



AUTOMOTIVE SECTOR

in figures

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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

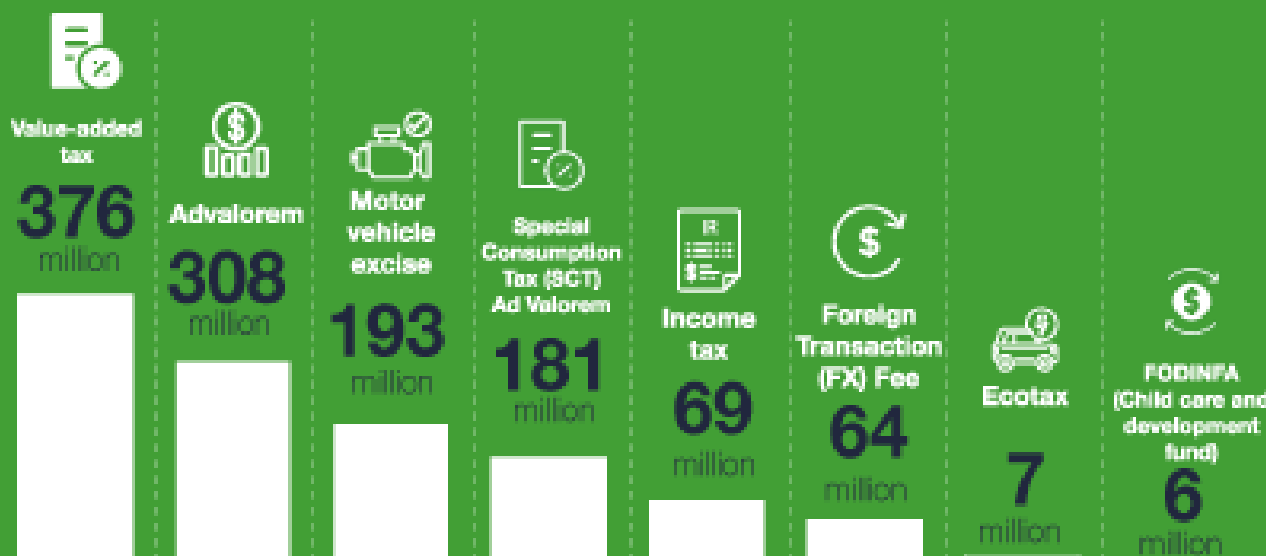
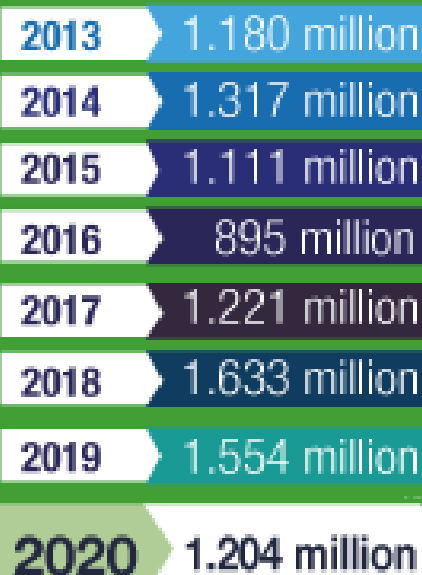
Source: Encuesta Nacional de Empleo, Desempleo y Subempleo. (ENEMDU), 2019



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	(August 2021)	-4 USD millions FOB
Average oil price WTI	(August 2021)	70.33 USD
Annual inflation	(September 2021)	1.07%
Annual GDP variation	(Jan-Dec 2020/2019)	-7.8 %

Source: Banco Central del Ecuador (BCE), 2021

Credit



Ordinary consumption:
Jan - Apr 2021
USD 81.5 millions

Source: Superintendencia de Bancos, 2021



Priority consumption:
Jan - Jun 2021
USD 1,630 millions

Light vehicles* and commercial vehicles** market



Imports (CBU):
Jan - Sep 2021
71,055
units



Assembled vehicles sales:
Jan - Sep 2021
11,943
units



Exports:
Jan - Sep 2021
156
units



Total sales:
Jan - Sep 2021
88,165
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

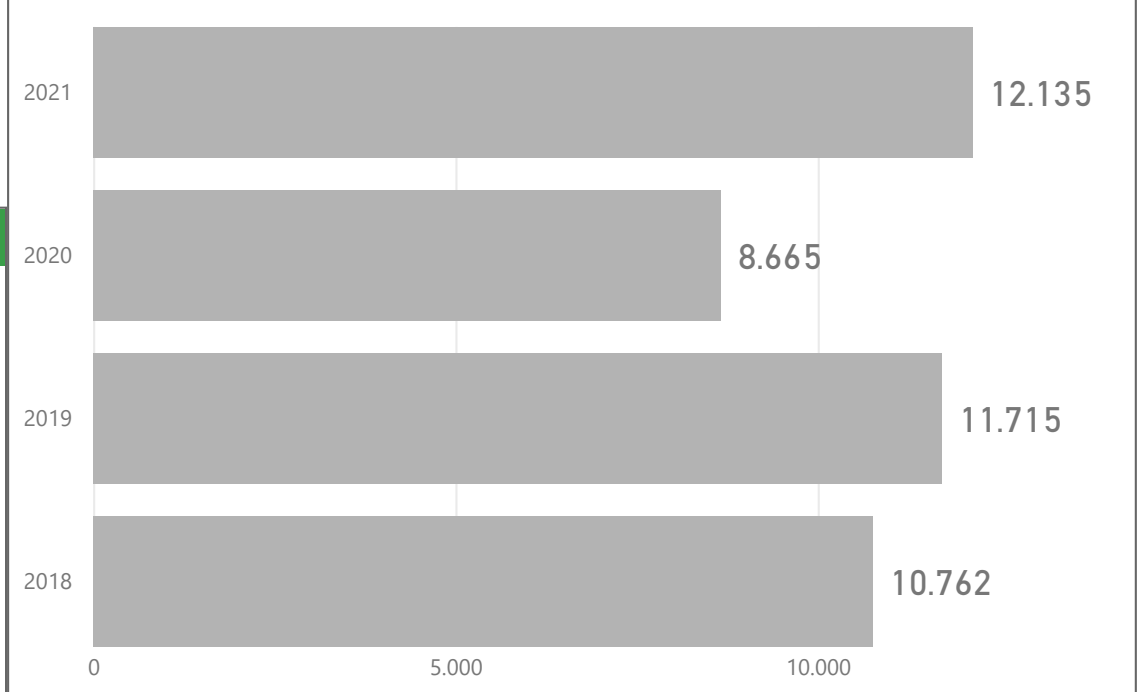


Vehicles Sales

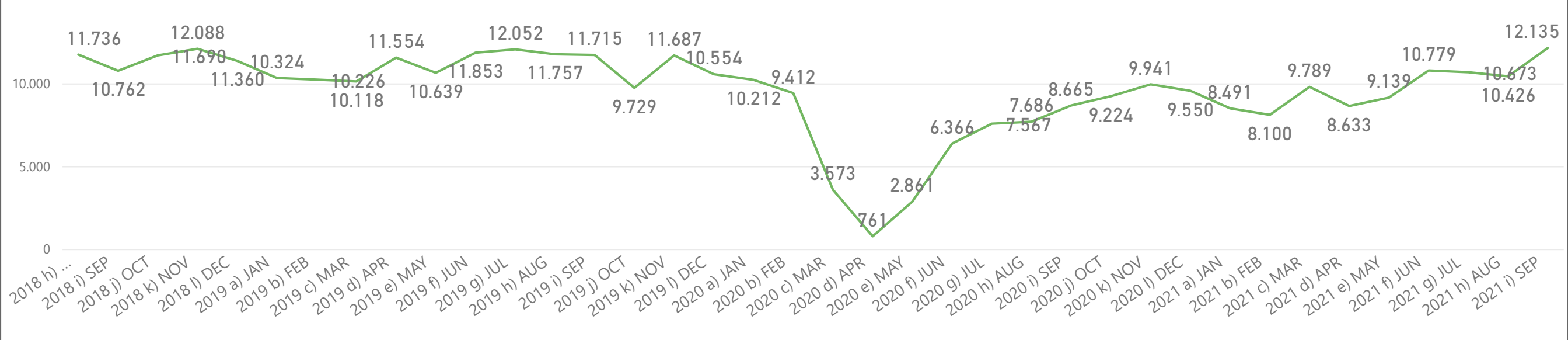
Vehicle Sales by Segments

Segments	Sep 21	Sep 20	Jan-Sep 21	Jan-Sep 20	Var Sep/Aug 21	Var Sep 21/20	Var Jan-Sep 21/20
SUV	5.217	3.656	36.102	21.043	17,9 %	42,7 %	71,6 %
AUTOMOBILE	3.414	2.547	27.000	19.561	10,7 %	34,0 %	38,0 %
PICK UP	2.101	1.425	14.867	8.793	18,5 %	47,4 %	69,1 %
TRUCK	1.043	770	7.407	5.176	28,6 %	35,5 %	43,1 %
VAN	324	226	2.571	2.193	10,6 %	43,4 %	17,2 %
BUS	36	41	218	337	-12,2 %	-12,2 %	-35,3 %
Total	12.135	8.665	88.165	57.103	16,4 %	40,0 %	54,4 %

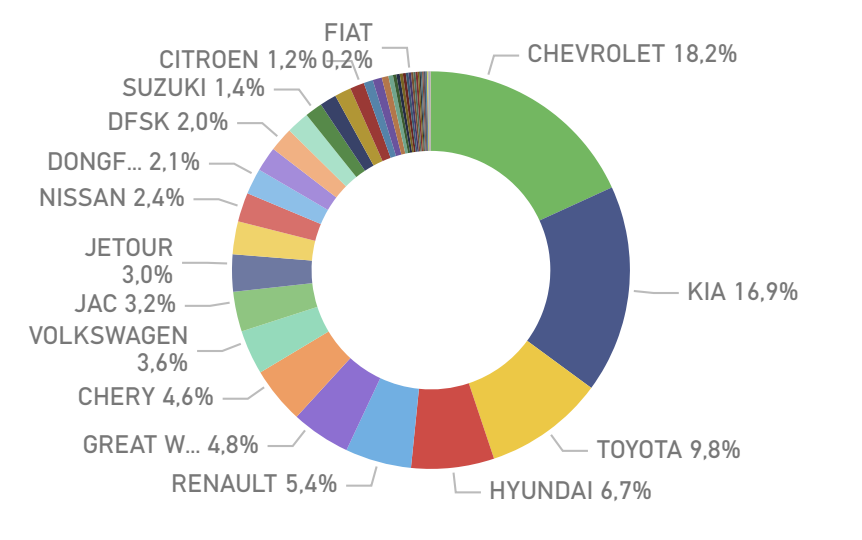
Historical Vehicle Sales (units) 2018-2021 (Sep)



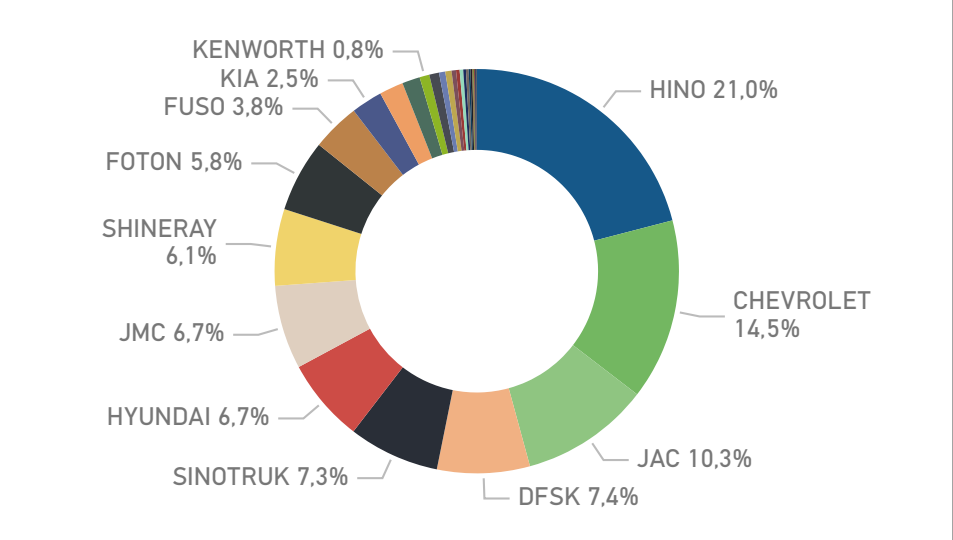
Monthly Vehicle Sales (units)



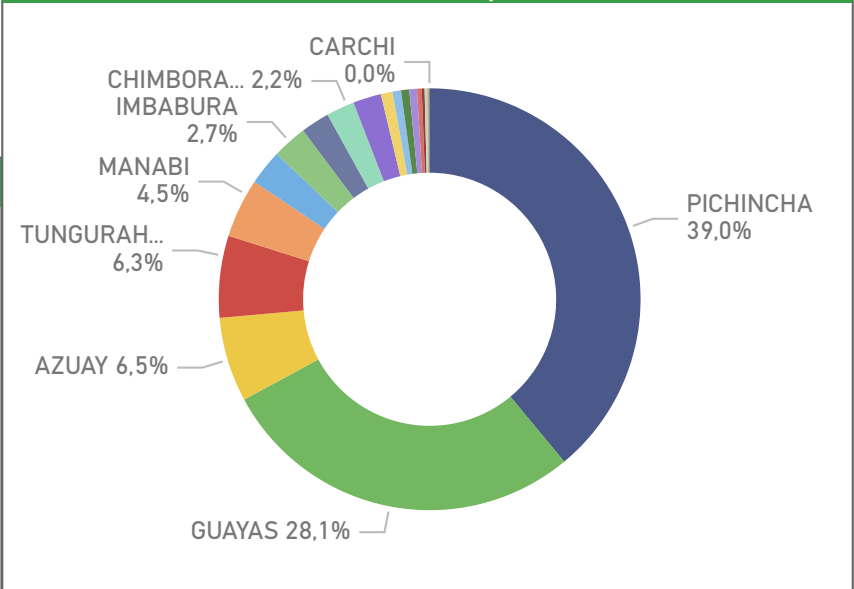
Markets Share by Brand Light Vehicles* 2021 (Sep)



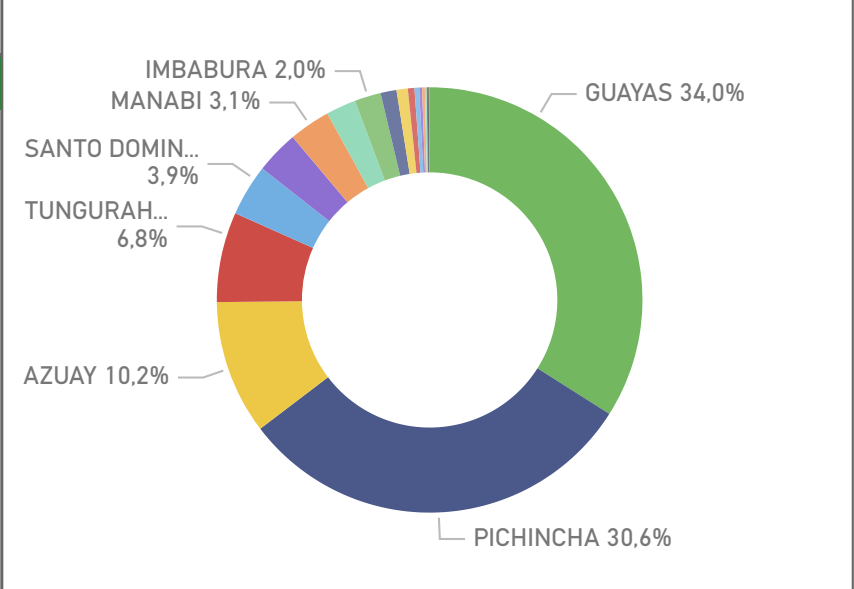
Market Share by Brand Commercial Vehicles** 2021 (Sep)



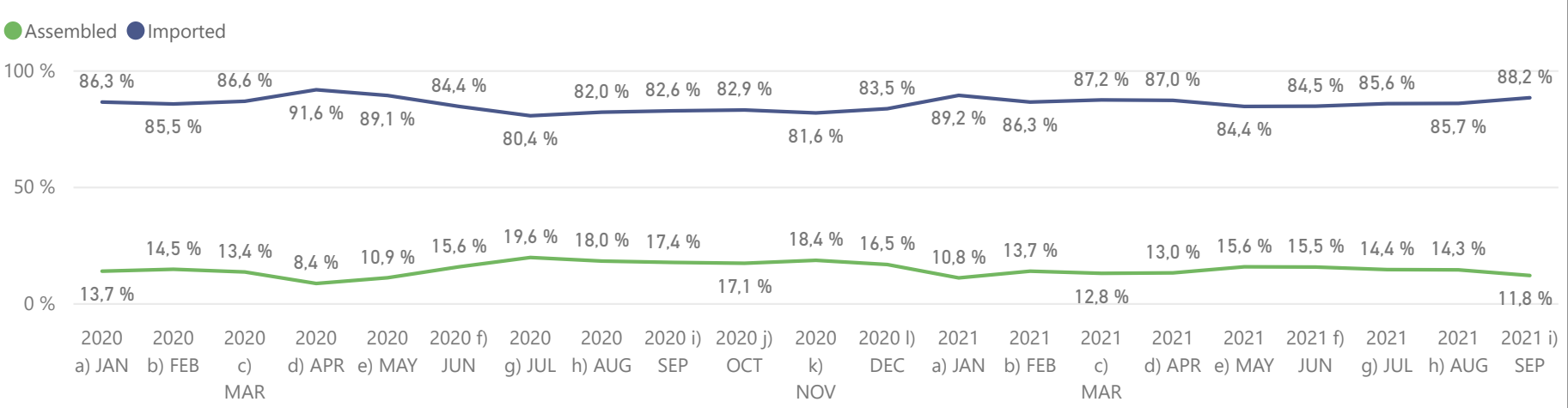
Market Share by Province (units) Light Vehicles* 2021 (Sep)



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



Market Share: Imported vs. Assembled (% Share)



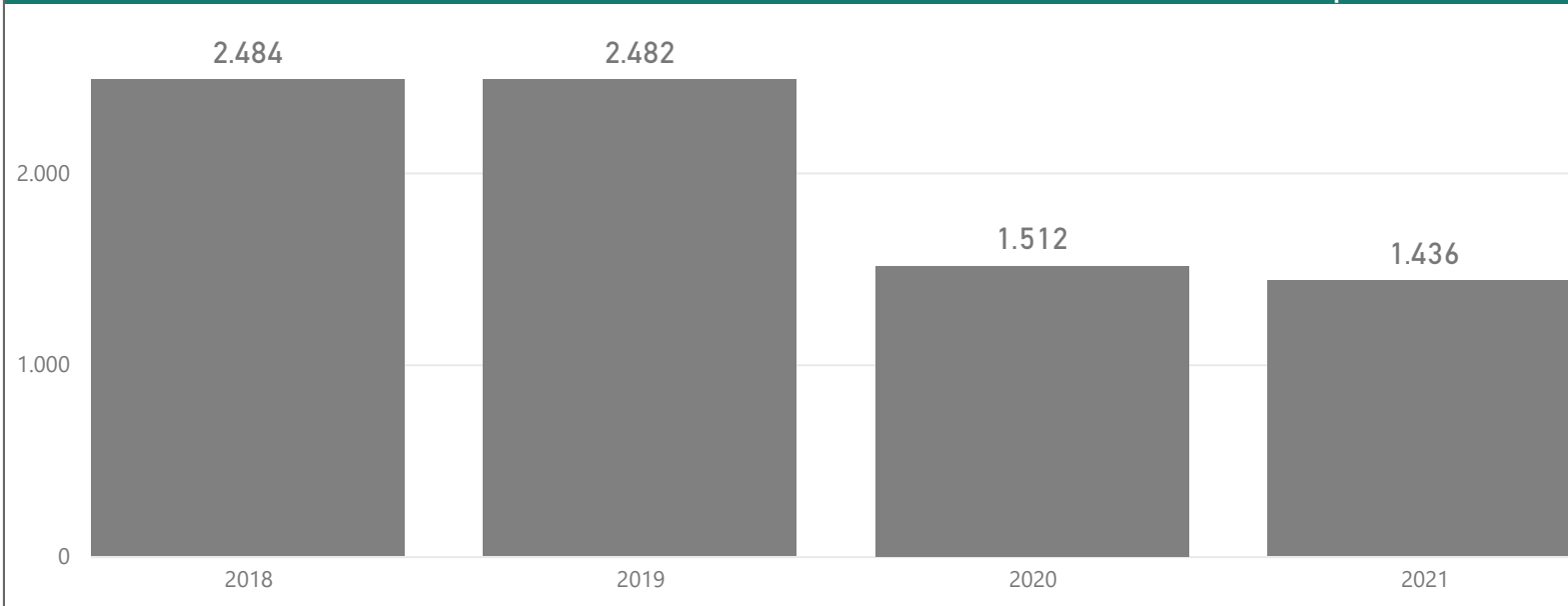
4 *Light vehicles Automobile, SUV, Pick up
**Commercial vehicles: Bus, Truck, VAN

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

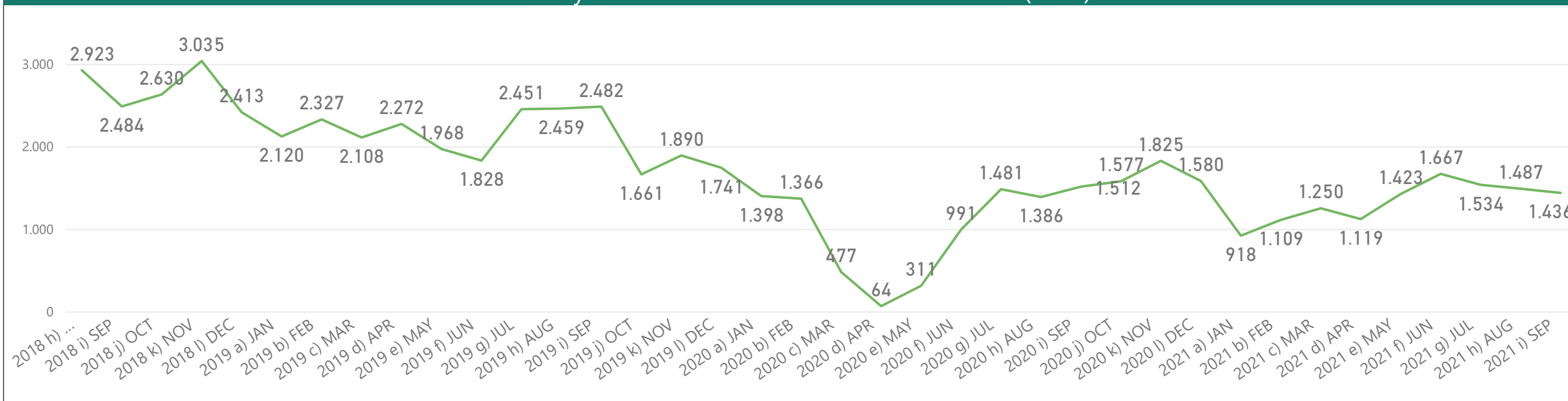


Assembled Vehicle Sales

Historical Sales of Assembled Vehicles (units) 2018-2021 (Sep)



Monthly Sales of Assembled Vehicles in Ecuador (units)



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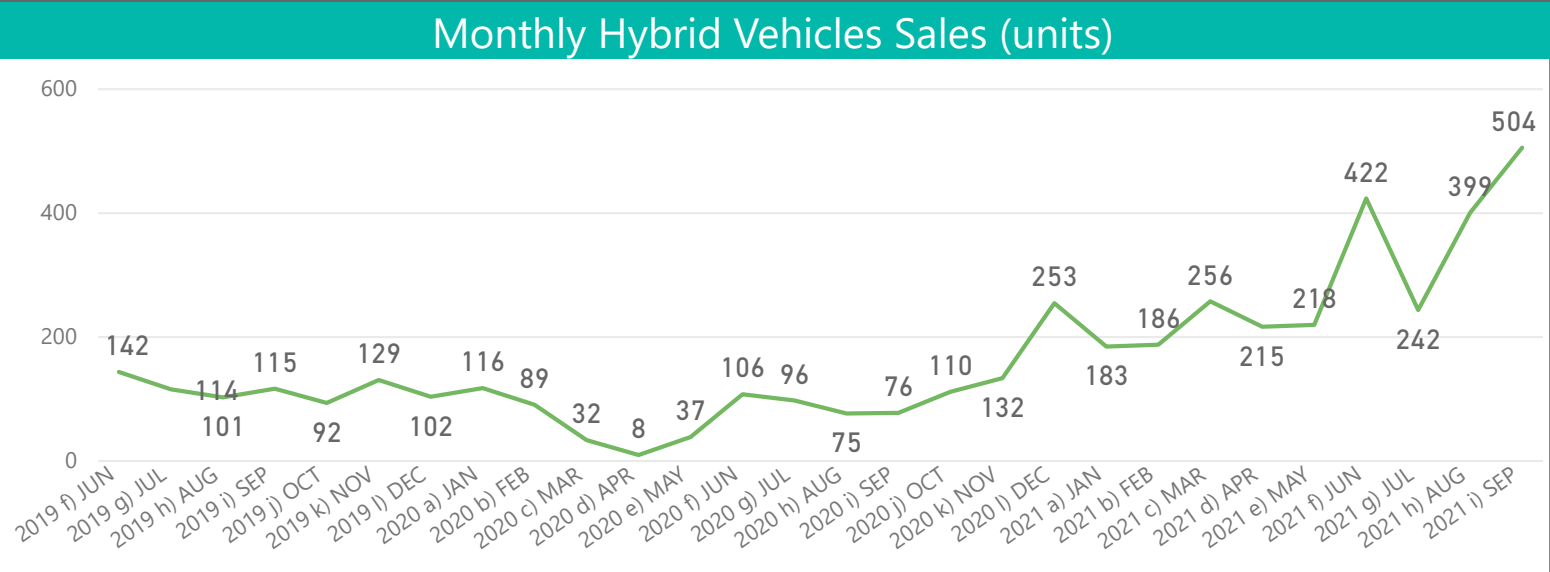
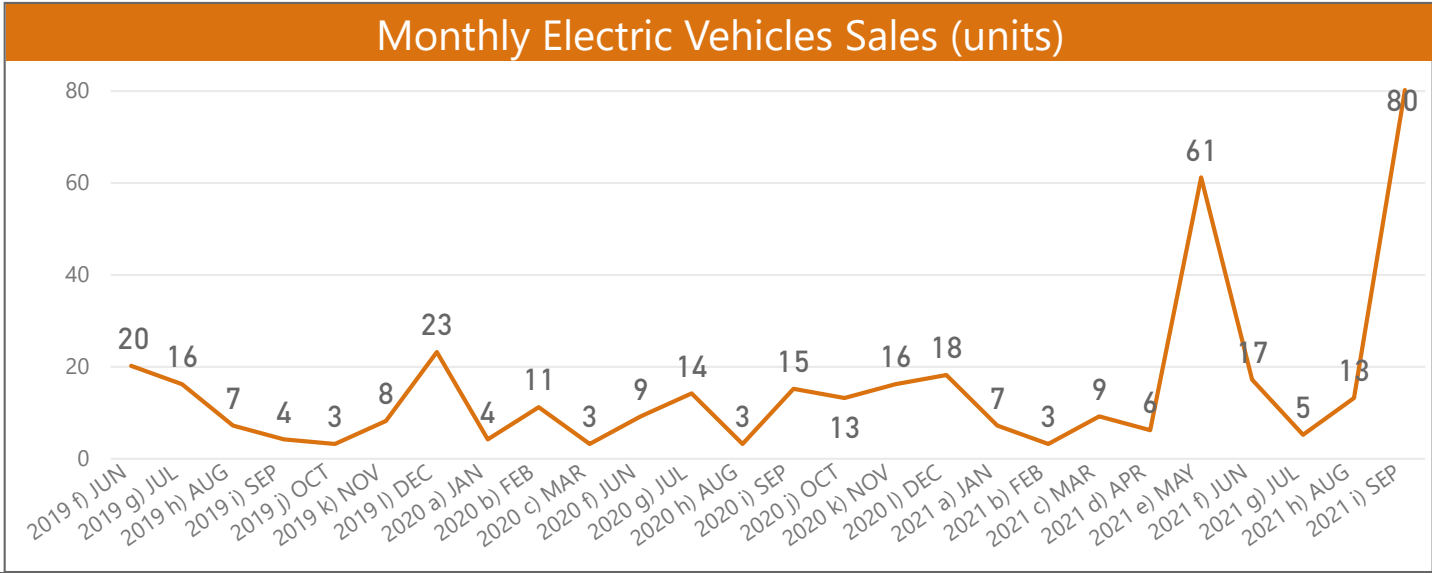
New technologies

AUTOMOTIVE SECTOR in figures | **AEADE** ASSOCIACIÓN DE EMPRESAS AUTOMOTRICES DEL ECUADOR

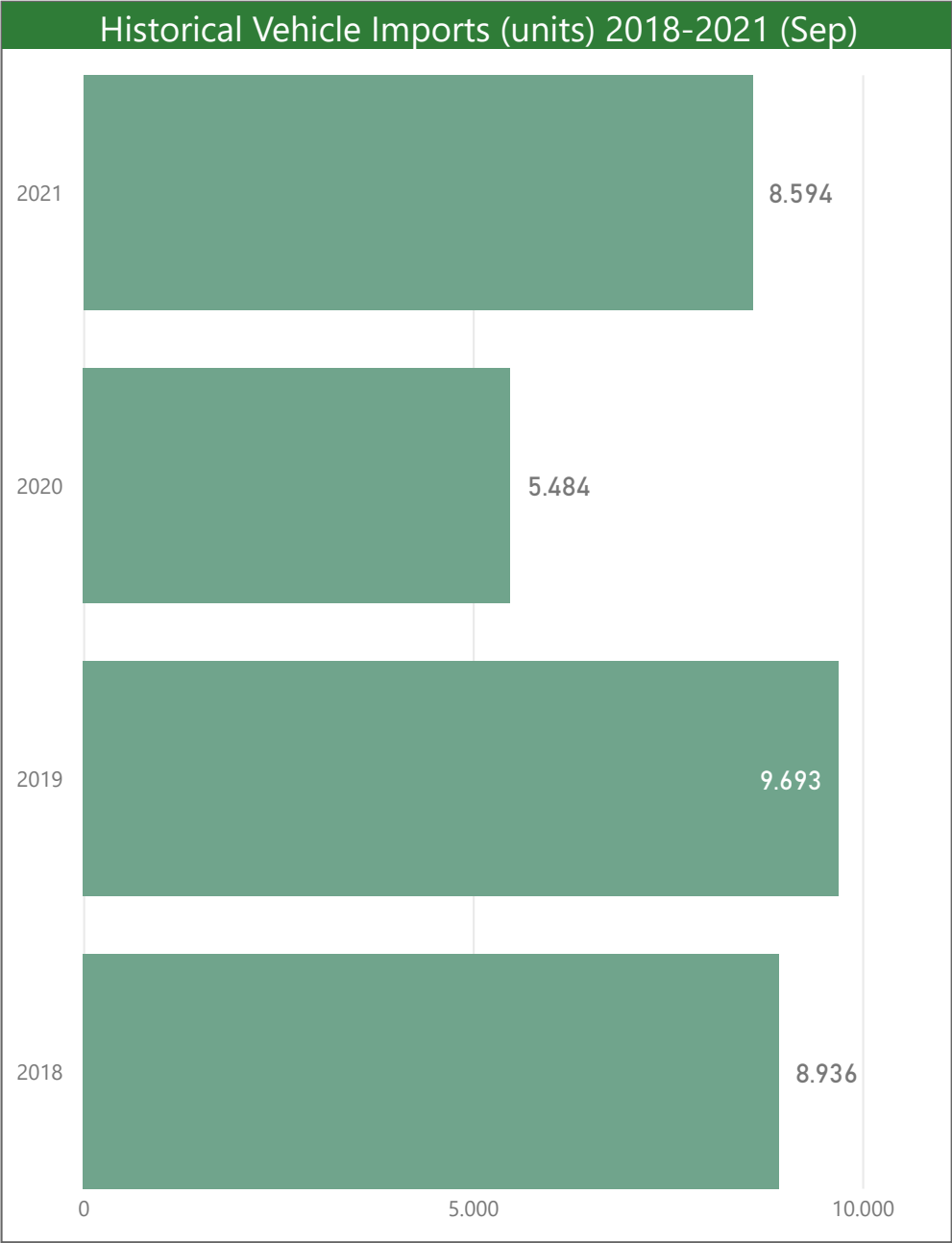
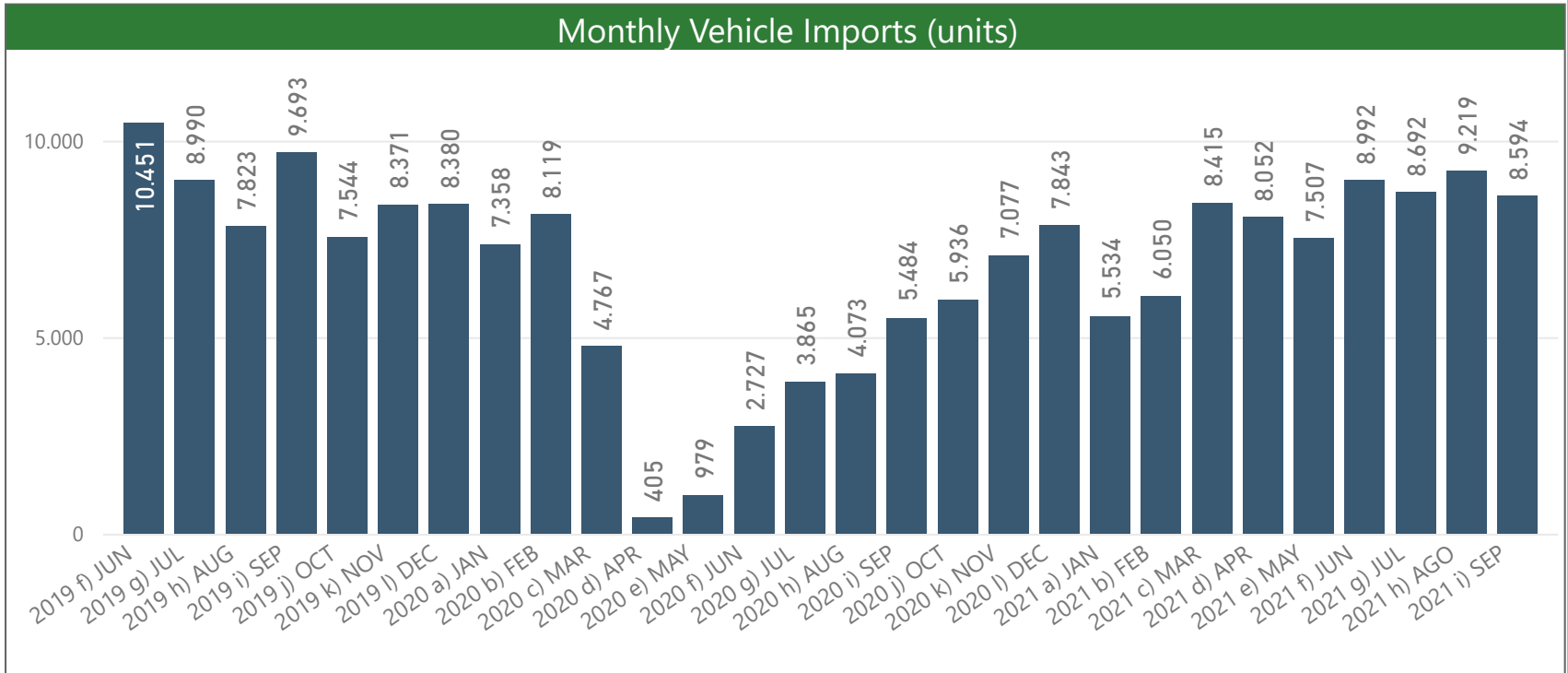
Electric Vehicles

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Hybrid Vehicles



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

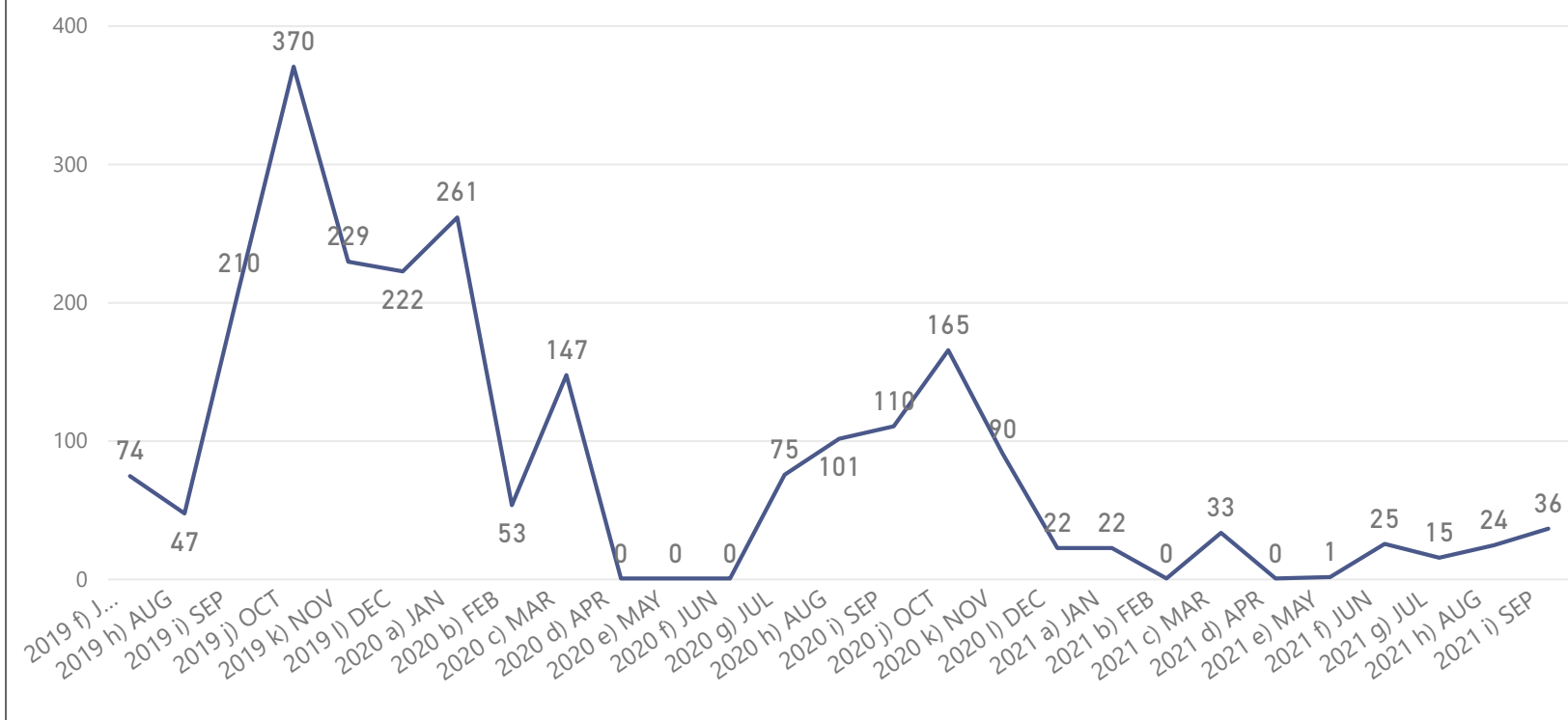


Source: SENAE- Servicio Nacional de Aduana del Ecuador

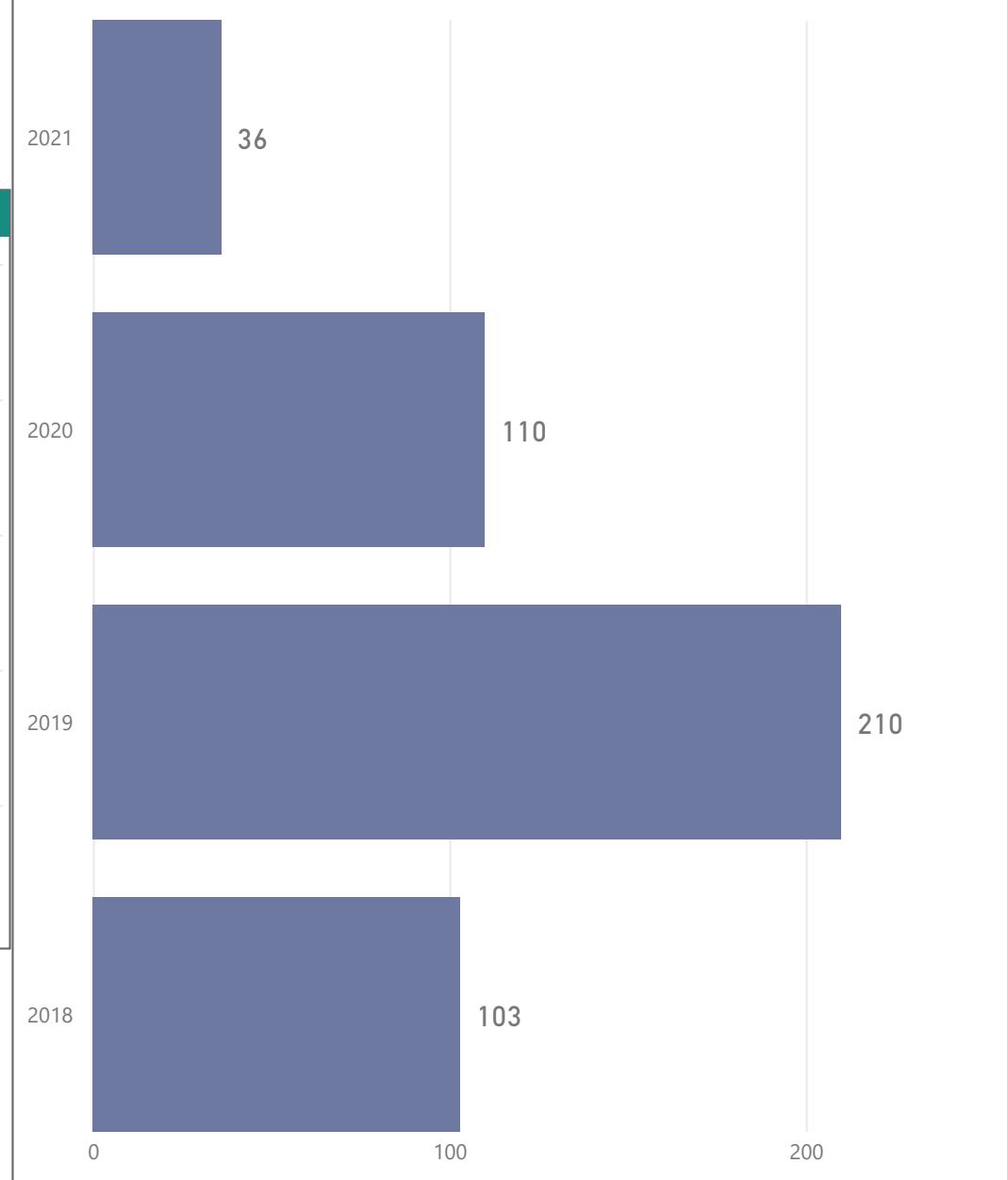


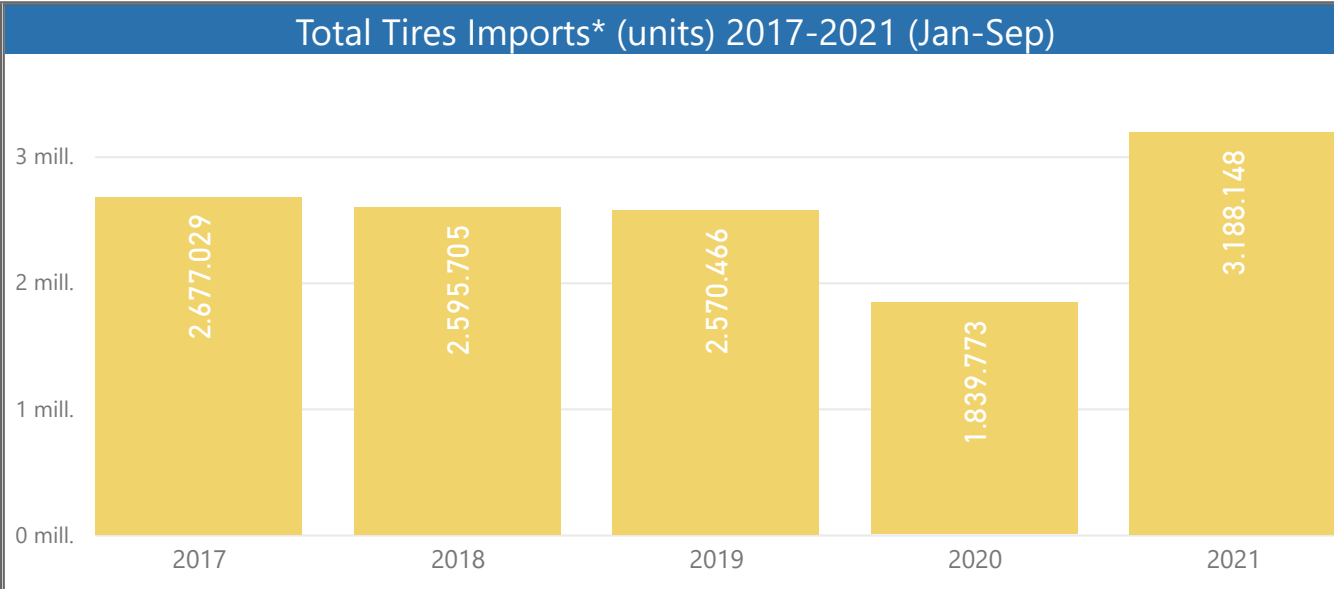
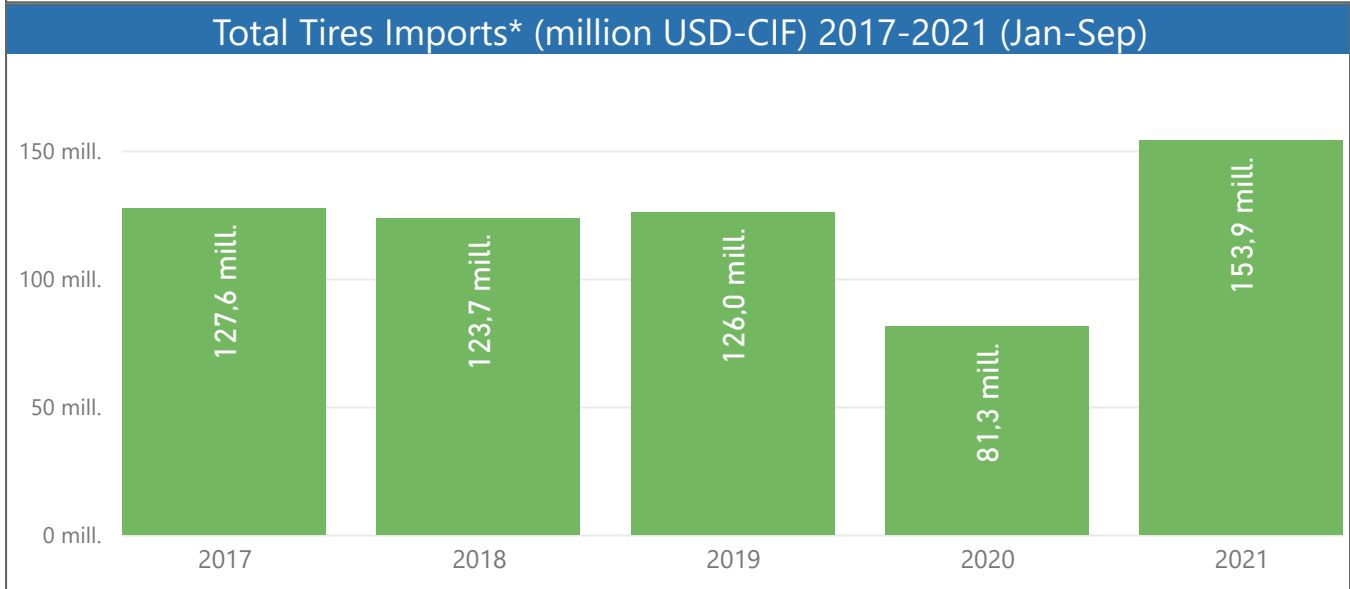
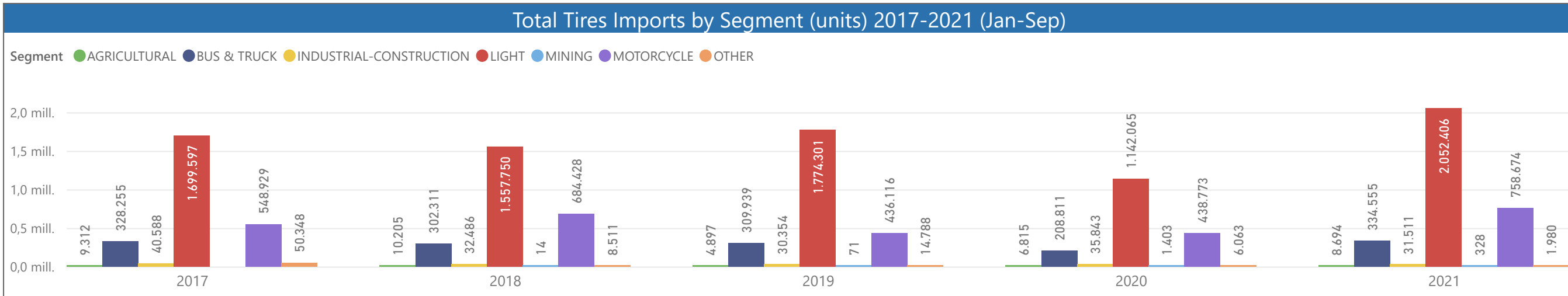
Vehicle Exports

Monthly Vehicle Exports (units)

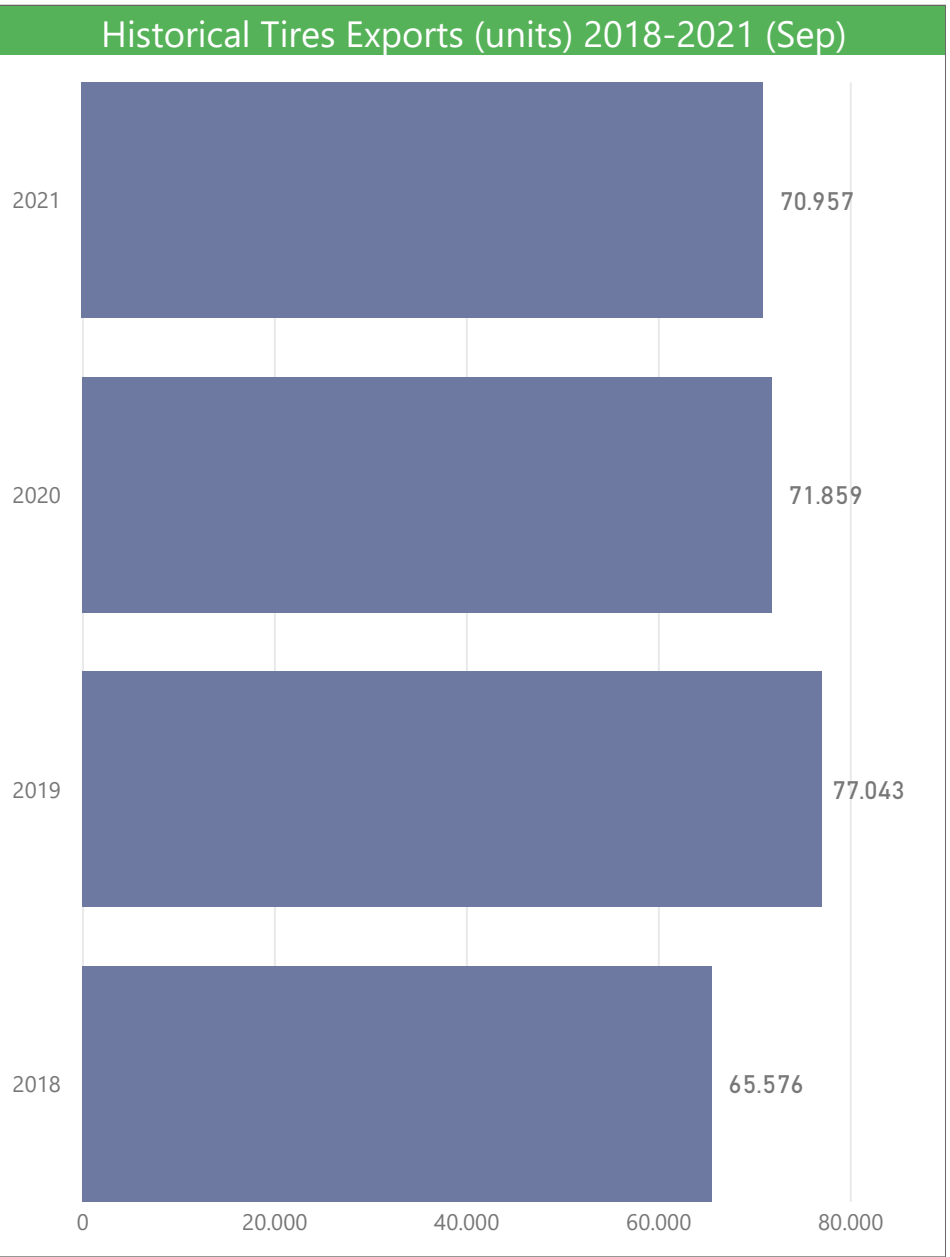
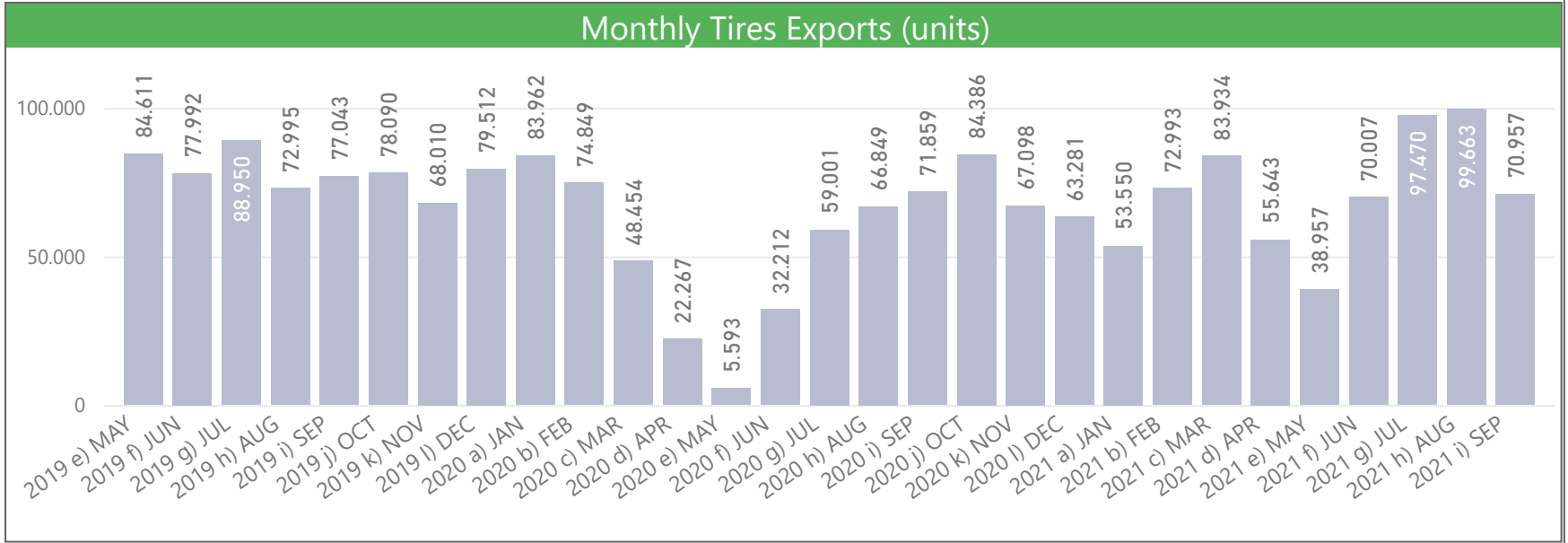


Historical Vehicle Exports (units) 2018-2021 (Sep)

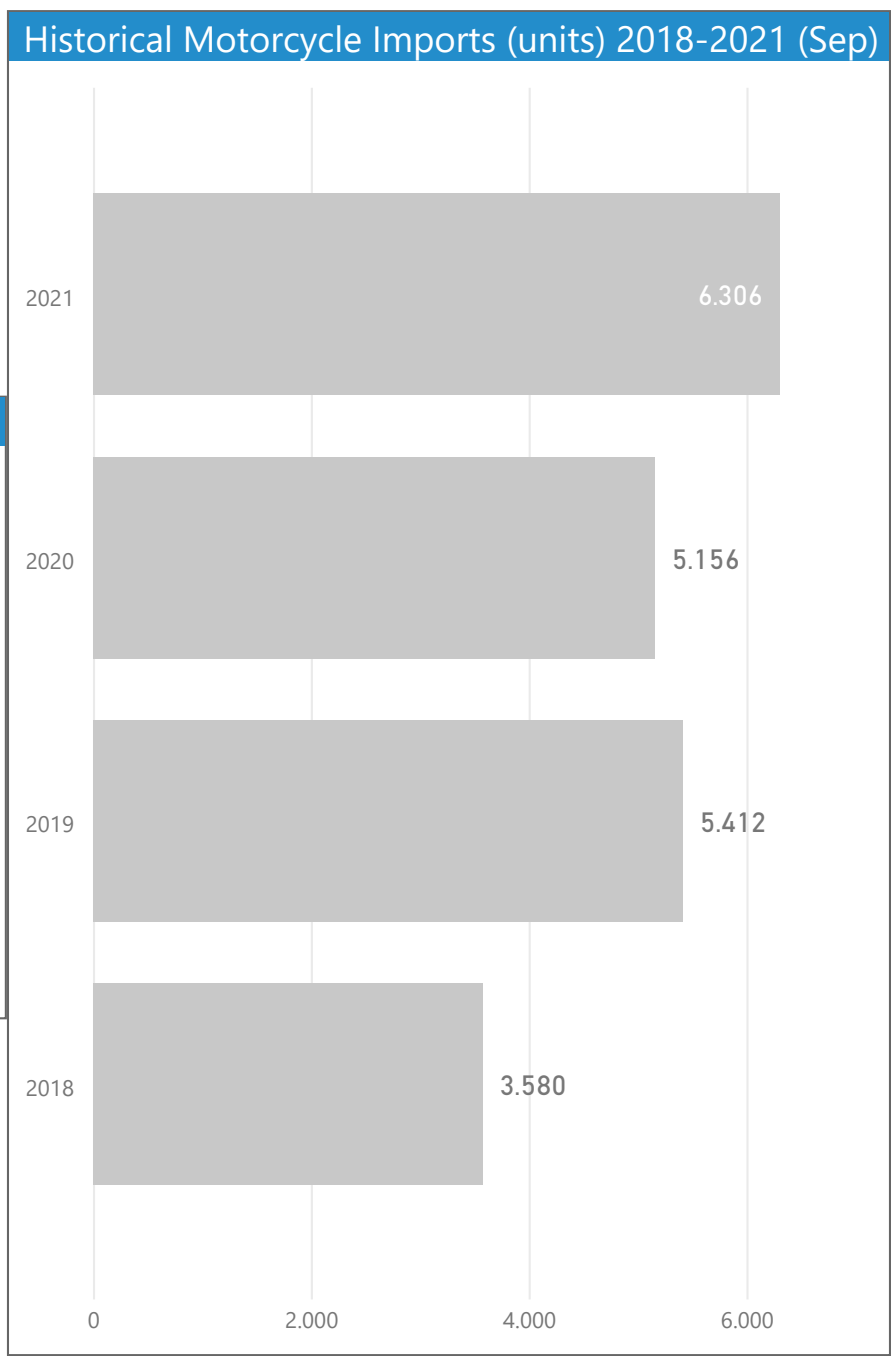
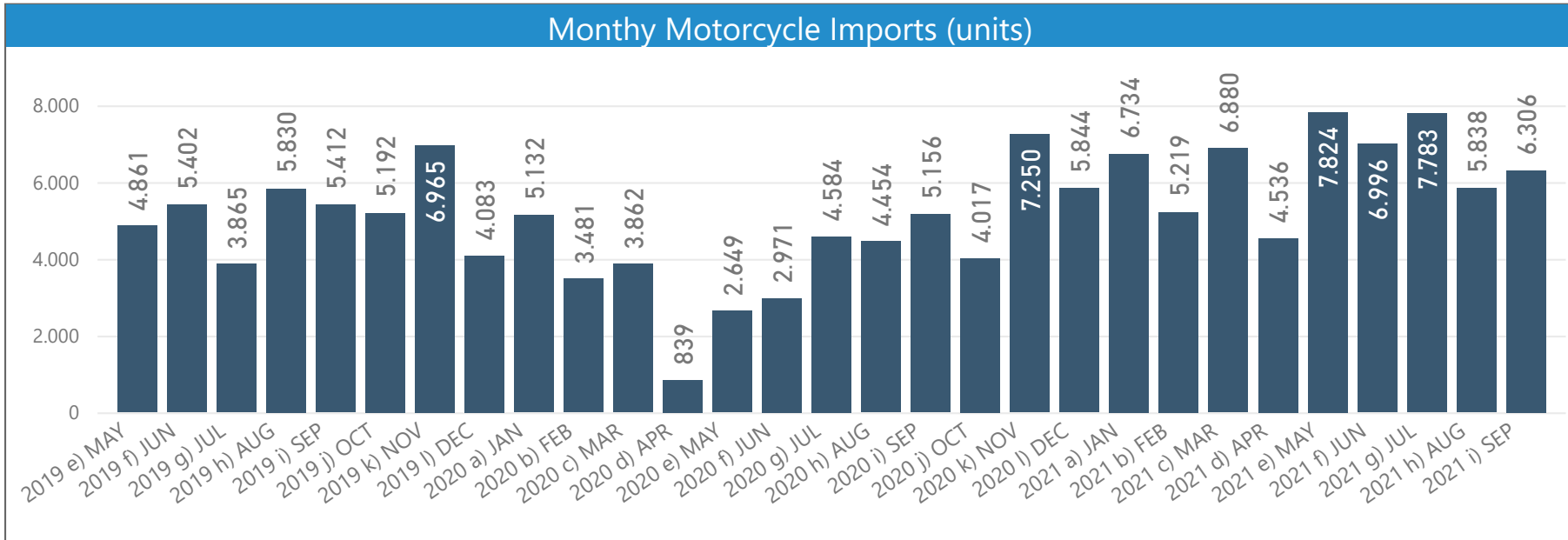




*Airplane and bicycle segments are excluded



Source: SENA- Servicio Nacional de Aduana del Ecuador

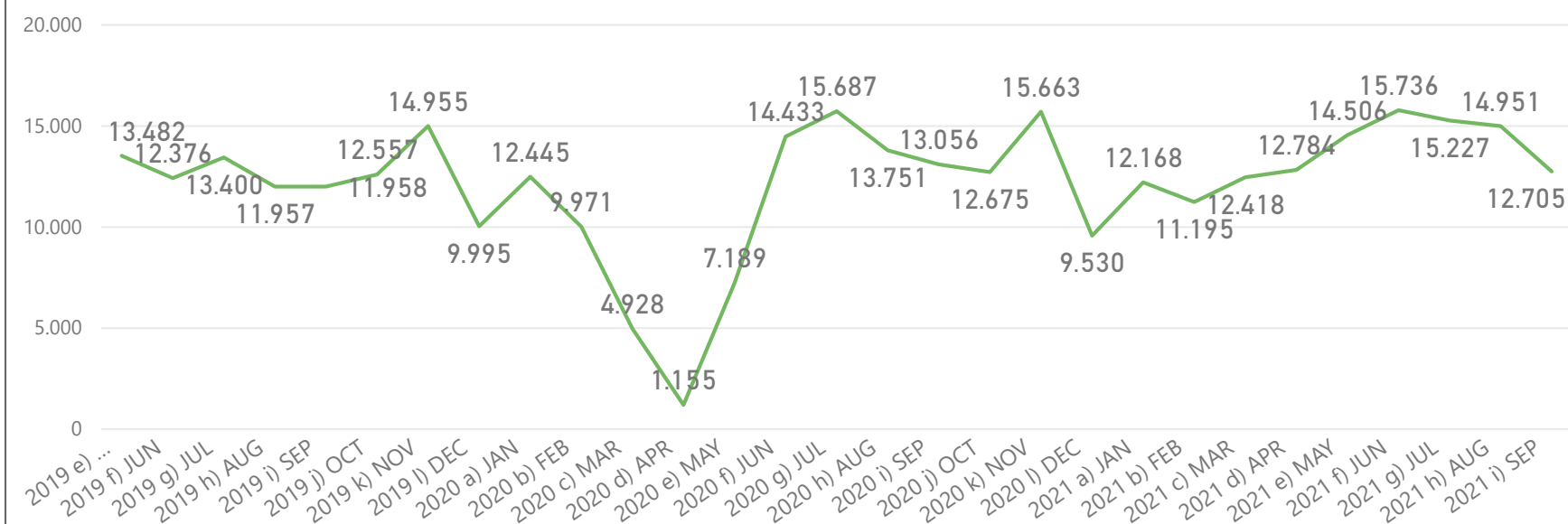


Source: SENA- Servicio Nacional de Aduana del Ecuador



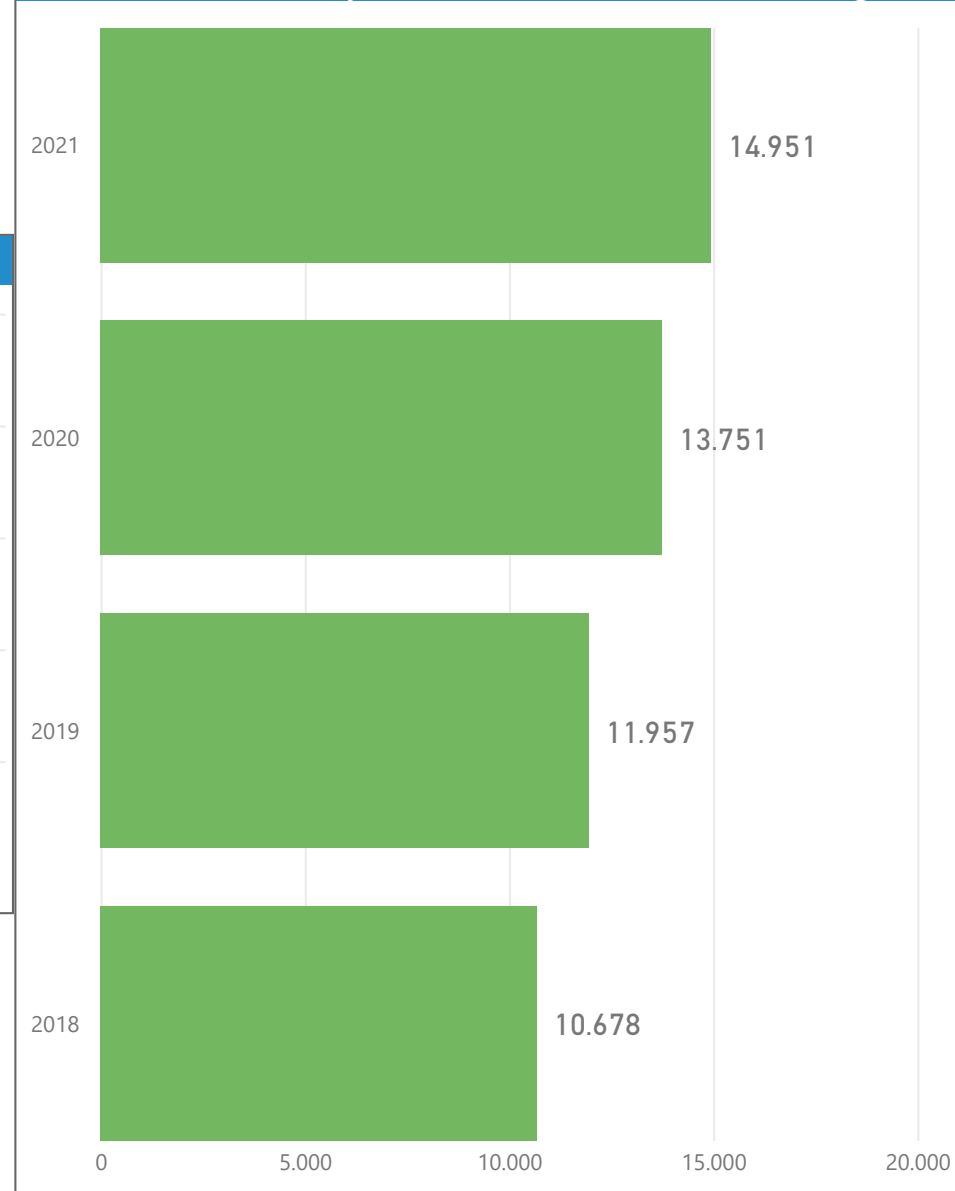
Motorcycle Sales

Monthly Motorcycle Sales (units)



Note.: September 2021 is provisional data

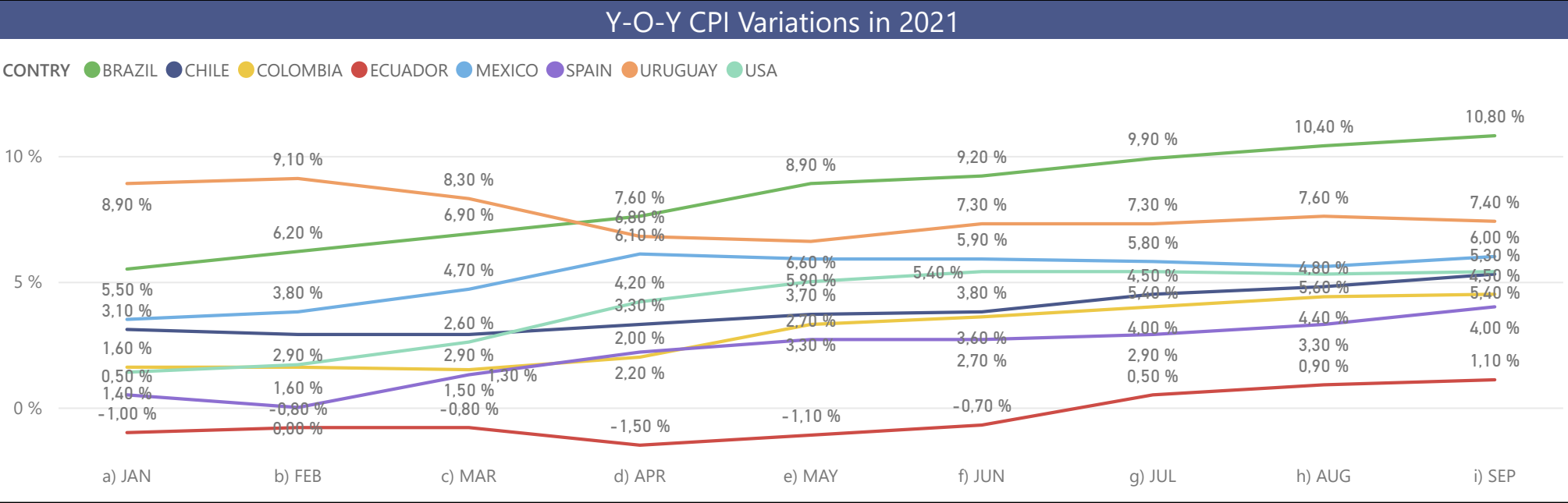
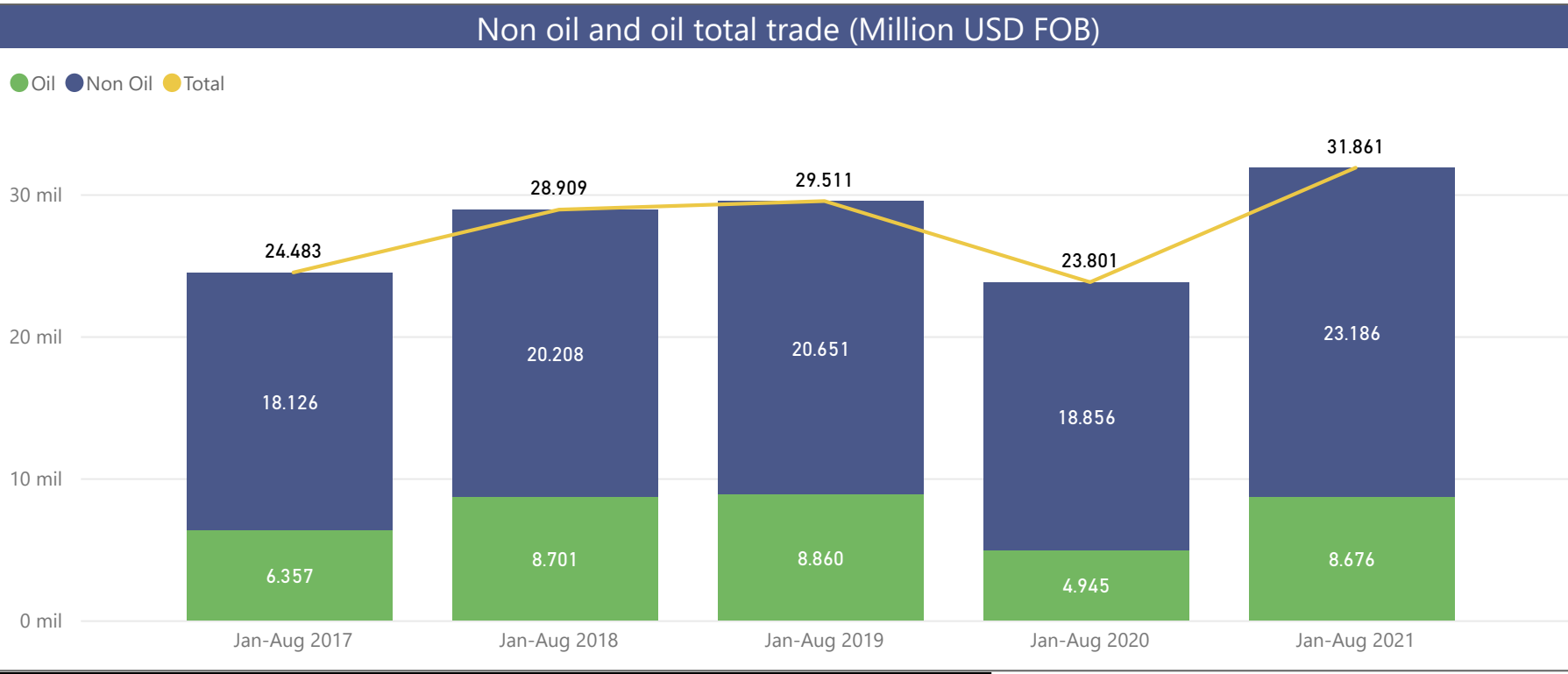
Historical Motorcycles Sales (units) 2018-2021 (Ago)



The level of foreign trade operations in Ecuador has recovered by 34% y-o-y in the January-August period.

This recovery is mainly due to oil activities, which suffered heavy losses in 2020.

After reaching USD 31,861 million a new historical level for foreign trade operations is achieved.



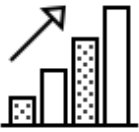
Inflationary pressures are observed around the world and in the economies of the region caused mainly by logistical issues.

Ecuador presents, in any case, one of the lowest price variations, driven solely by the increase in transport prices.

GDP	Jan - Dec 2020	Jan - Dec 2019	Variation
Nominal GDP (USD millions)	98.808	107.436	-8,0 %
Real GDP (USD millions of 2007)	66.308	71.909	-7,8 %



Oil	August 2021	August 2020
WTI (average price)	70,33	44,97



Inflation	September 2021	September 2020
Monthly	0,0 %	-0,2 %
Annual	1,1 %	-0,9 %
Accumulated	1,3 %	-0,7 %



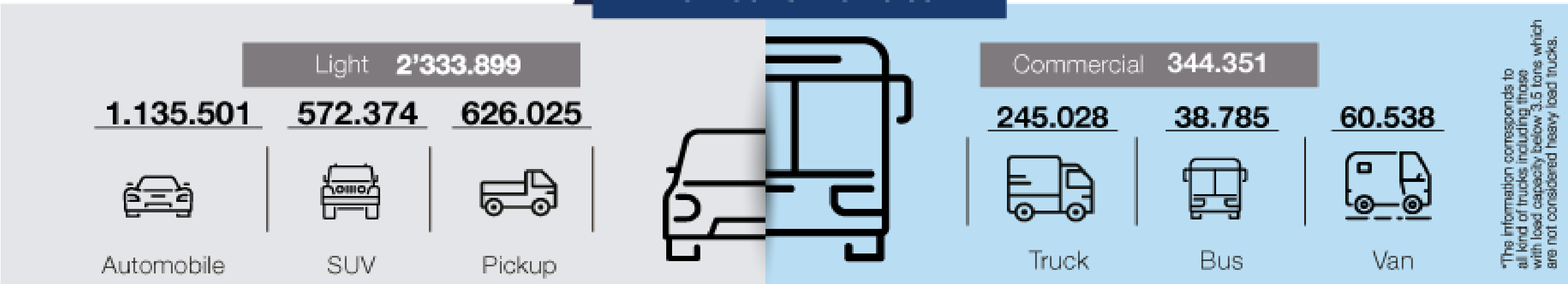
Foreign currency exchange	September 2021	September 2020
USD/BRL	5,44	5,63
USD/COP	3.806,62	3.824,09
USD/EURO	0,86	0,85
USD/PEN	4,13	3,60

FOREIGN TRADE	August 2021	August 2020
1) Exports (FOB USD millions)		
1.1) Non Oil Exports	1.500	1.267
1.2) Oil Exports	745	520
1.3) Total Exports	2.245	1.787
2) Imports (FOB USD millions)		
2.1) Non Oil Imports	1.804	1.140
2.2) Oil Imports	446	206
2.3) Total Imports	2.249	1.346
3) Trade Balance (FOB USD millions)		
3.1) Non Oil Trade Balance (USD FOB million)	-303	127
3.2) Oil Trade Balance (USD FOB million)	299	314
3.3) Total Trade Balance (USD FOB million)	-4	442

Labor Market	August 2021	August 2020
1) Working-age population	12.698.798	12.673.943
2) Economically active population	8.540.363	8.277.483
2.1) Employed population	8.125.322	7.850.799
2.2) Appropriate employment	2.770.656	2.631.708
2.3) Underemployment	1.887.050	2.035.106
2.4) Unpaid employment	950.882	916.424
2.5) Other non-full employment	2.451.125	2.204.818
2.6) Unclassified employment	65.610	62.744
3) Unemployment	415.041	426.684
4) Economically inactive population	4.158.405	4.396.460



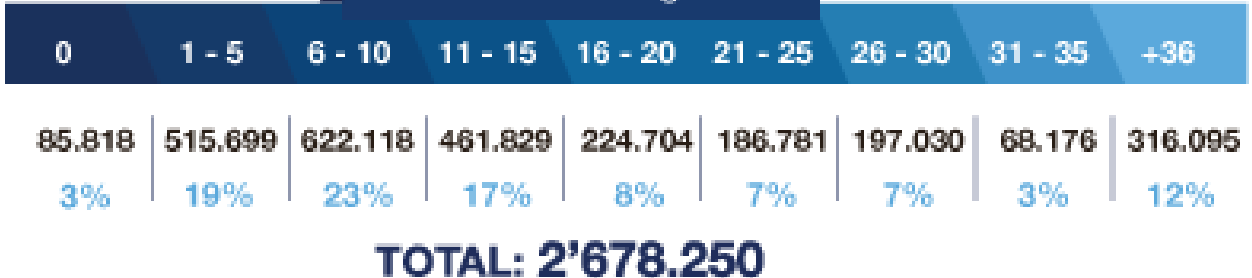
Number of vehicles



*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: 15,8 years



Geographic location

PICHINCHA	912.843	CARCHI	22.137
GUAYAS	696.690	BOLIVAR	14.168
AZUAY	188.903	ORELLANA	9.759
TUNGURAHUA	157.728	SUCUMBIOS	9.100
MANABI	123.545	PASTAZA	9.304
IMBABURA	80.587	MORONA SANTIAGO	5.105
EL ORO	71.516	NAPO	4.941
CHIMBORAZO	70.087	SANTA ELENA	5.152
LOJA	62.075	ZAMORA CHINCHIPE	3.992
LOS RIOS	57.693	GALAPAGOS	652
COTOPAXI	57.216		
SANTO DOMINGO	51.837		
CAÑAR	36.543		
ESMERALDAS	26.899		

Source:
Base de matriculación del Servicio de Rentas Internas (SRI), 2020
Estimate of Asociación de Empresas Automotrices del Ecuador (Aeade), 2020
Autoplus, 2020

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