



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
Subtotal	11.373







Employment 2019

Total Employment 2019: 182.491

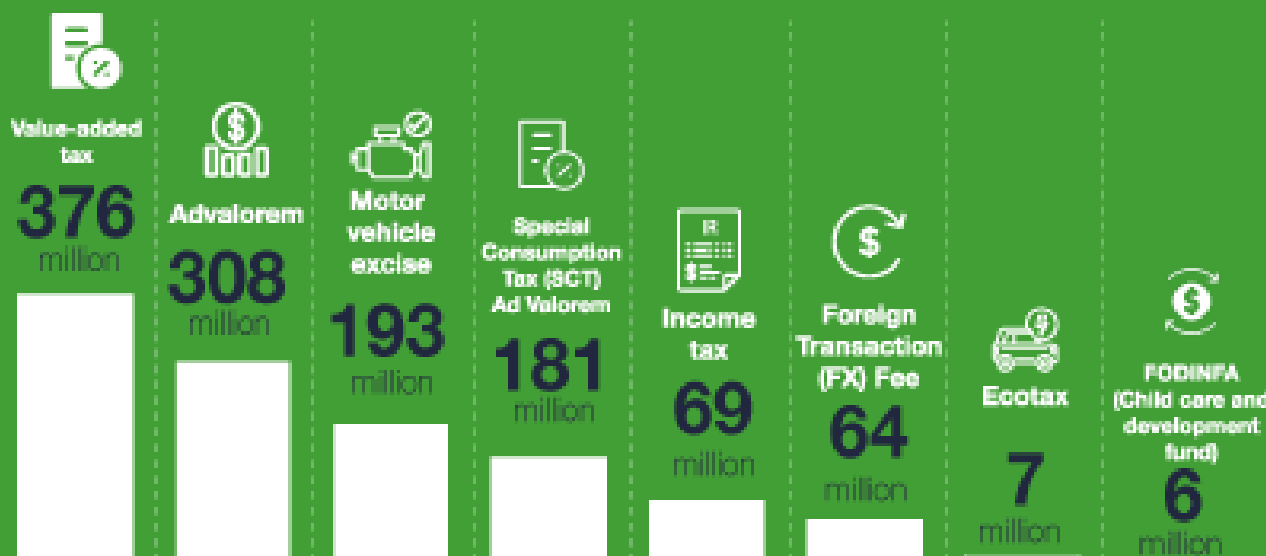
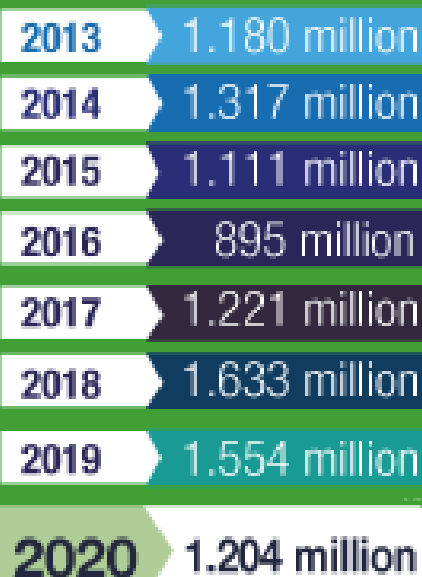
Source: Encuesta Nacional de Empleo, Desempleo y Subempleo. (ENEMDU), 2019



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
Subtotal	171.118

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-Feb 2021)	558.4 USD millions FOB
Average oil price WTI	(March 2021)	59.32 USD
Annual inflation	(March 2021)	-0.83%
Annual GDP variation	(Jan-Dec 2020/2019)	-7.8 %

Source: Banco Central del Ecuador (BCE), 2021

Credit (Jan - Mar 2021)



Ordinary consumption:
USD 62 millions



Priority consumption:
USD 139 millions

Source: Superintendencia de Bancos, 2021

Light vehicles* and commercial vehicles** market



Imports (CBU):
Jan - Mar 2021
19,999
units



Assembled vehicles sales:
Jan - Mar 2021
3,277
units



Exports:
Jan - Mar 2021
55
units



Total sales:
Jan - Mar 2021
26,380
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

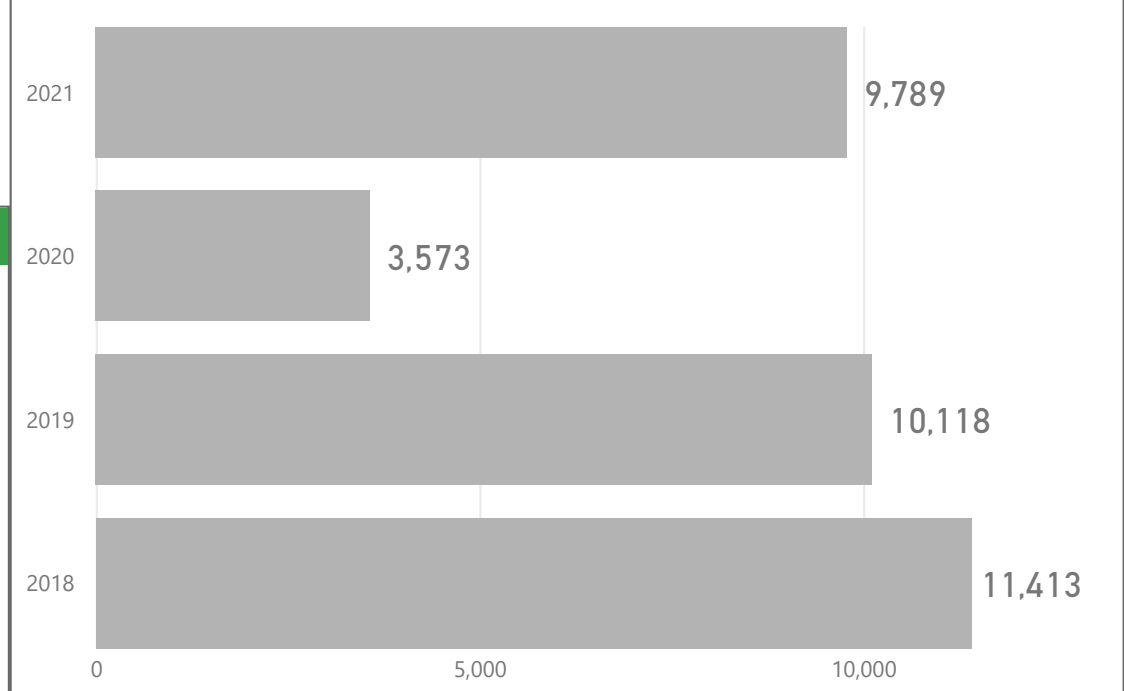


Vehicles Sales

Vehicle Sales by Segments

Segments	Mar 21	Mar 20	Jan-Mar 21	Jan-Mar 20	Var Mar/Feb 21	Var Mar 21/20	Var Jan-Mar 21/20
AUTOMOBILE	3,040	1,326	8,574	9,124	7.3 %	129.3 %	-6.0 %
BUS	9	52	46	206	-47.1 %	-82.7 %	-77.7 %
PICK UP	1,612	540	4,247	3,334	26.7 %	198.5 %	27.4 %
SUV	3,940	1,247	10,395	8,084	29.4 %	216.0 %	28.6 %
TRUCK	890	245	2,322	1,525	27.0 %	263.3 %	52.3 %
VAN	298	163	796	924	28.4 %	82.8 %	-13.9 %
Total	9,789	3,573	26,380	23,197	20.9 %	174.0 %	13.7 %

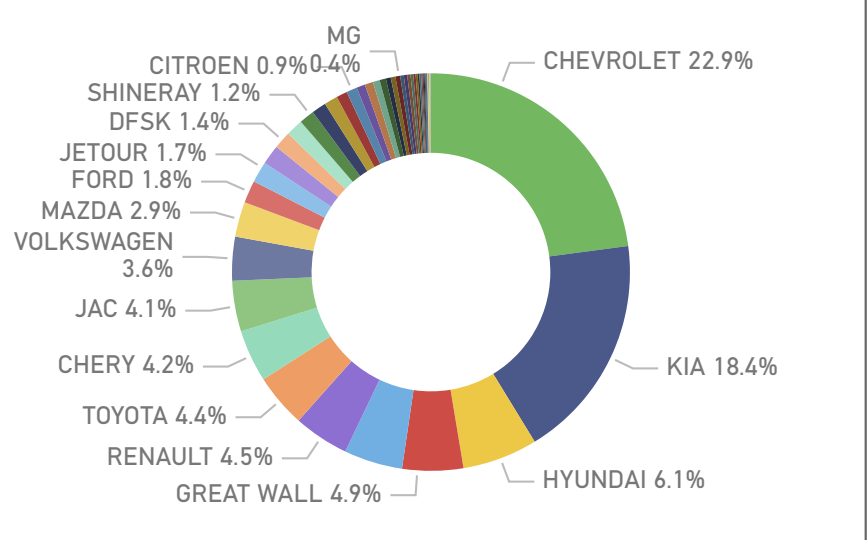
Historical Vehicle Sales (units) 2018-2021 (Mar)



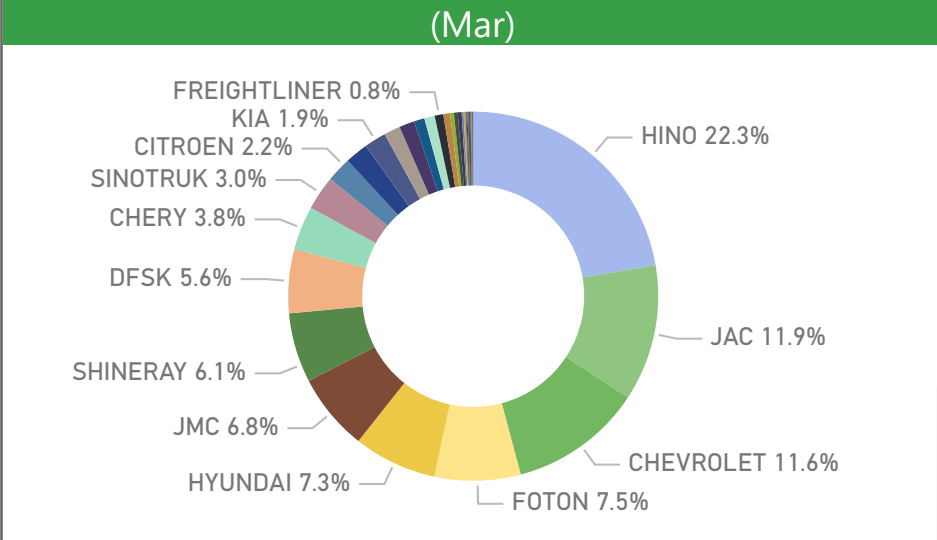
Monthly Vehicle Sales (units)



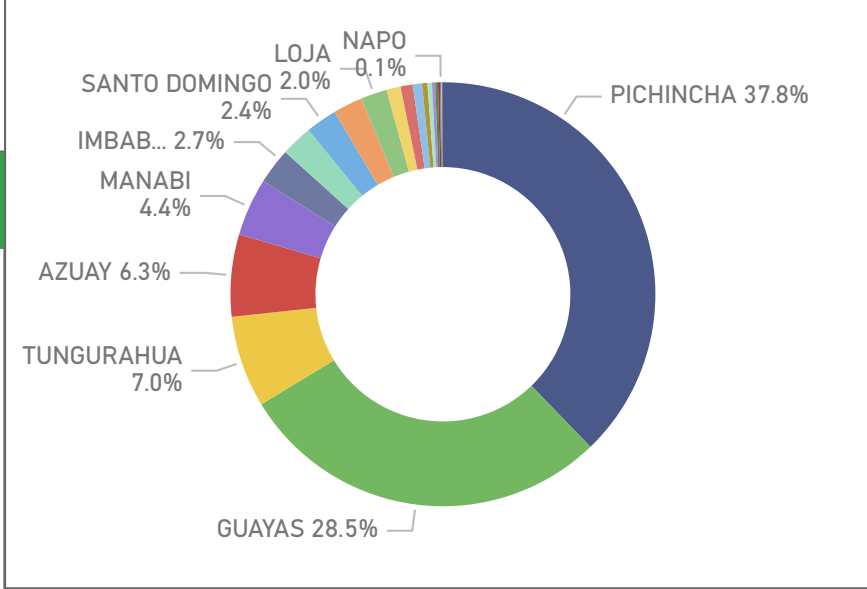
Markets Share by Brand Light Vehicles* 2021 (Mar)



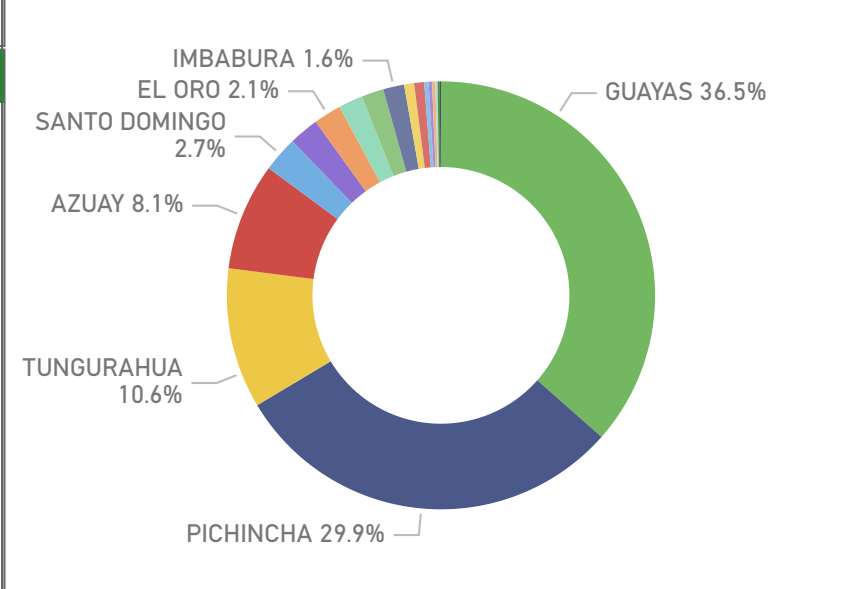
Market Share by Brand Commercial Vehicles 2021 (Mar)**



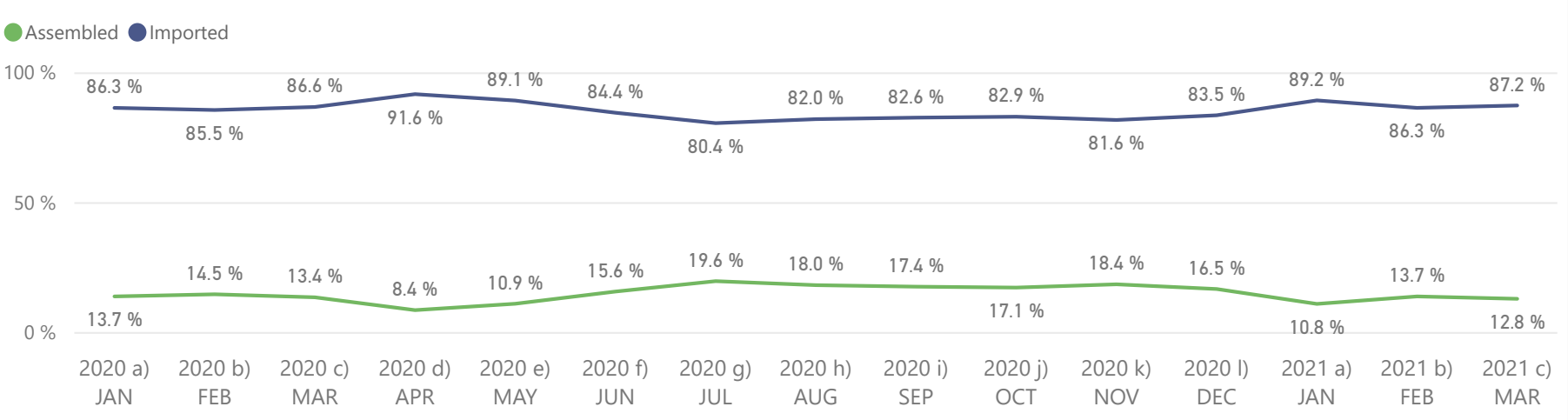
Market Share by Province (units) Light Vehicles* 2021 (Mar)



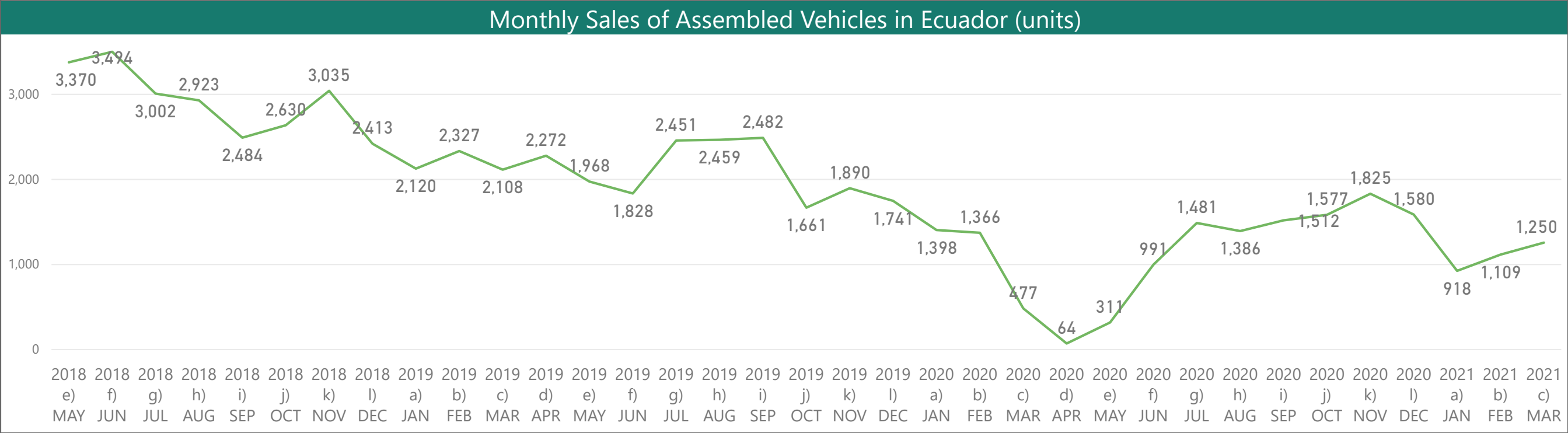
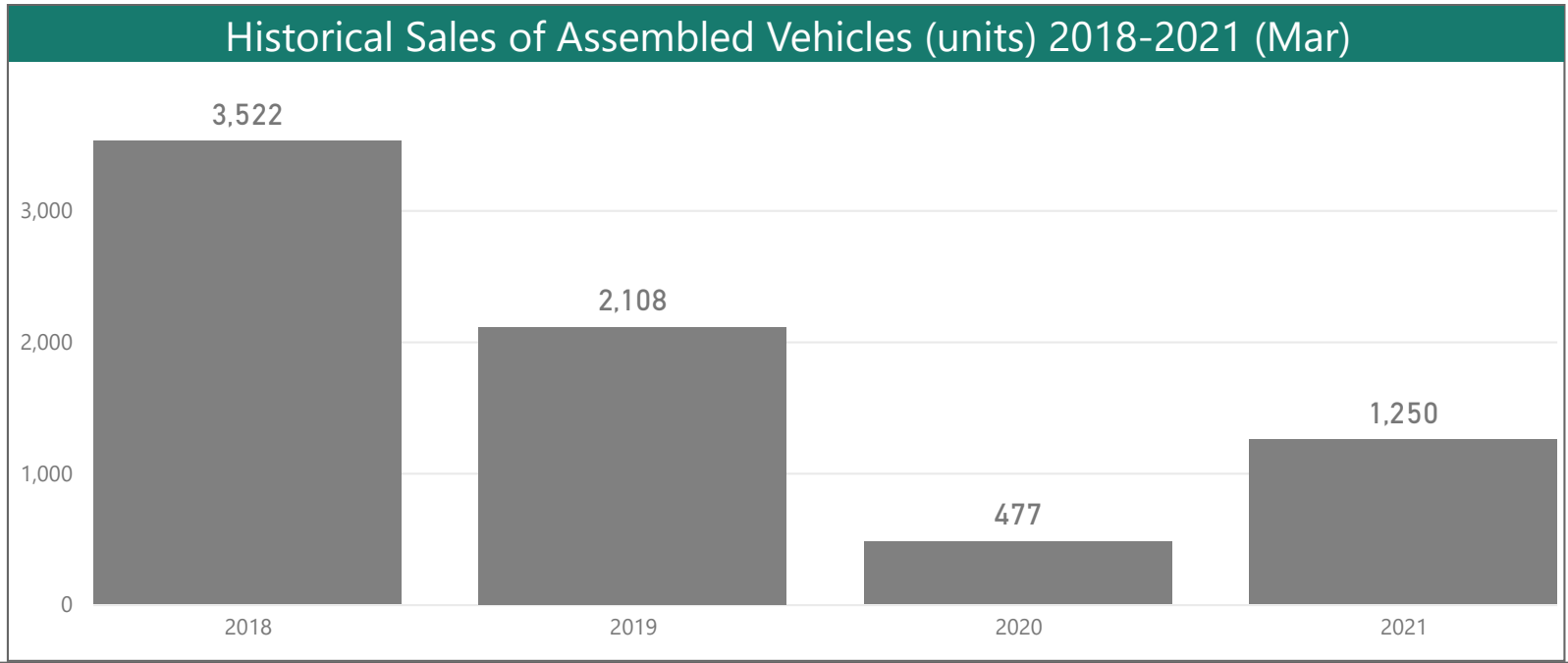
Market Share by Province (units) Commercial Vehicles 2021 (Mar)**



Market Share: Imported vs. Assembled (% Share)



*Light vehicles Automobile, SUV, Pick up
**Commercial vehicles: Bus, Truck, VAN





New technologies

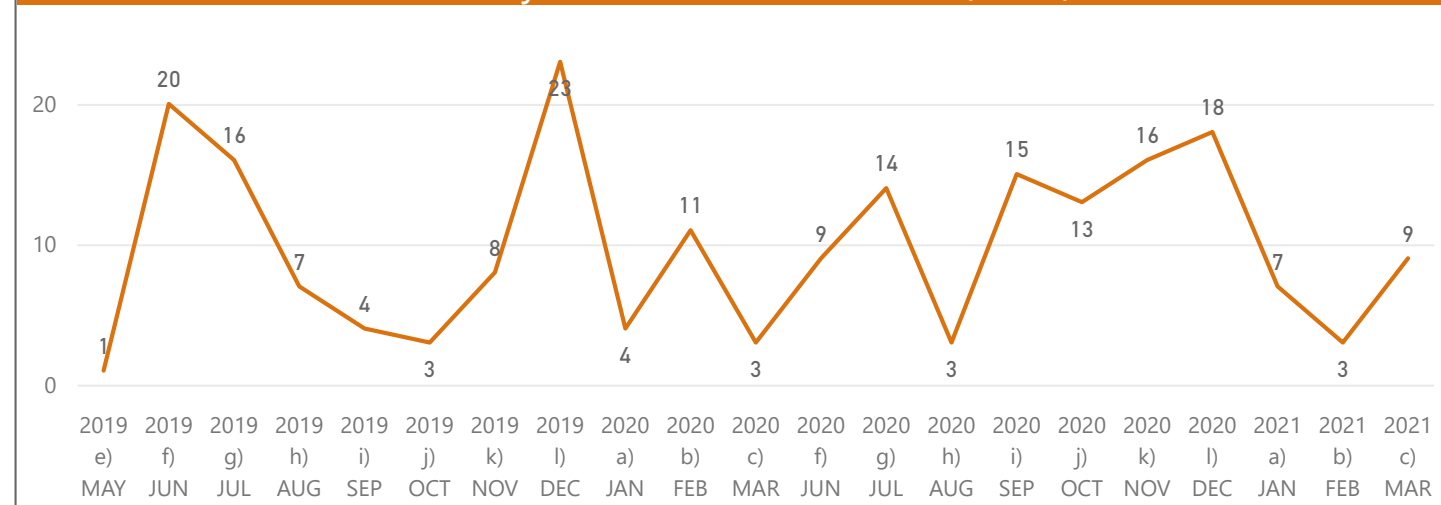


Electric Vehicles



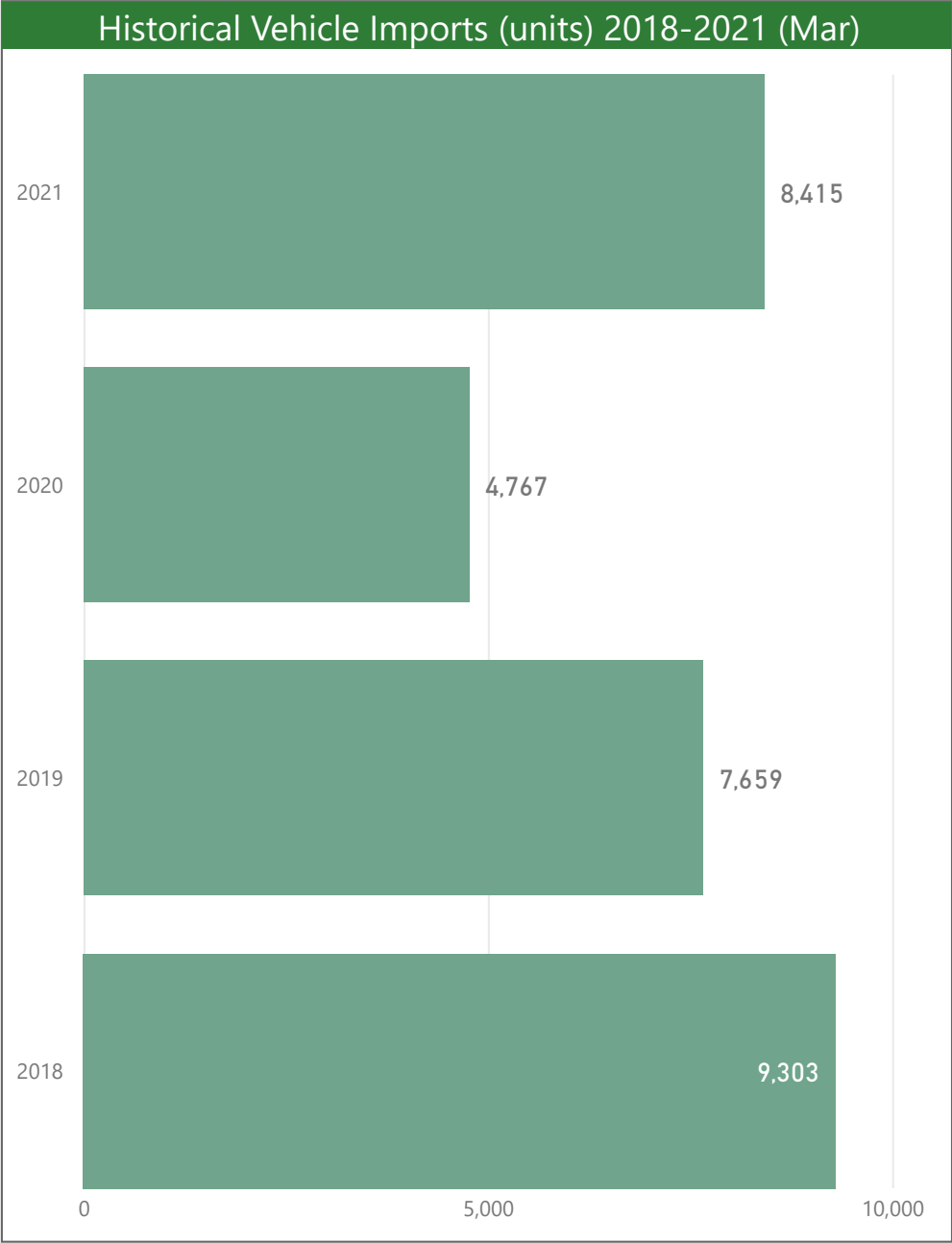
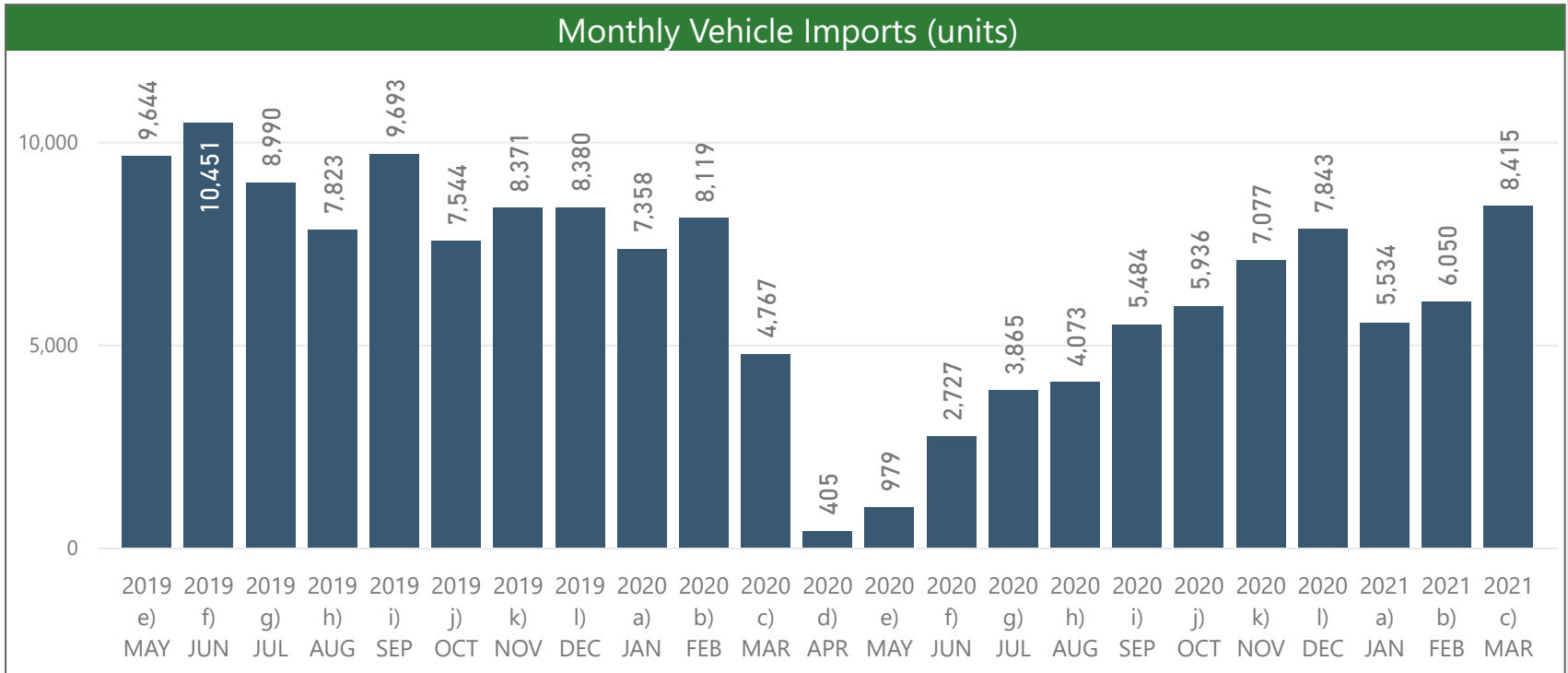
Hybrid Vehicles

Monthly Electric Vehicles Sales (units)

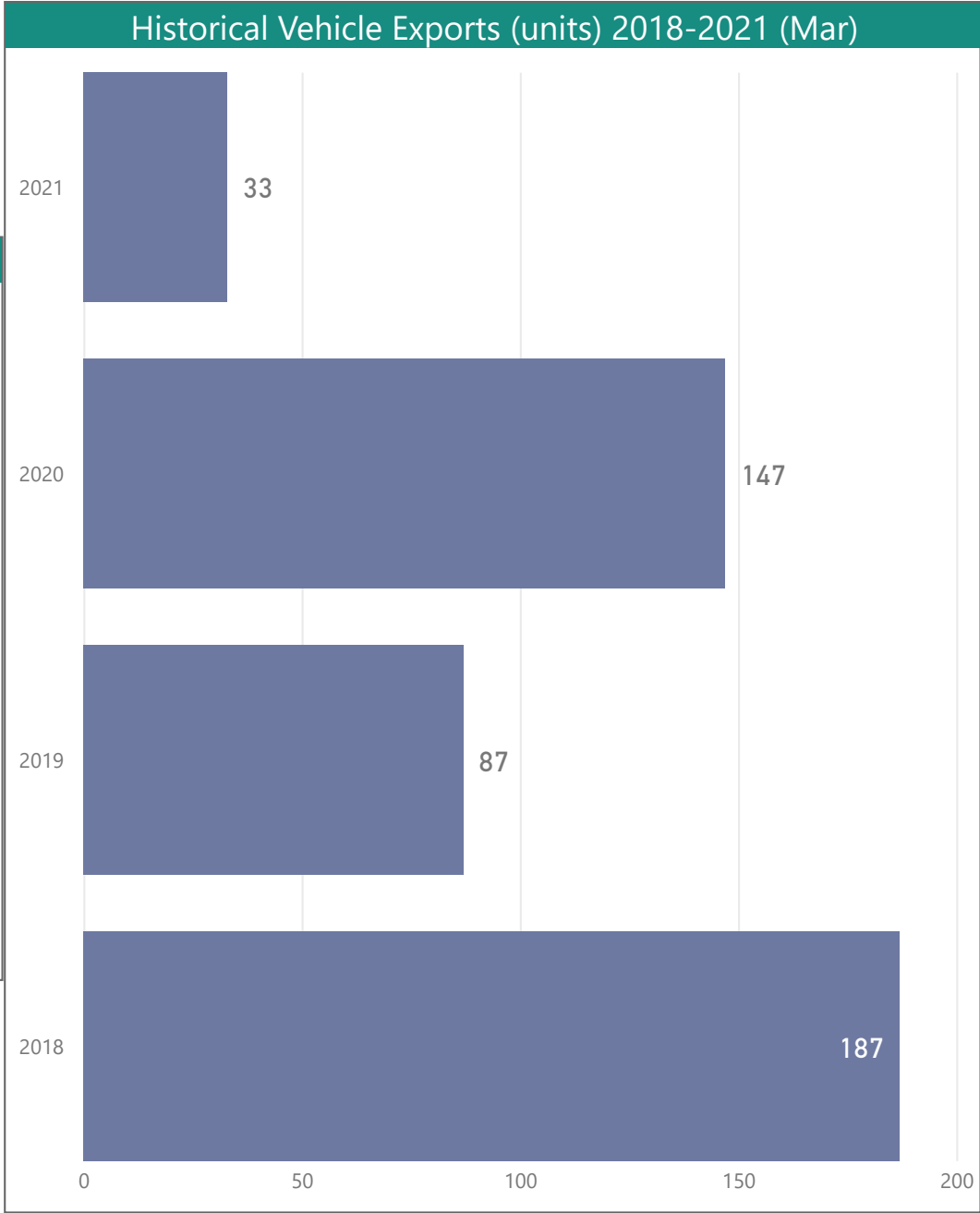
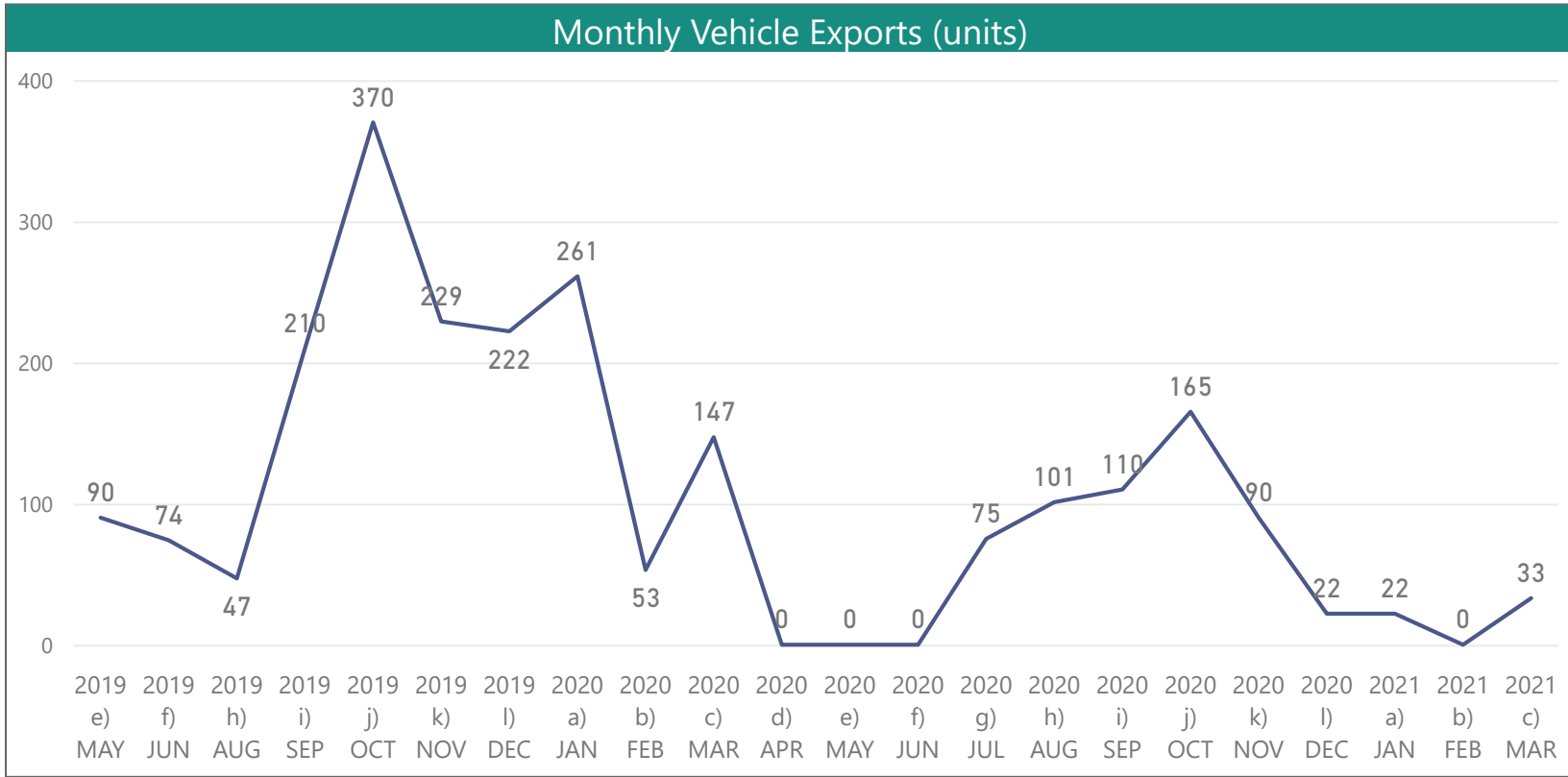


Monthly Hybrid Vehicles Sales (units)

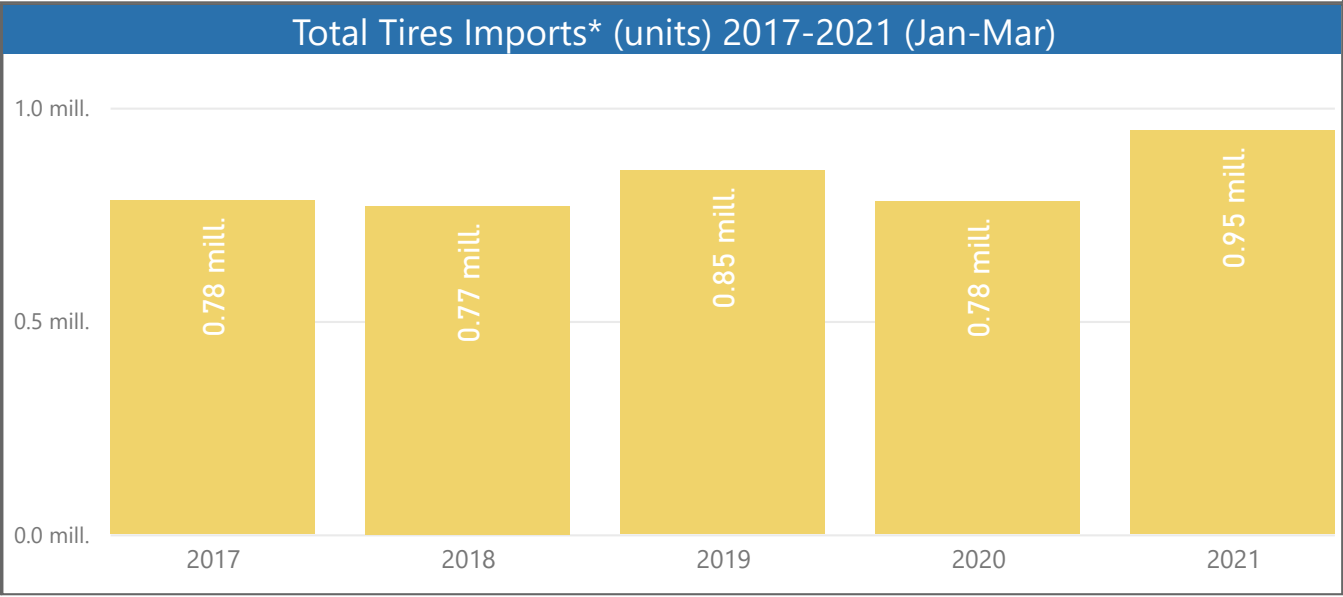
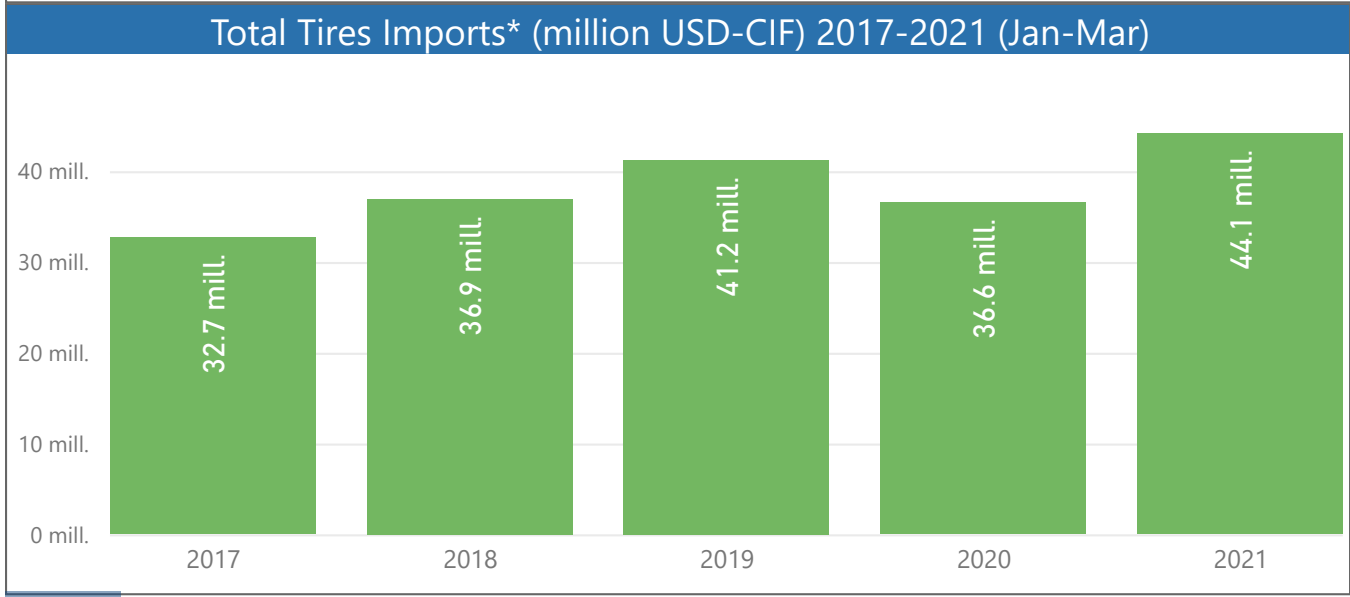
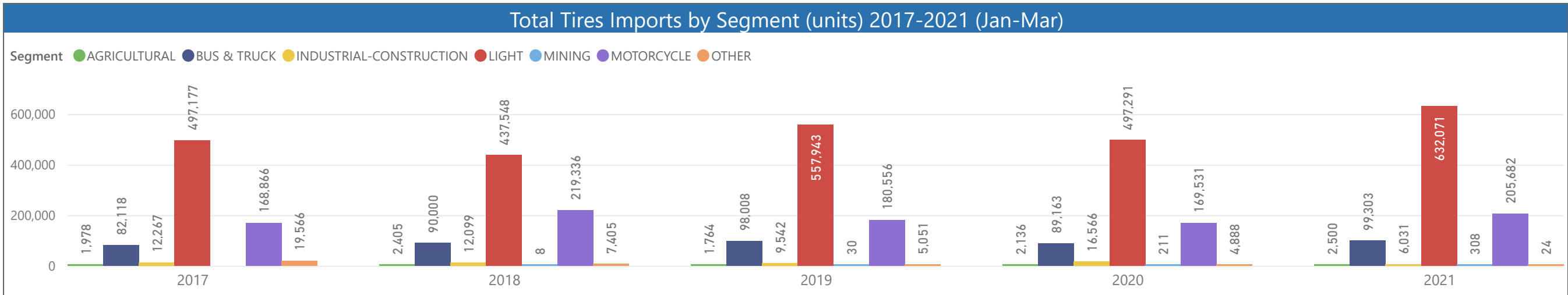




Source: SENA- Servicio Nacional de Aduana del Ecuador



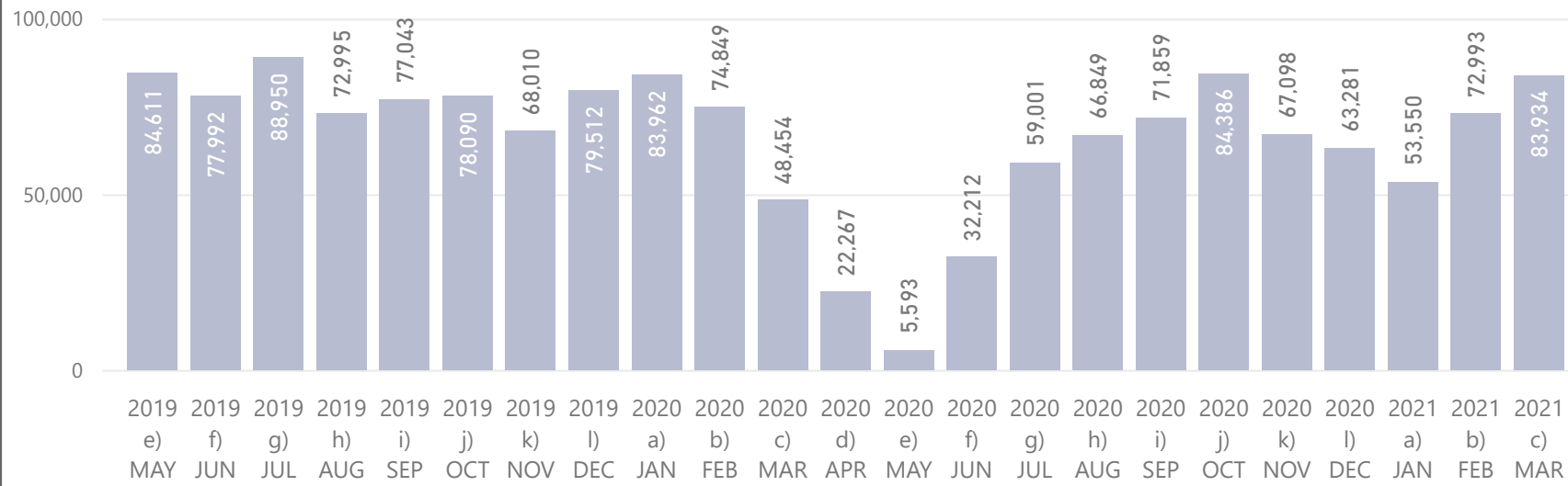
Source: SENA E- Servicio Nacional de Aduana del Ecuador



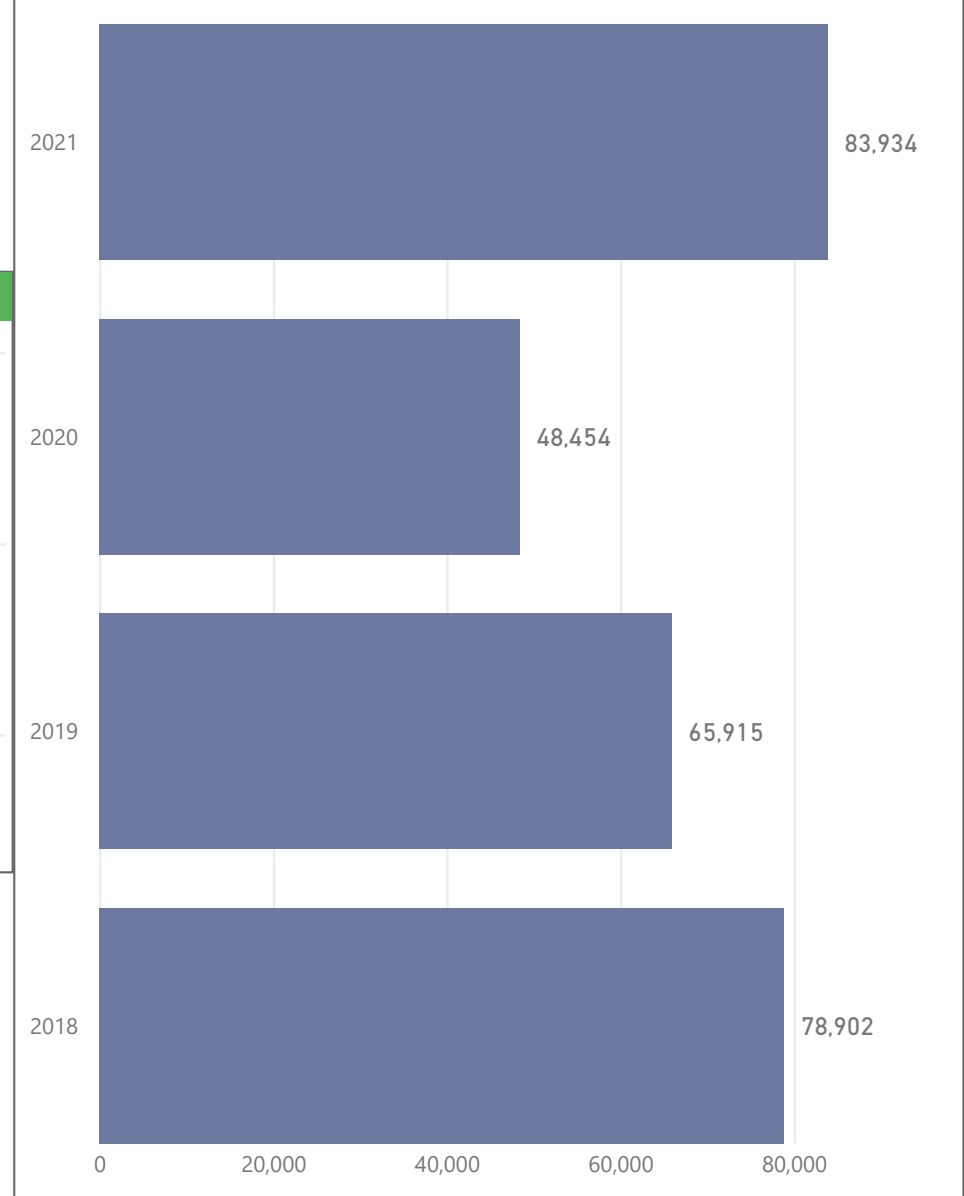
*Airplane and bicycle segments are excluded

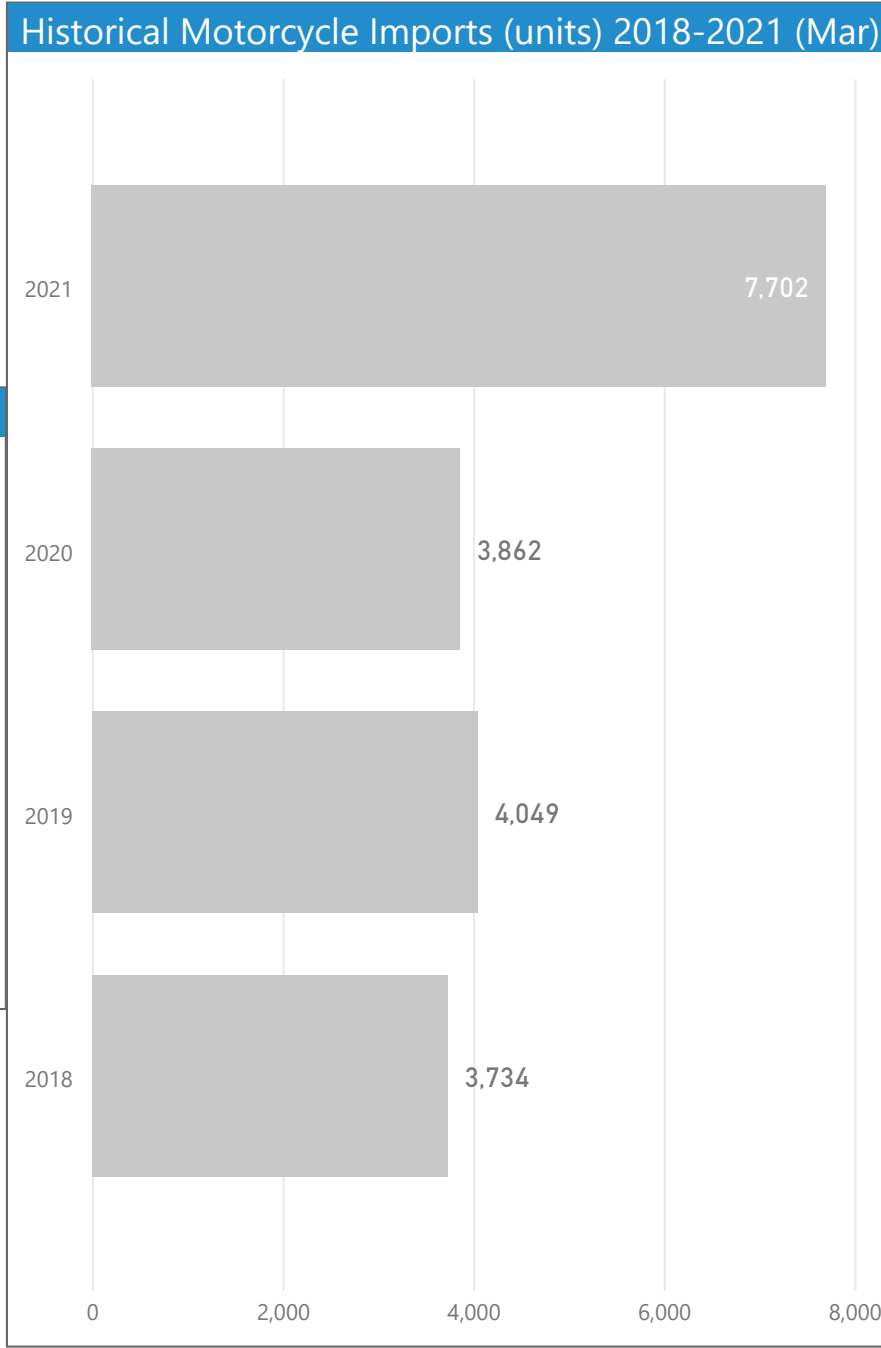
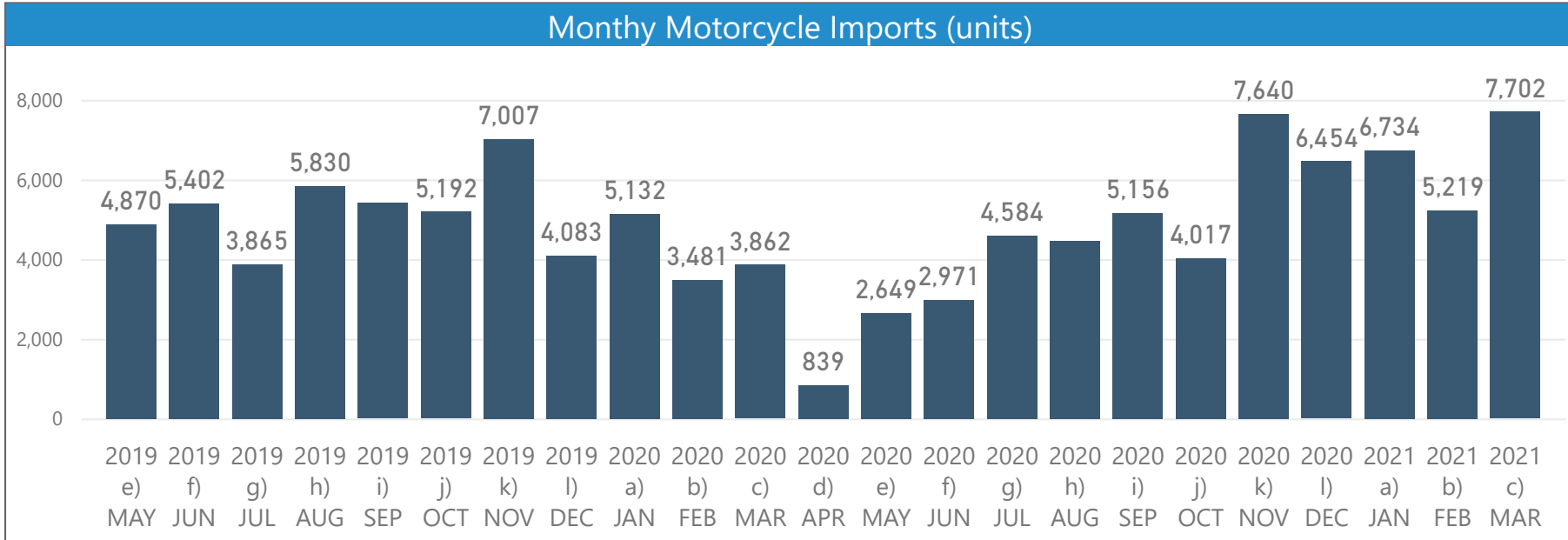


Monthly Tires Exports (units)



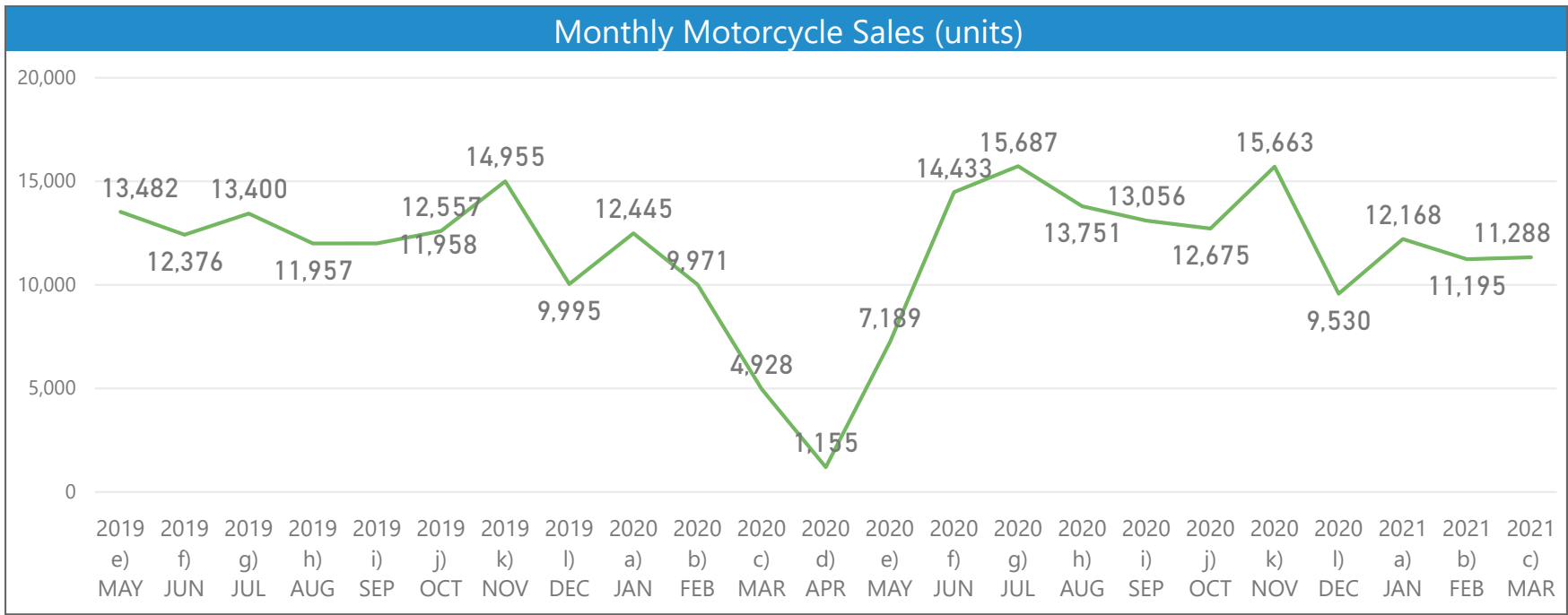
Historical Tires Exports (units) 2018-2021 (Mar)



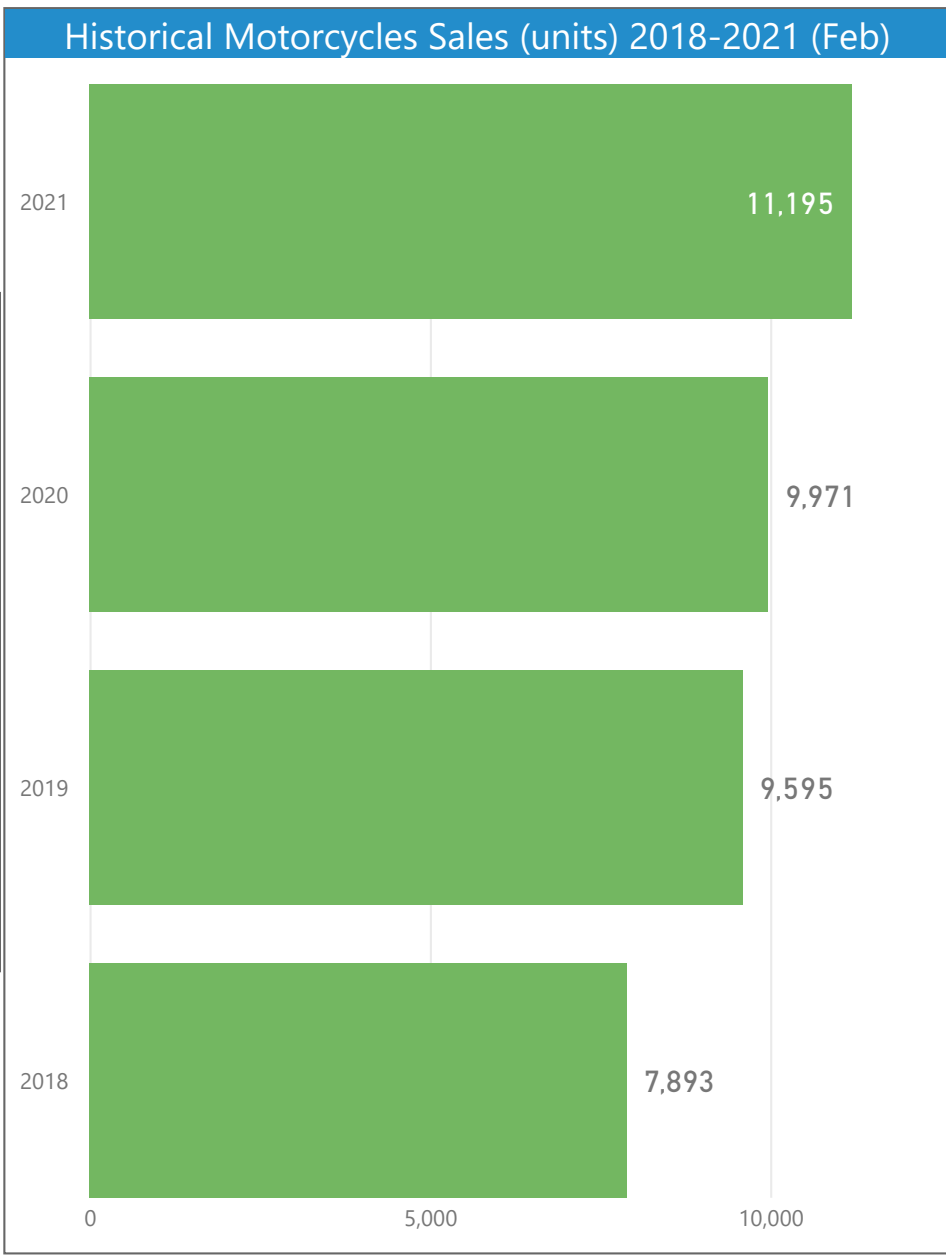


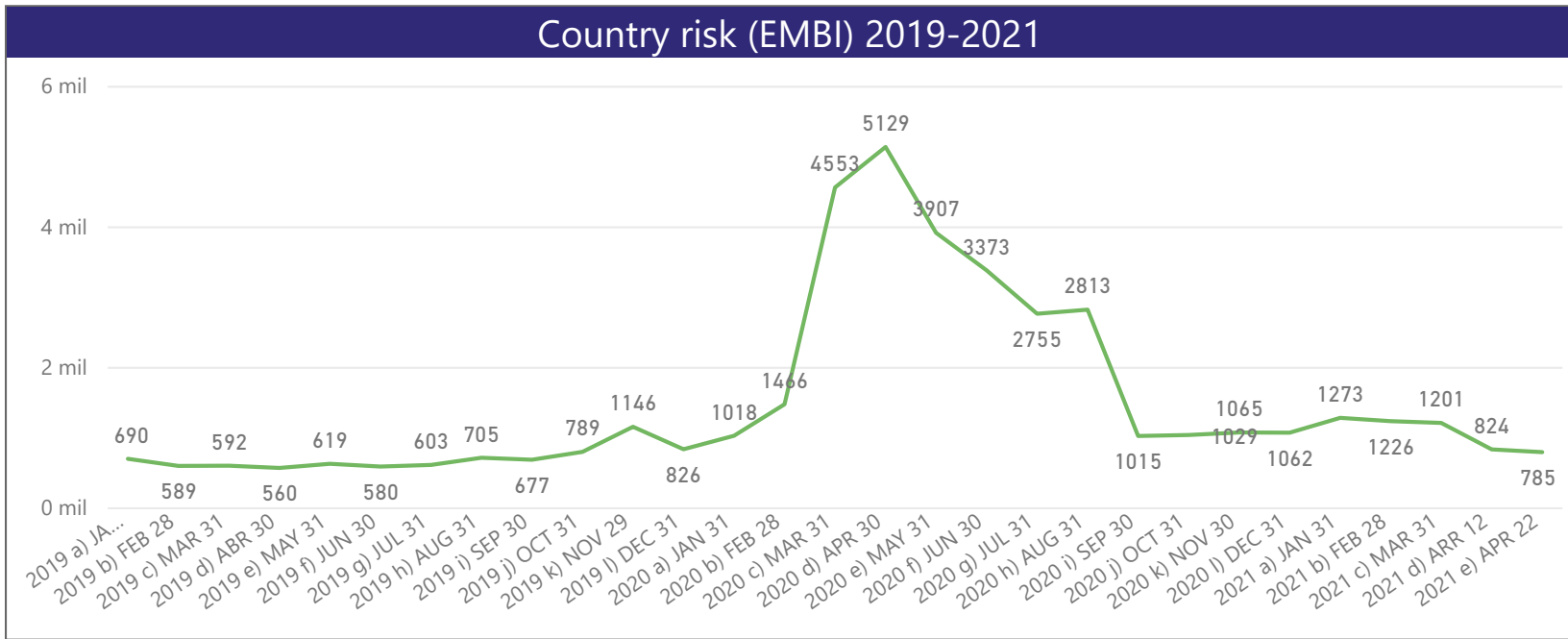
Source: SENA - Servicio Nacional de Aduana del Ecuador

Motorcycle Sales



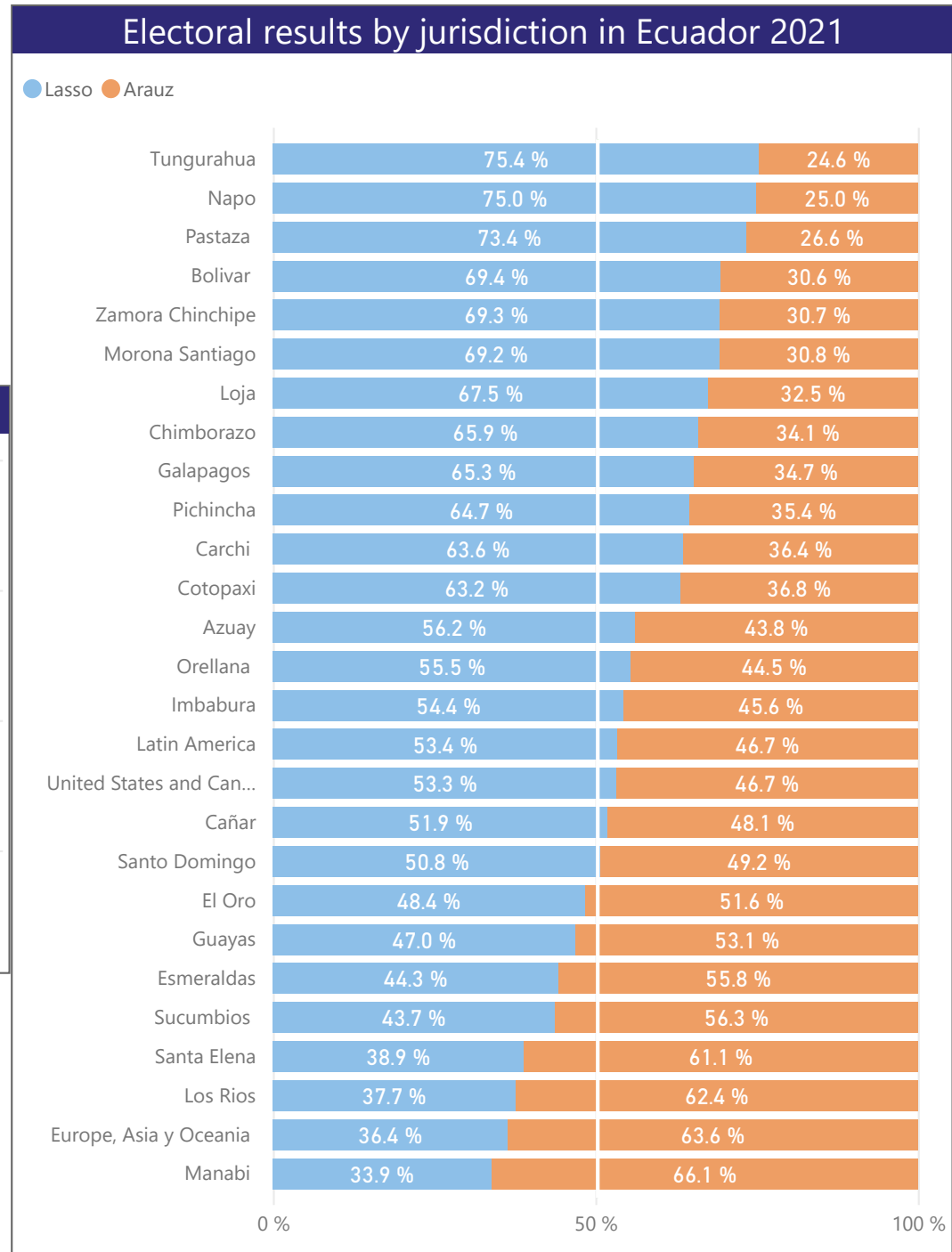
Note.: March 2021 is provisional data





After the presidential election that resulted in the victory of Guillermo Lasso, the country risk EMBI reaches similar levels to those at end 2019 before the Covid-19 pandemic, due to a perception of greater confidence in international markets.

Guillermo Lasso was elected President of Ecuador on April 11th with 52.36% of the votes and winning in 17 out of the 24 provinces of the country. He also achieved triumph in the constituencies of Latin America, the United States, and Canada.

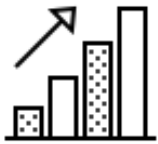




GDP	Jan - Dec 2020	Jan - Dec 2019	Variation
Real GDP (USD millions of 2007)	66,308	71,909	-7.79 %
Nominal GDP (USD millions)	98,808	107,436	-8.03 %



Oil	March 2021	March 2020
WTI (average price)	59.32	54.98



Inflation	March 2021	March 2020
Accumulated	0.4 %	0.3 %
Monthly	0.2 %	0.2 %
Annual	-0.8 %	0.2 %



Foreing currency exchange	March 2021	March 2020
USD/COP	3,715.00	3,175.61
USD/BRL	5.77	3.91
USD/PEN	3.70	3.32
USD/EURO	0.85	0.81

FOREING TRADE	Jan-Feb 2021	Jan-Feb 2020
1) Exports (FOB USD millions)		
1.1) Total Exports	3,687.40	3,732.00
1.2) Oil Exports	1,240.20	1,148.00
1.3) Non Oil Exports	2,447.10	2,584.00
2) Imports (FOB USD millions)		
2.1) Total Imports	3,129.00	3,274.50
2.2) Oil Imports	585.40	662.30
2.3) Non Oil Imports	2,543.50	2,612.20
3) Trade Balance (FOB USD millions)		
3.1) Total Trade Balance (USD FOB million)	558.40	457.50
3.2) Oil Trade Balance (USD FOB million)	654.80	485.70
3.3) Non Oil Trade Balance (USD FOB million)	-96.40	-28.20

Labor Market	March 21	February 21
1) Working-age population	12,614,644	12,602,342
2) Economically active population	8,149,945	8,249,661
2.1) Employed population	7,705,133	7,778,108
2.2) Appropriate employment	2,771,131	2,739,526
2.3) Underemployment	1,847,982	1,916,935
2.4) Unpaid employment	922,550	883,068
2.5) Other non-full employment	2,087,961	2,134,418
2.6) Unclassified employment	75,510	104,161
3) Unemployment	444,812	471,553
4) Economically inactive population	4,466,699	4,352,682

Number of vehicles

Light **2'259.104**

1.106.957 539.584 612.564



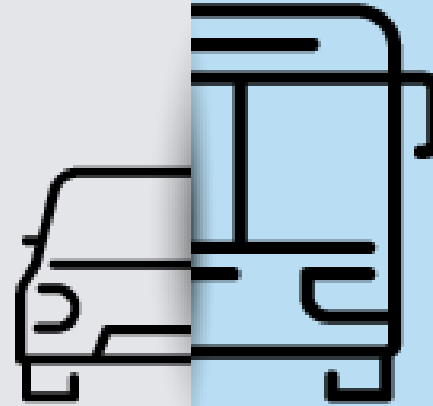
Automobile



SUV



Pickup



Commercial **333.328**

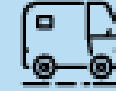
237.336 38.380 57.612



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.

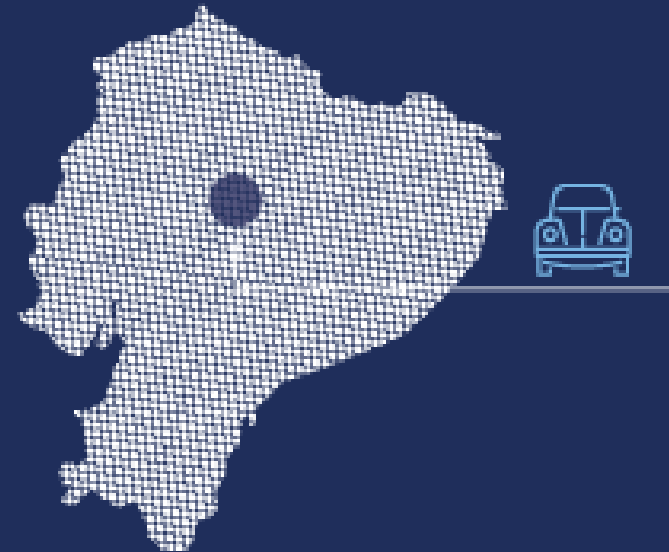
Vehicle fleet age

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	151.352
MANABI	120.165
IMBABURA	78.292
EL ORO	69.365
CHIMBORAZO	68.194
LOJA	60.443
LOS RIOS	56.960
COTOPAXI	56.522
SANTO DOMINGO	49.528
CAÑAR	36.214
ESMERALDAS	26.326
CARCHI	22.085
BOLIVAR	14.167
ORELLANA	9.613
SUCUMBIOS	8.054
PASTAZA	9.008
MORONA SANTIAGO	5.099
NAPO	4.869
SANTA ELENA	4.823
ZAMORA CHINCHIPE	3.892
GALAPAGOS	652

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