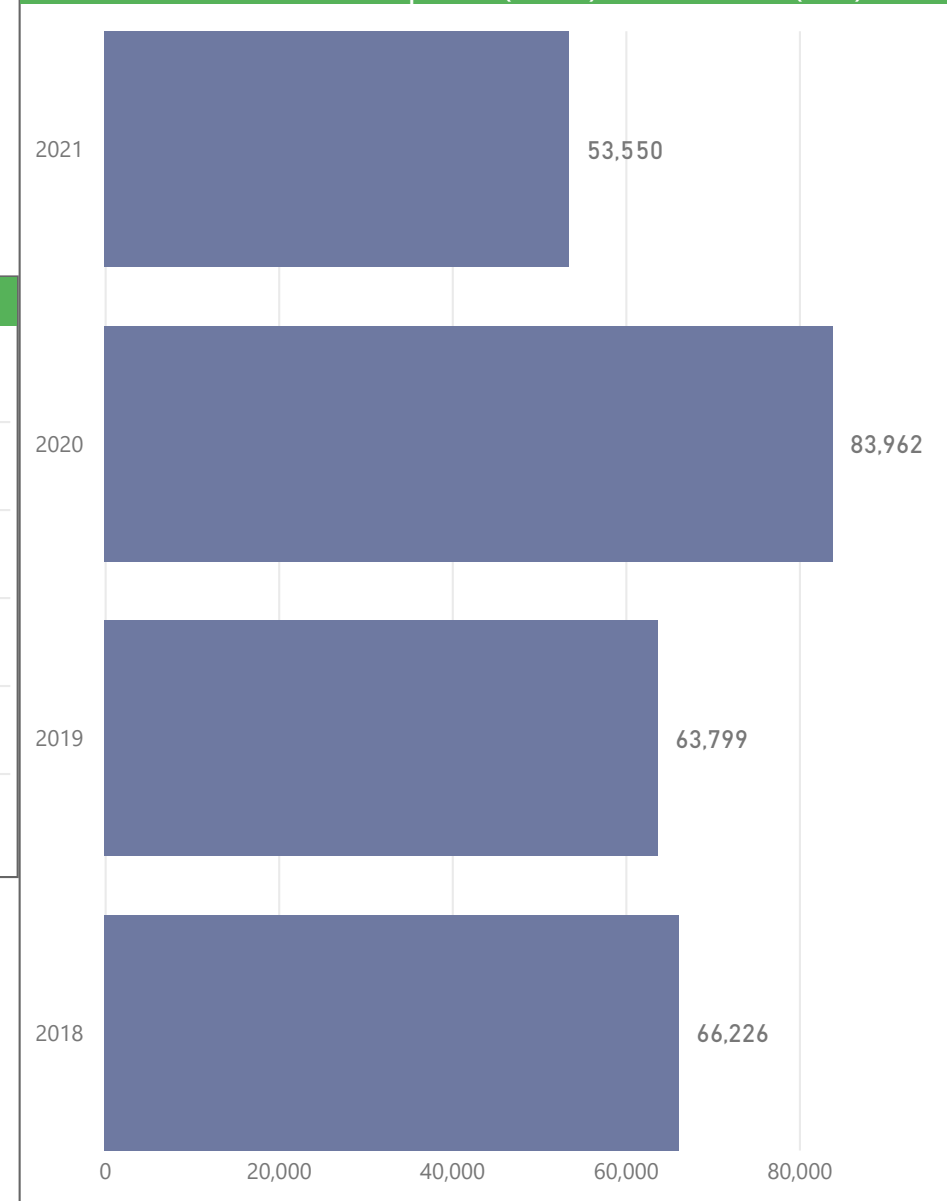
\*Airplane and bicycle segments are excluded



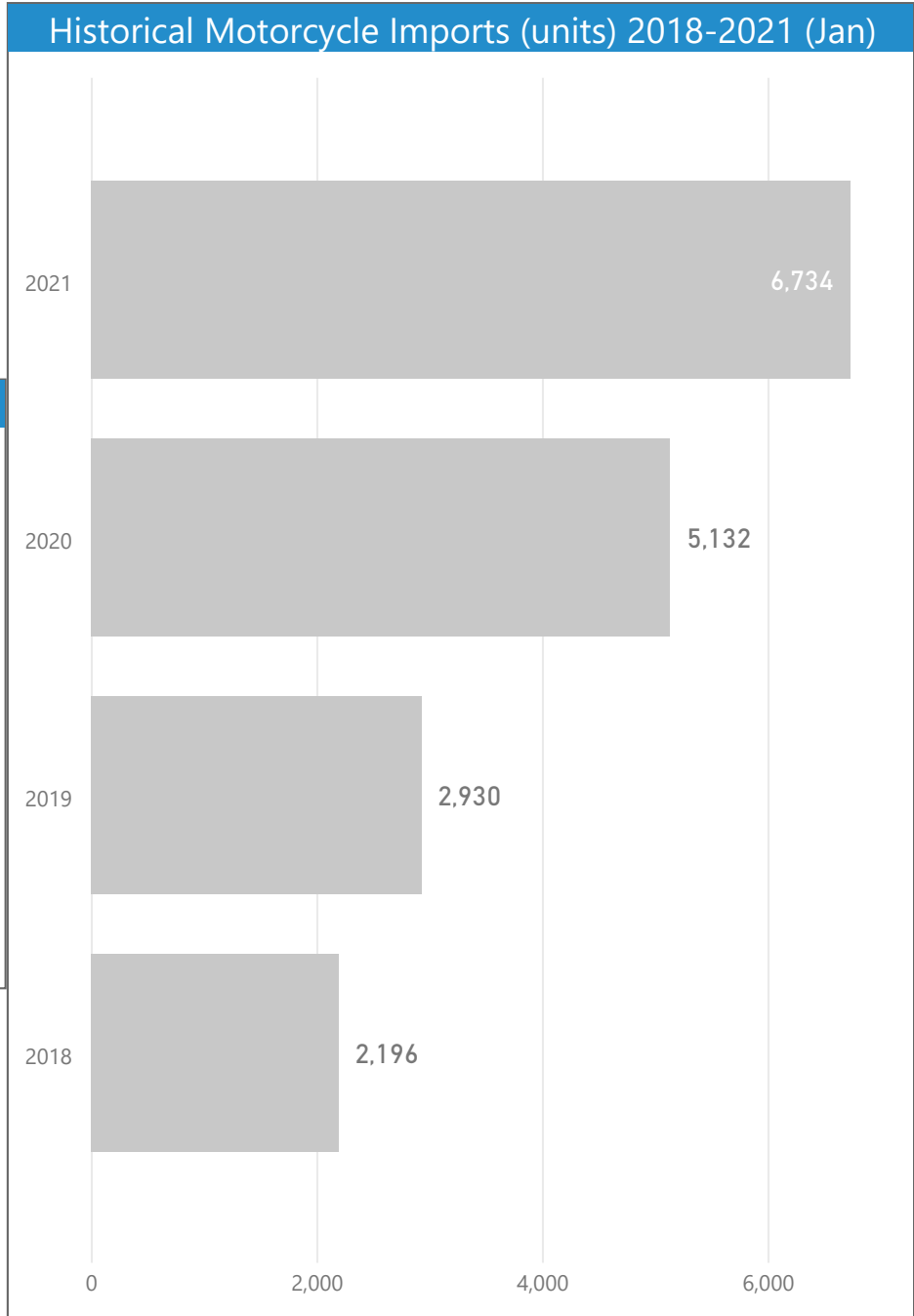
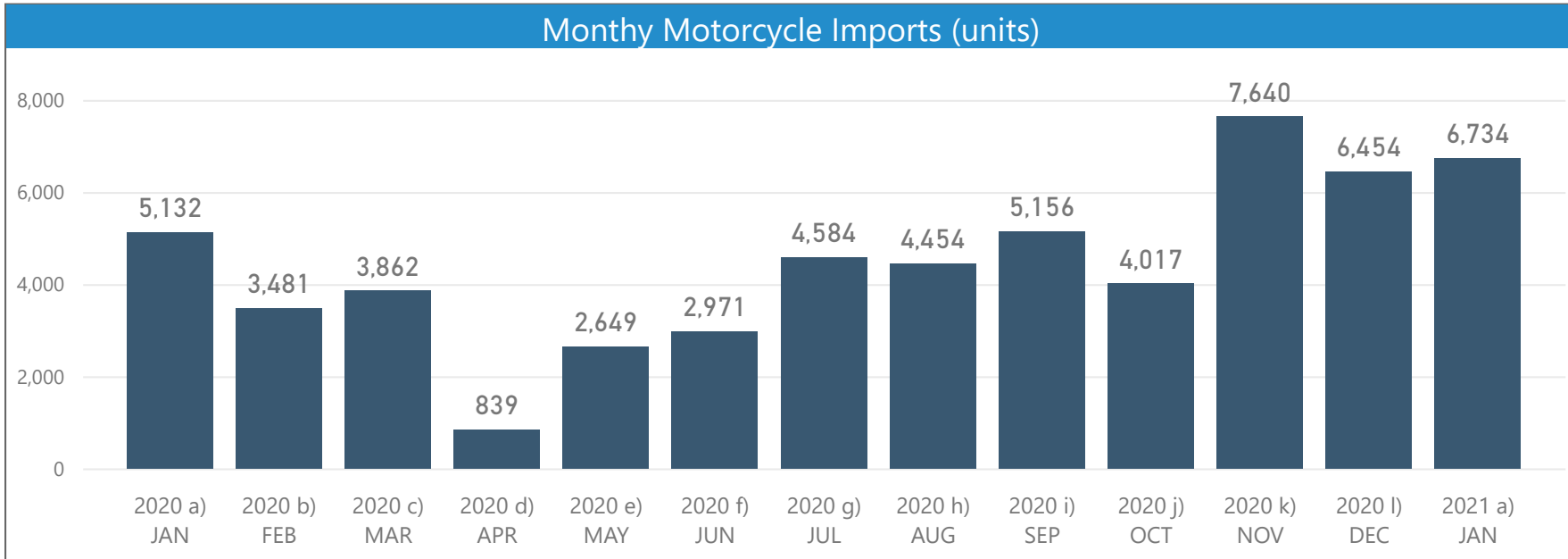
Monthly Tires Exports (units)



Historical Tires Exports (units) 2018-2021 (Jan)



Source: SENA E- Servicio Nacional de Aduana del Ecuador

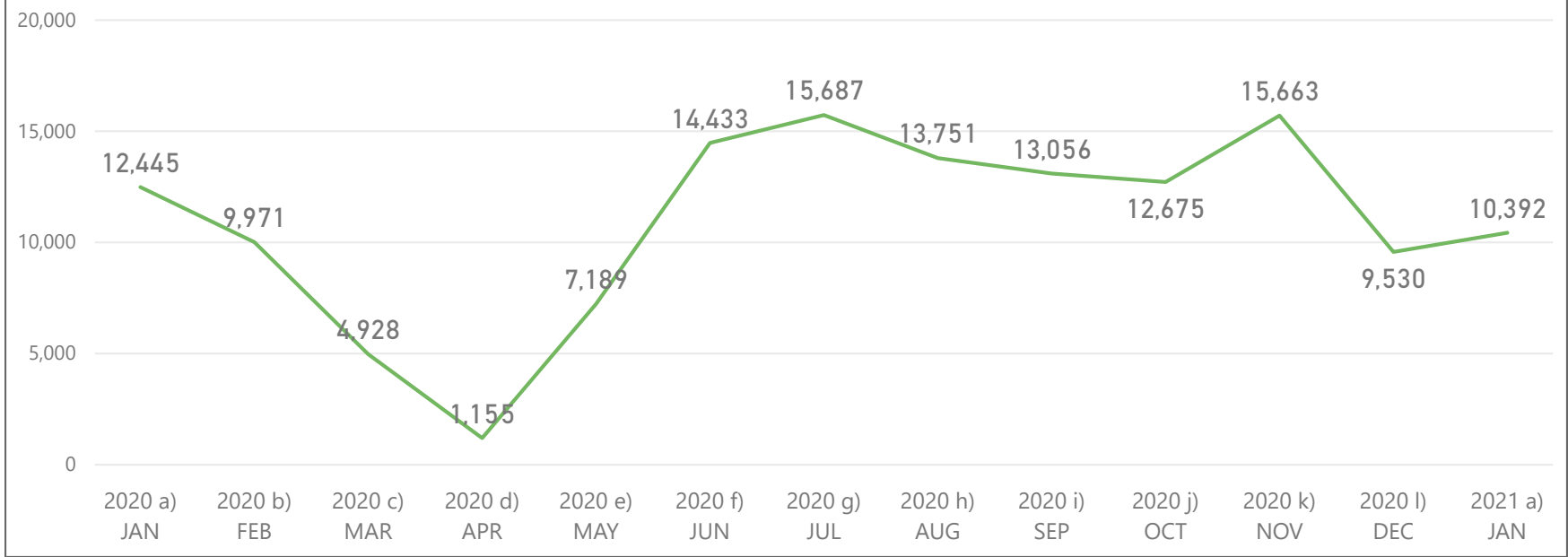


Source: SENA E- Servicio Nacional de Aduana del Ecuador



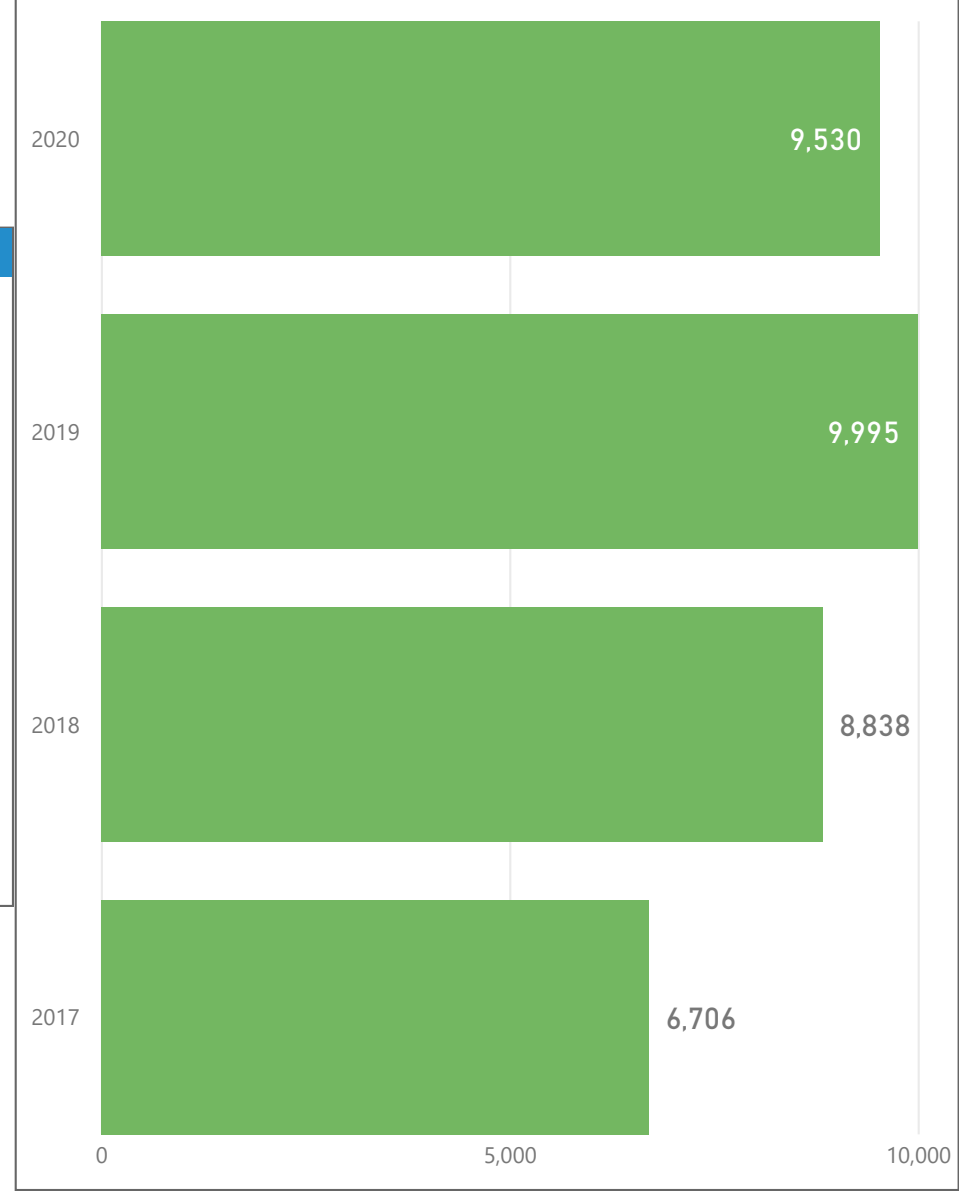
# Motorcycle Sales

Monthly Motorcycle Sales (units)



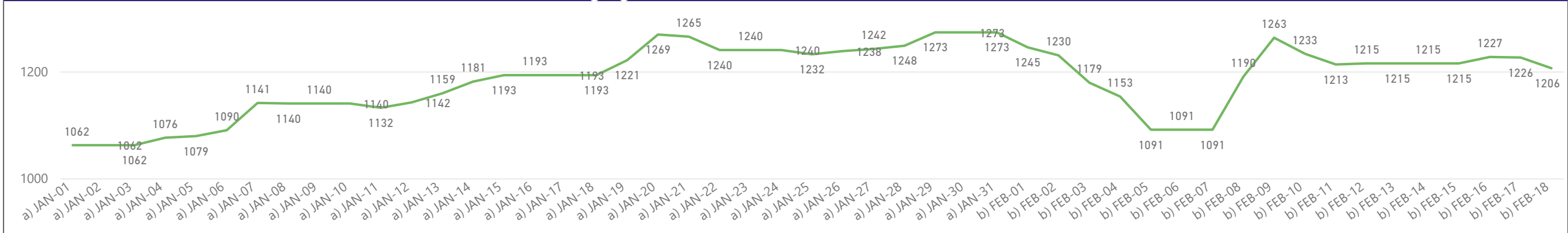
Note.: January's 2021 is provisional data

Historical Motorcycles Sales (units) 2017-2020 (Dec)



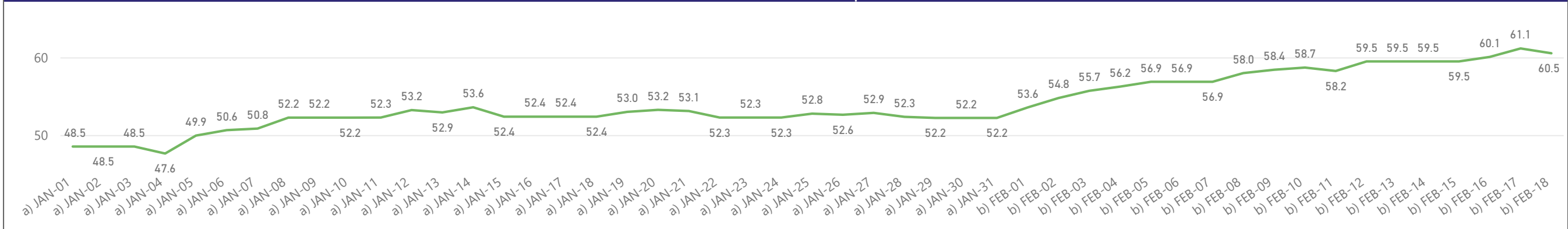


### Emerging Markets Bonds Index Ecuador 2021 (EMBI)



Ecuador's country risk has increased more than 150 points during 2021, fundamentally influenced by the political situation. The growth in the polls and the subsequent placement in the first place of the left-wing candidate Andrés Arauz in the February 7th elections have generated significant decreases in Ecuadorian bonds prices.

### Oil Price WTI 2021 (USD per barrel)



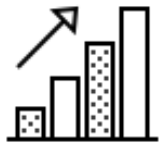
The massive vaccination programs worldwide, together with the reduction in crude reserves and the expectations of recovery in the main world markets, have generated a 25% rebound in the price of oil. In the case of Ecuador, where its government revenues depend considerably on the price of crude oil, this increase has not positively affected the expectations of economic growth and, on the contrary, have been diminished by political instability.



GDP	Jan - Sep 2019	Jan - Sep 2020	Var %
Nominal GDP (USD millions)	81,027.99	74,056.08	-0.09
Real GDP (USD millions of 2007)	54,055.17	49,918.31	-0.08



Oil	Jan - Dec 2019	Jan - Dec 2020
WTI (average price)	57.03	39.36



Inflation	Jan 2020	Jan 2021
Accumulated	0.00	0.00
Annual	0.00	-0.01
Monthly	0.00	0.00



Foreing currency exchange	Jan 2020	Jan 2021
USD/BRL	4.28	5.48
USD/COP	3,418.80	3,567.61
USD/EURO	0.90	0.82
USD/PEN	3.38	3.64

Labor Market	Sep 2019	Sep 2020
1) Working-age population	12,359,400.00	12,531,127.00
2) Economically active population	8,379,355.24	7,874,225.52
2.1) Employed population	7,972,484.57	7,351,605.65
2.2) Appropriate employment	3,228,032.42	2,526,169.48
2.3) Underemployment	1,649,346.46	1,840,425.25
2.4 ) Unpaid employment	870,833.45	847,701.83
2.5) Other non-full employment	2,171,044.53	2,070,290.74
2.6) Unclassified employment	53,227.71	67,018.34
3) Unemployment	406,870.67	522,619.87
4) Economically inactive population	3,980,044.76	4,656,901.48

Foreing Trade	Jan - Dec 2019	Jan - Dec 2020
1.1) Total Exports	22,329.38	20,226.57
1.2) Oil Exports	8,679.56	5,250.37
1.3) Non Oil Exports	13,649.81	14,976.19
2.1) Total Imports	21,509.25	16,986.82
2.2) Oil Imports	4,159.00	2,651.27
2.3) Non Oil Imports	17,350.26	14,335.55
3.1) Total Trade Balance (USD FOB million)	820.13	3,239.75
3.2) Oil Trade Balance (USD FOB million)	4,520.57	2,599.10
3.3) Non Oil Trade Balance (USD FOB million)	-3,700.44	640.65



## Number of vehicles

Light **2'259.104**

1.106.957   539.584   612.564



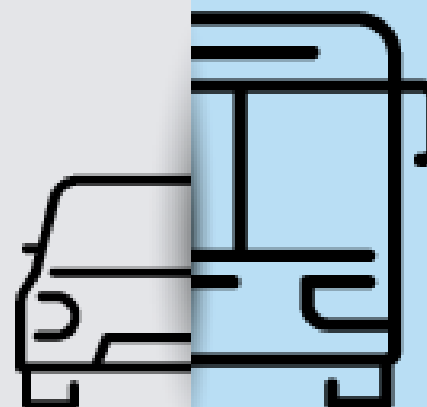
Automobile



SUV



Pickup



Commercial **333.328**

237.336   38.380   57.612



Truck



Bus



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.

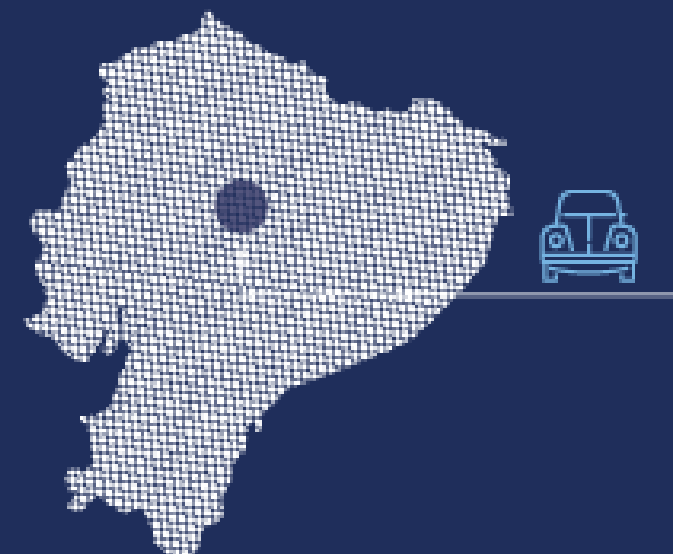
## Vehicle fleet age

Average age: 16,1 years

1	1 - 5	5 - 10	10 - 15	15 - 20	20 - 25	25 - 30	30 - 35	35 +
132.208	497.548	627.040	396.605	200.748	217.591	153.663	57.788	309.241
5%	19%	24%	15%	8%	8%	6%	2%	12%

**TOTAL: 2'592.432**

## Geographic location



PICHINCHA	881.375
GUAYAS	670.623
AZUAY	183.301
TUNGURAHUA	151.952
MANABI	120.165
IMBABURA	78.292
EL ORO	69.365
CHIMBORAZO	68.194
LOJA	60.443
LOS RIOS	56.960
COTACACHI	56.522
SANTO DOMINGO	49.528
CAÑAR	36.214
ESMERALDAS	26.336
CARCHI	22.085
BOLIVAR	14.167
ORELLANA	9.613
SUCUMBIOS	8.954
PASTAZA	8.008
MORONA SANTIAGO	5.099
NAPO	4.869
SANTA ELENA	4.823
ZAMORA CHINCHIPE	3.892
GALÁPAGOS	652

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