



# 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 | 2.125        |
|  Manufacture of parts and accessories for motor vehicles                                          | 850          |
| <b>Subtotal</b>                                                                                                                                                                   | <b>2.975</b> |



## Employment 2021

**Total Employment 2021: 155.943**

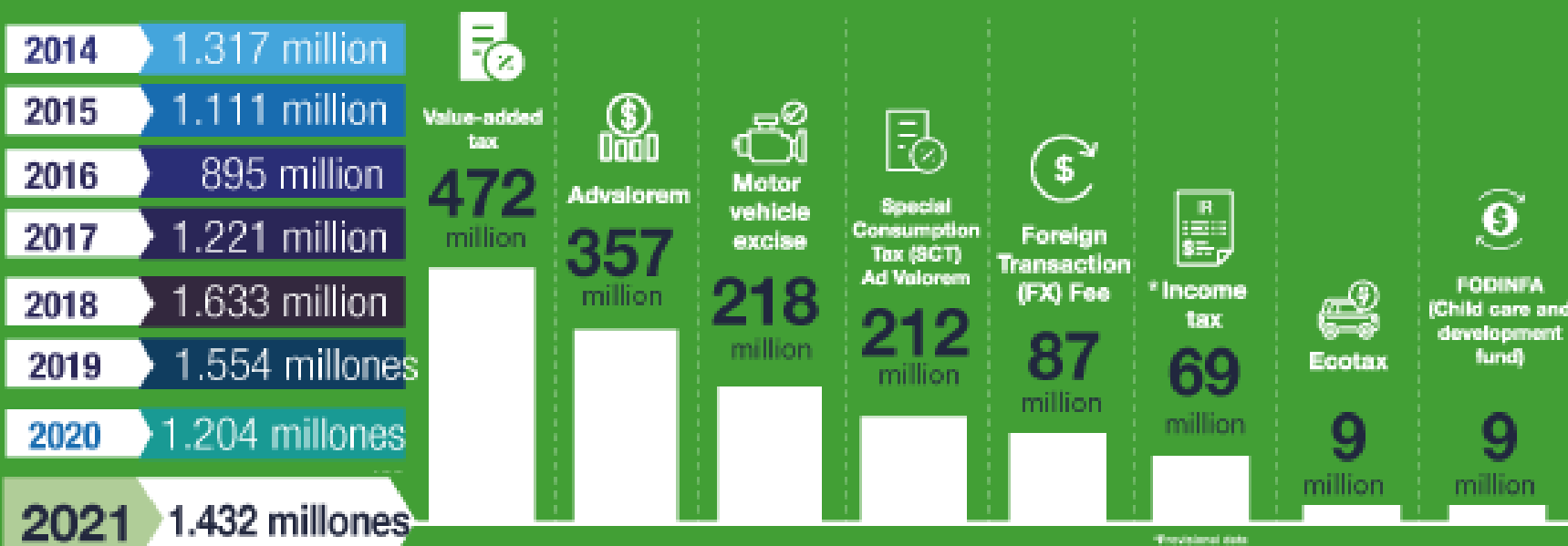
Source: Encuesta Nacional de Empleo, Desempleo y Subempleo, (ENEMDU), 2021



## Vehicle and motorcycle sale, maintenance and repair

| Activities                                                                                                                      | # workers      |
|---------------------------------------------------------------------------------------------------------------------------------|----------------|
|  Sale of motor vehicles                      | 22.095         |
|  Maintenance and repair of vehicles          | 87.107         |
|  Sale of motor vehicles parts and accesories | 33.143         |
|  Sale, maintenance and repair of motorcycles | 10.623         |
| <b>Subtotal</b>                                                                                                                 | <b>152.968</b> |

## Taxes (Importing and Assemblers Companies)



## Macroeconomic Indicators

|                       |                      |                      |
|-----------------------|----------------------|----------------------|
| Total trade balance   | (March 2022)         | 329 USD millions FOB |
| Average oil price WTI | (March 2022)         | 108.52 USD           |
| Annual inflation      | (April 2022)         | 2.89%                |
| Annual GDP variation  | (Jan-Dec 2021/20120) | -4.2 %               |

Source: Banco Central del Ecuador (BCE), 2022

## Credit



### Consumption:

Jan-Mar 2022  
USD 1,290 millions

Source: Superintendencia de Bancos, 2022

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



**Imports (CBU):**  
Jan - Apr 2022  
37,896  
units



**Assembled vehicles sales:**  
Jan - Apr 2022  
5,747  
units



**Exports:**  
Jan - Apr 2022  
69  
units

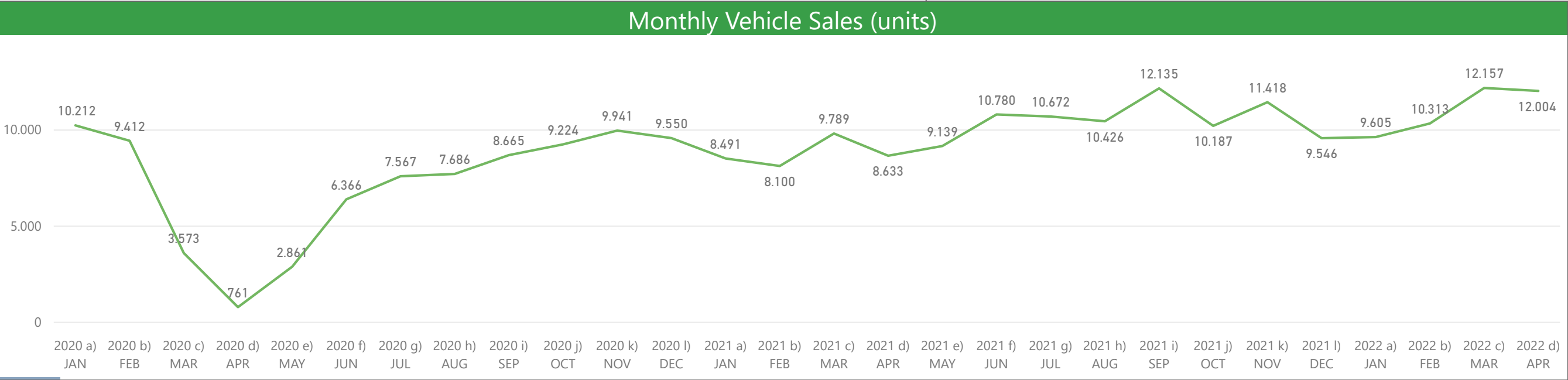
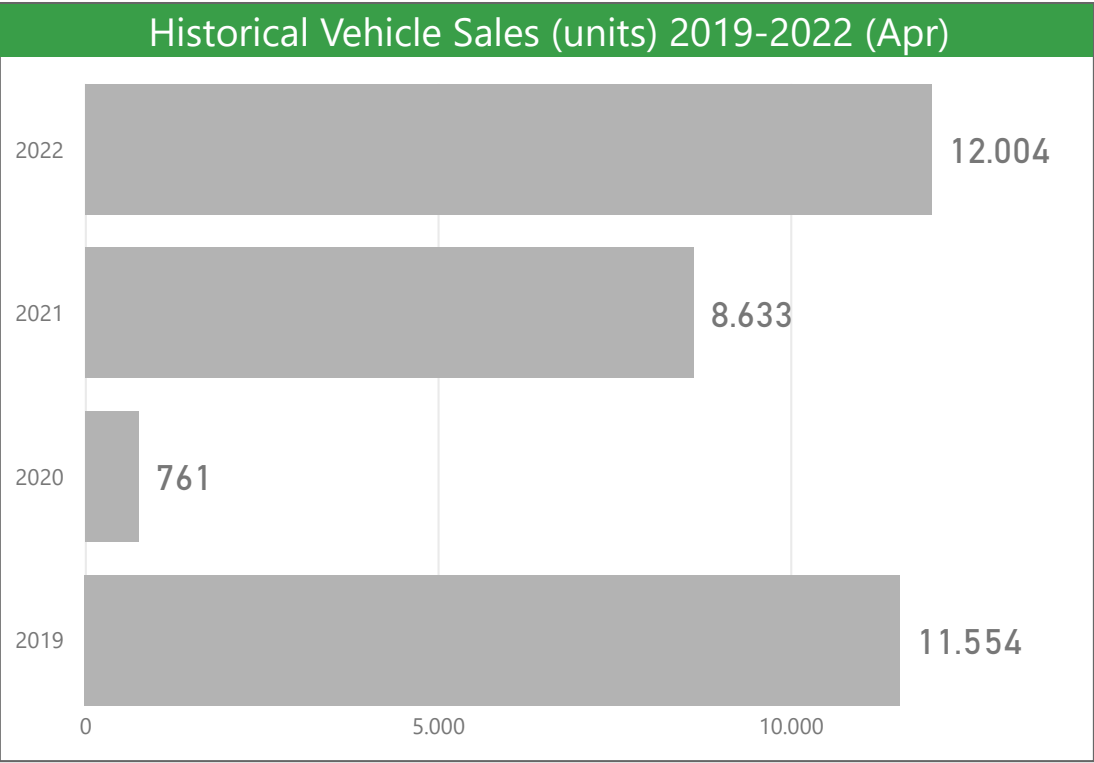


**Total sales:**  
Jan - Apr 2022  
44,079  
units

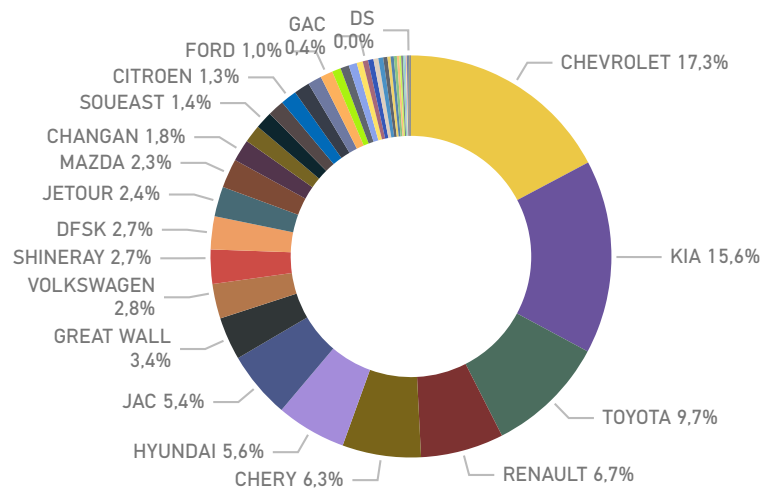
\*Light vehicles: automobiles, pickups, SUV \*\*Commercial vehicles: VAN, trucks, buses

Source: Servicio Nacional de Aduanas del Ecuador (Senae), 2022  
Asociación de Empresas Automotrices del Ecuador (Aeade), 2022

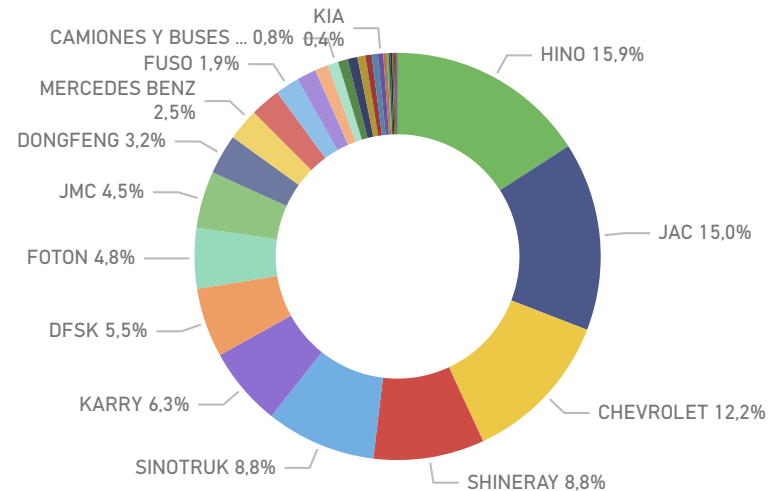
| Vehicle Sales by Segments |               |              |               |               |                |               |                   |
|---------------------------|---------------|--------------|---------------|---------------|----------------|---------------|-------------------|
| Segments                  | Apr 22        | Apr 21       | Jan-Apr 22    | Jan-Apr 21    | Var Apr/Mar 22 | Var Apr 22/21 | Var Jan-Apr 22/21 |
| SUV                       | 5.688         | 3.495        | 20.011        | 13.885        | 1,6 %          | 62,7 %        | 44,1 %            |
| AUTOMOBILE                | 2.930         | 2.636        | 11.465        | 11.215        | -8,5 %         | 11,2 %        | 2,2 %             |
| PICK UP                   | 1.970         | 1.464        | 7.346         | 5.711         | -0,2 %         | 34,6 %        | 28,6 %            |
| TRUCK                     | 972           | 772          | 3.696         | 3.094         | 5,3 %          | 25,9 %        | 19,5 %            |
| VAN                       | 388           | 240          | 1.376         | 1.036         | -5,8 %         | 61,7 %        | 32,8 %            |
| BUS                       | 56            | 26           | 185           | 72            | 7,7 %          | 115,4 %       | 156,9 %           |
| <b>Total</b>              | <b>12.004</b> | <b>8.633</b> | <b>44.079</b> | <b>35.013</b> | <b>-1,3 %</b>  | <b>39,0 %</b> | <b>25,9 %</b>     |



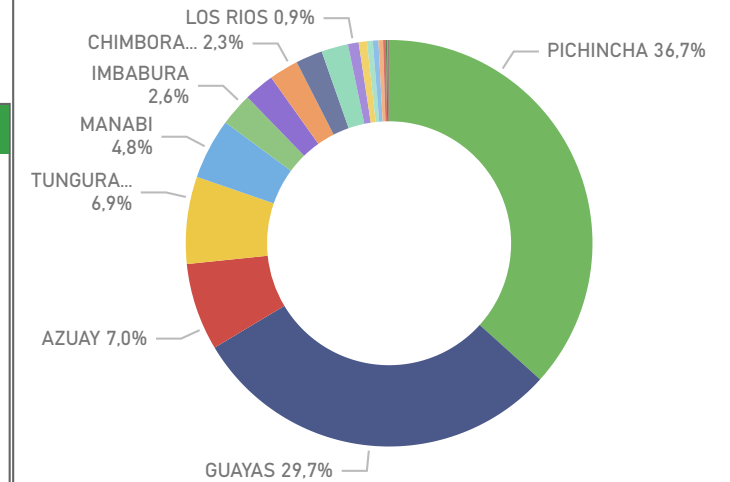
## Markets Share by Brand Light Vehicles\* 2022 (Apr)



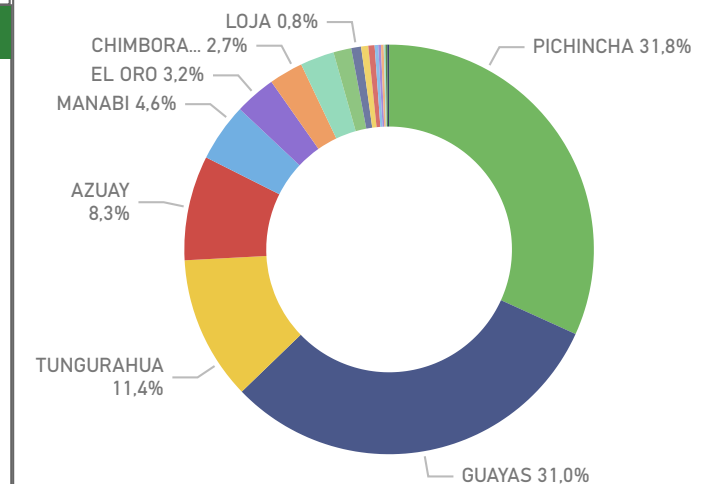
## Market Share by Brand Commercial Vehicles\*\* 2022 (Apr)



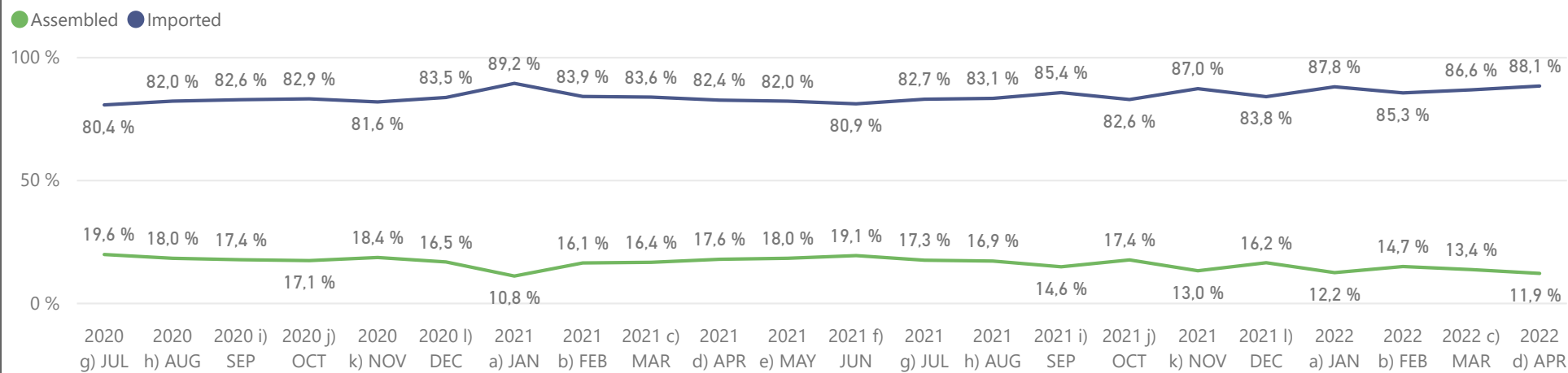
## Market Share by Province (units) Light Vehicles\* 2022 (Apr)

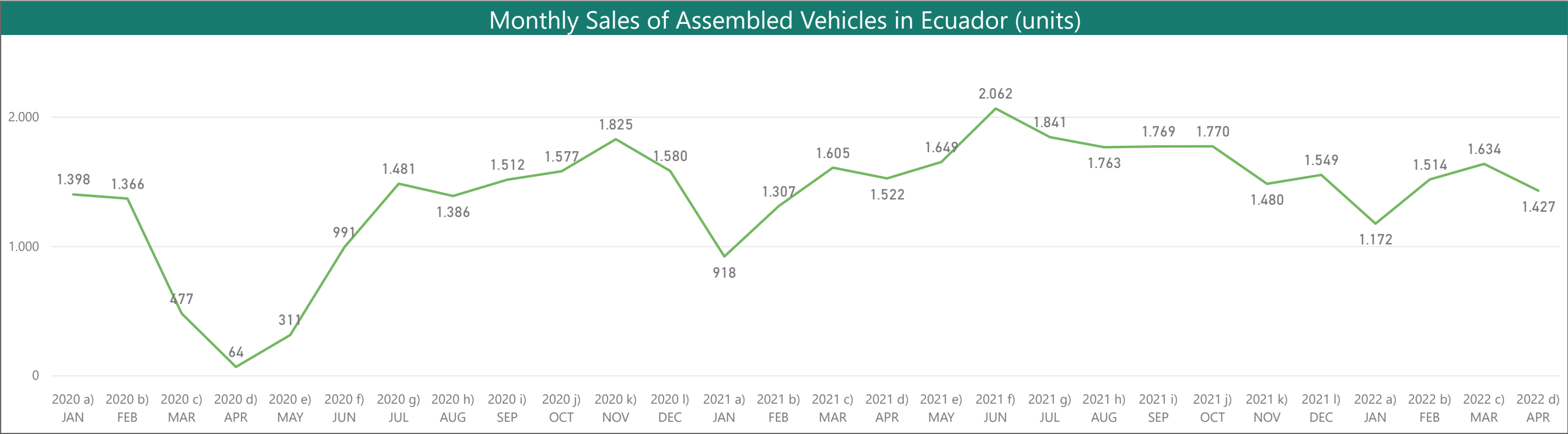
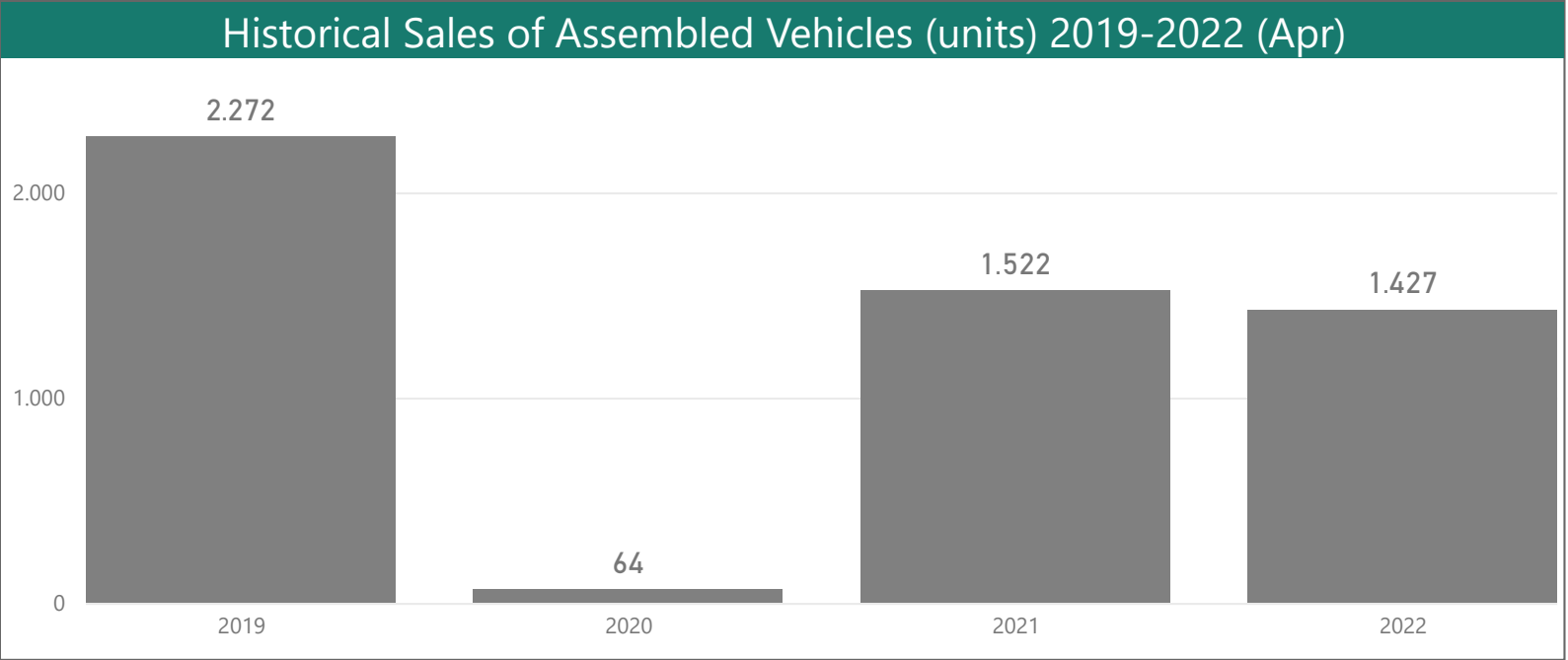


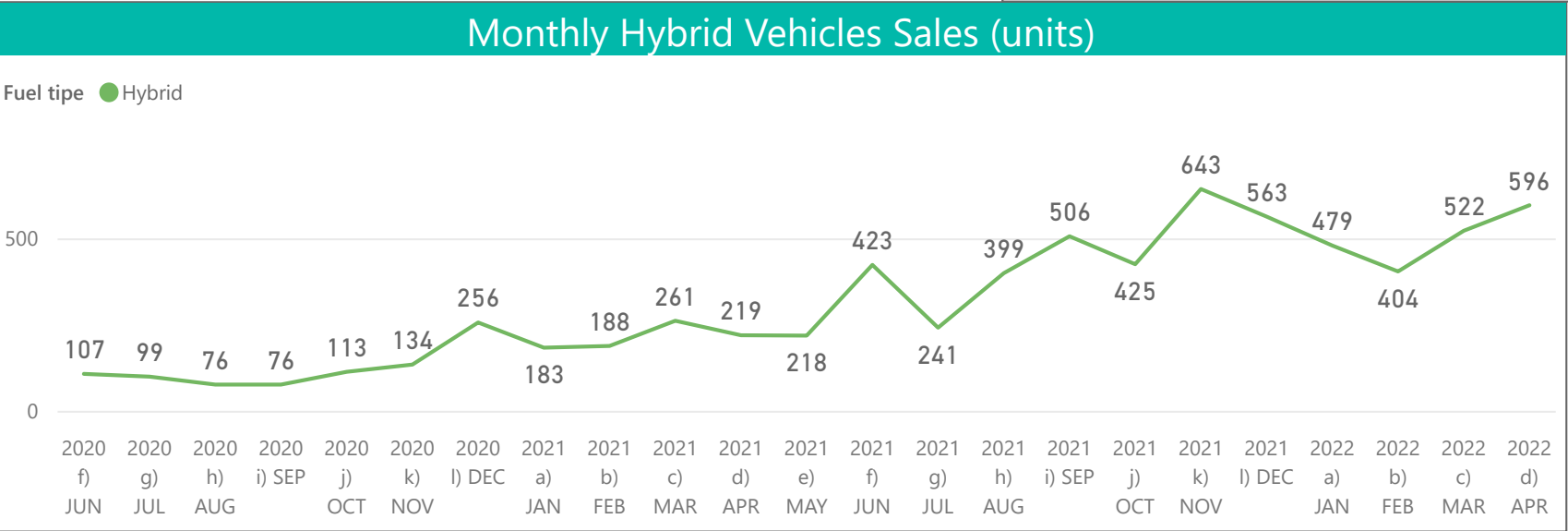
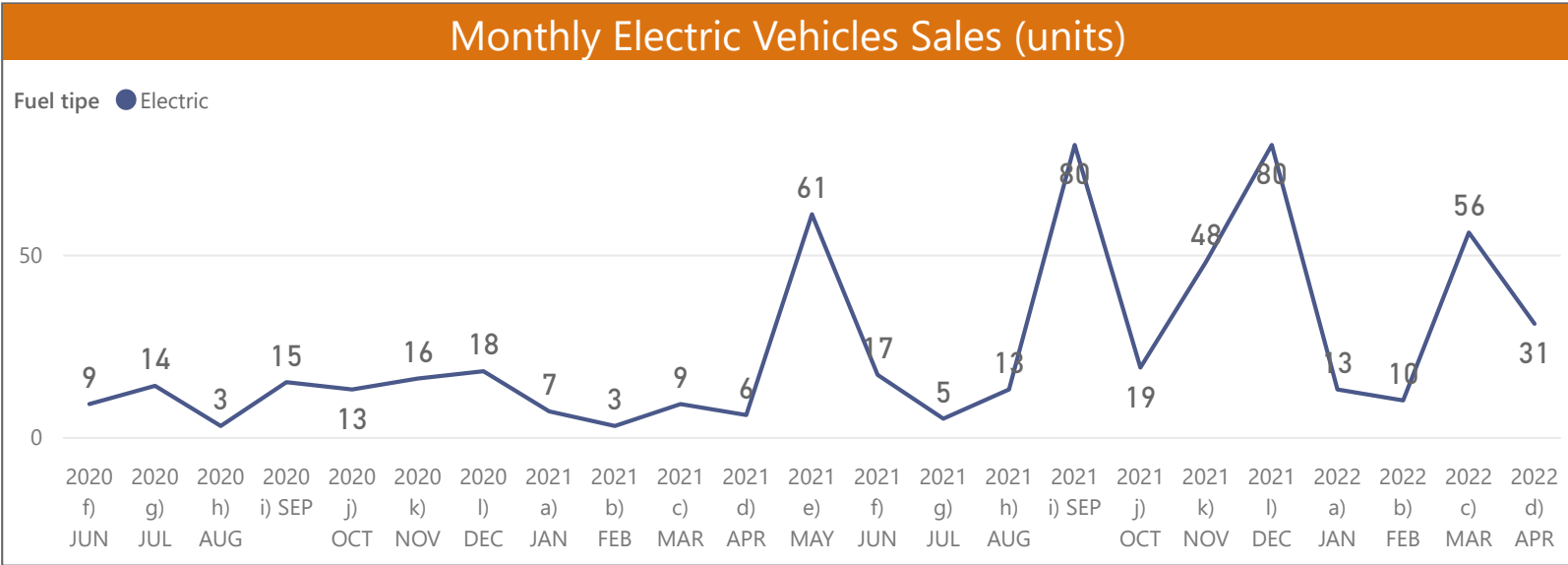
Market Share by Province (units)  
Commercial Vehicles\*\* 2022 (Apr)



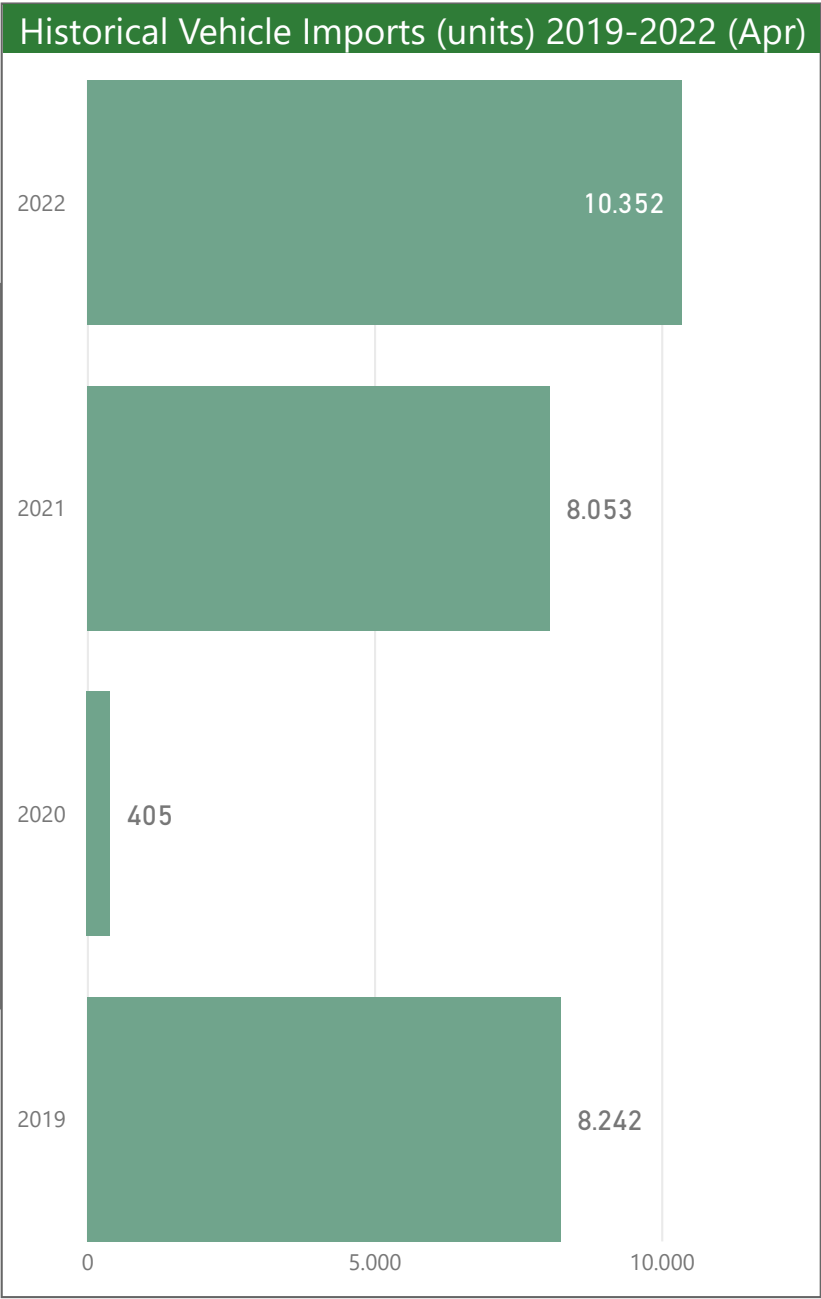
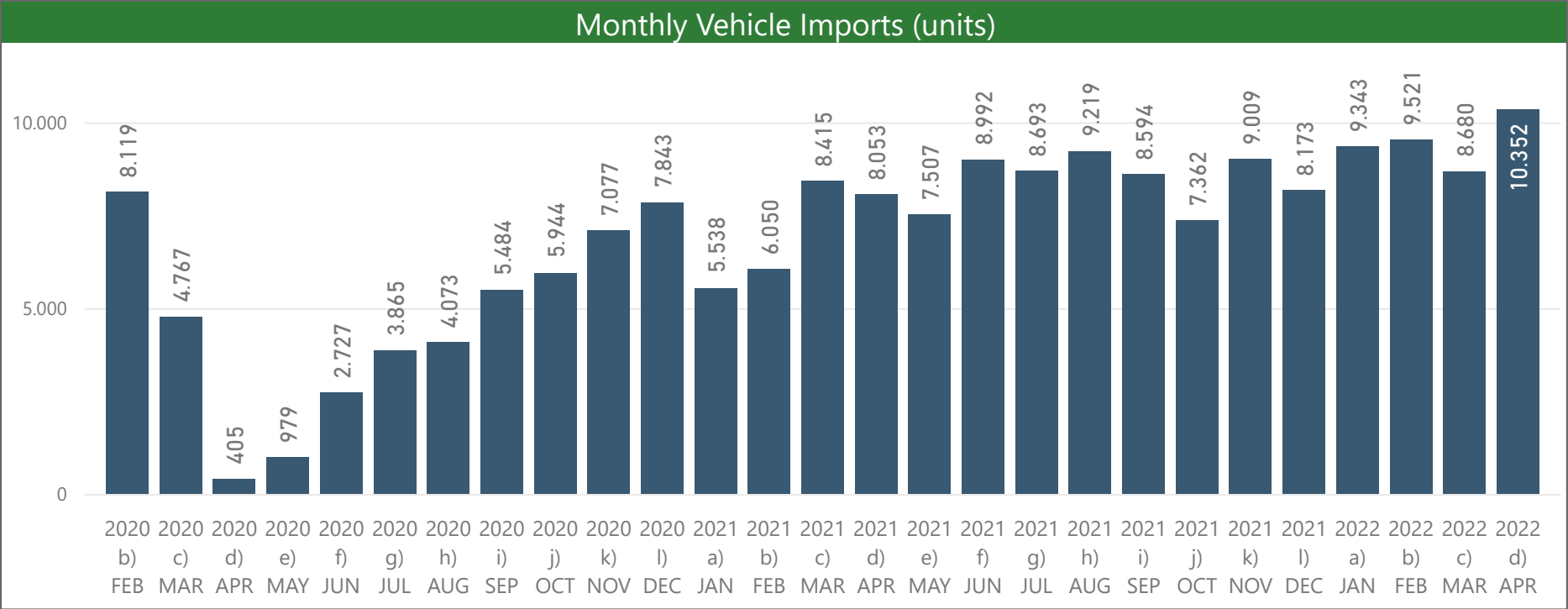
### Market Share: Imported vs. Assembled (% Share)





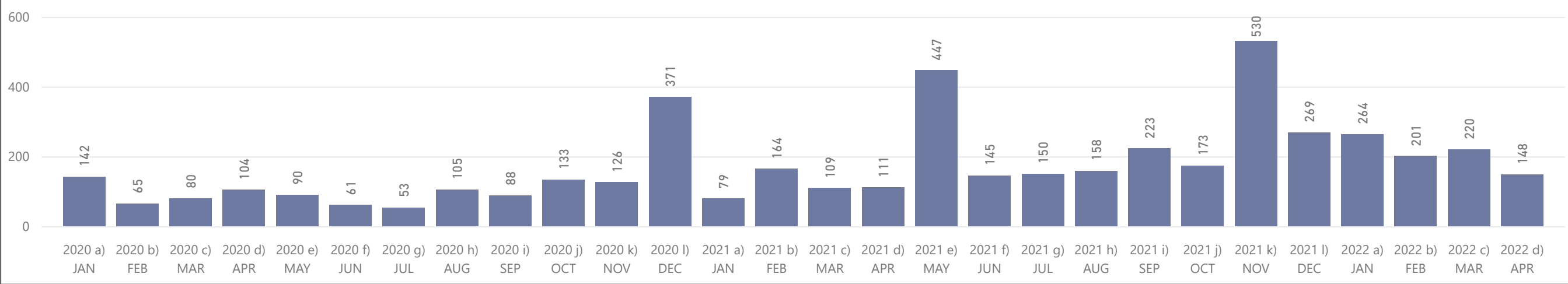


Source: AUTOPLUS - Asociación de Empresas Automotrices del Ecuador (AEADE).

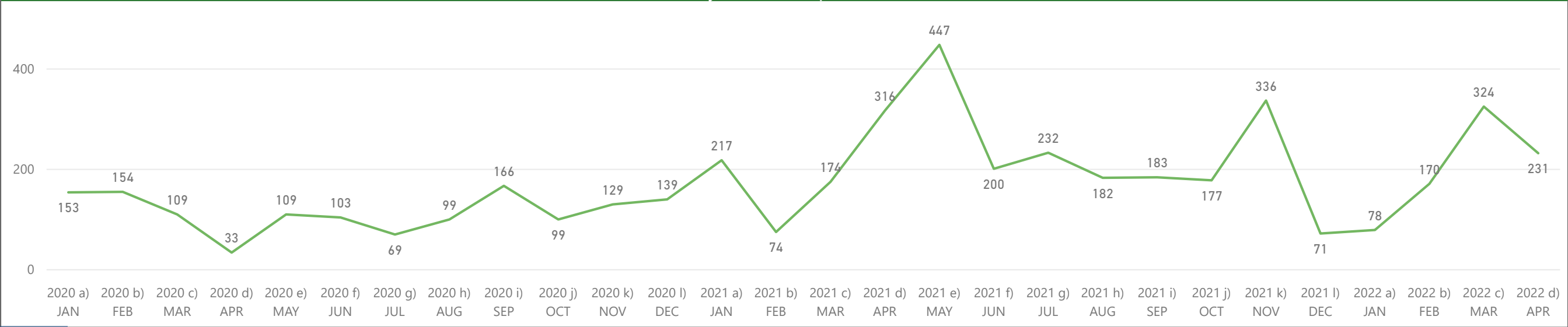


Source: SENAE- Servicio Nacional de Aduana del Ecuador

Monthly Machinery Imports (units)

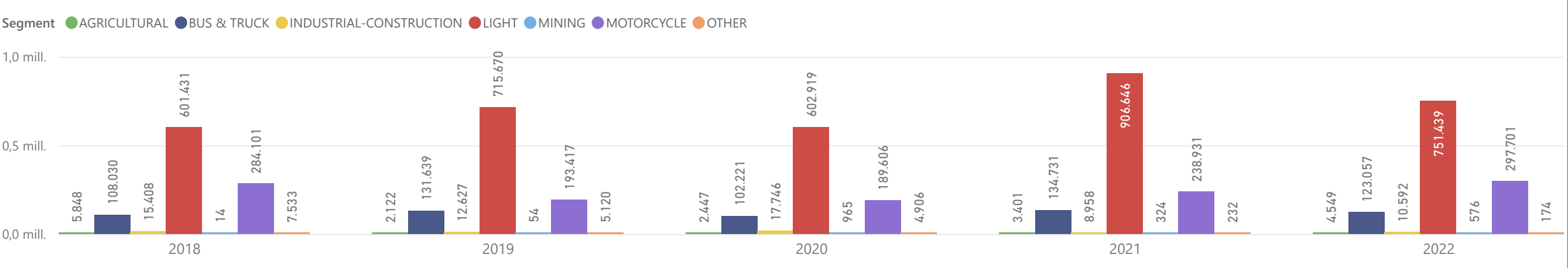


Monthly Tractor Imports (units)

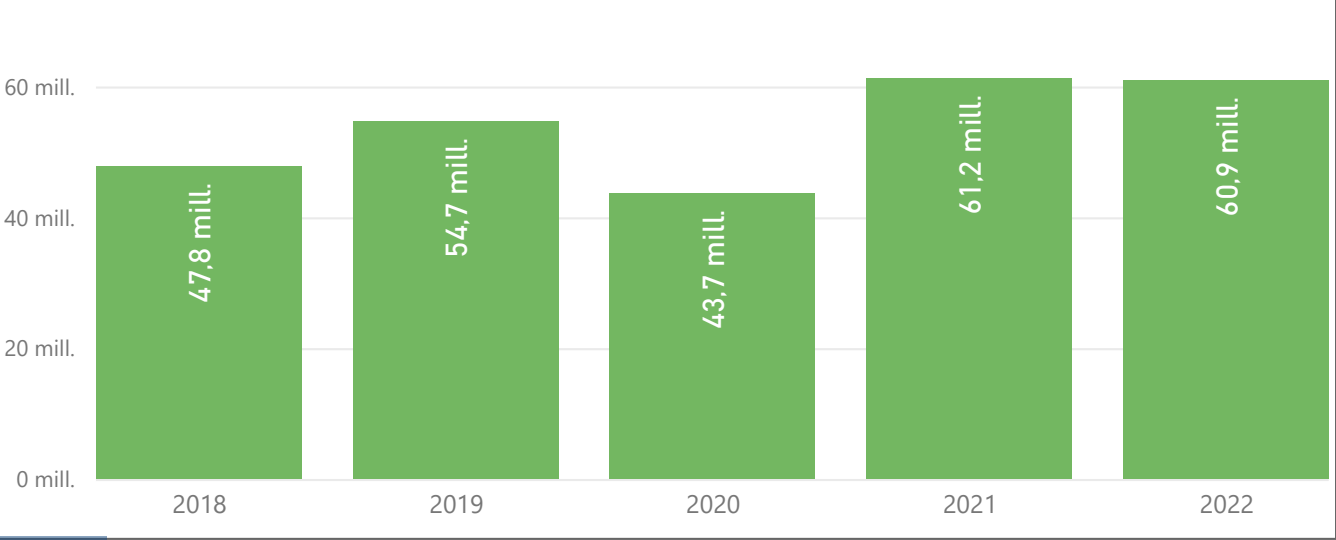




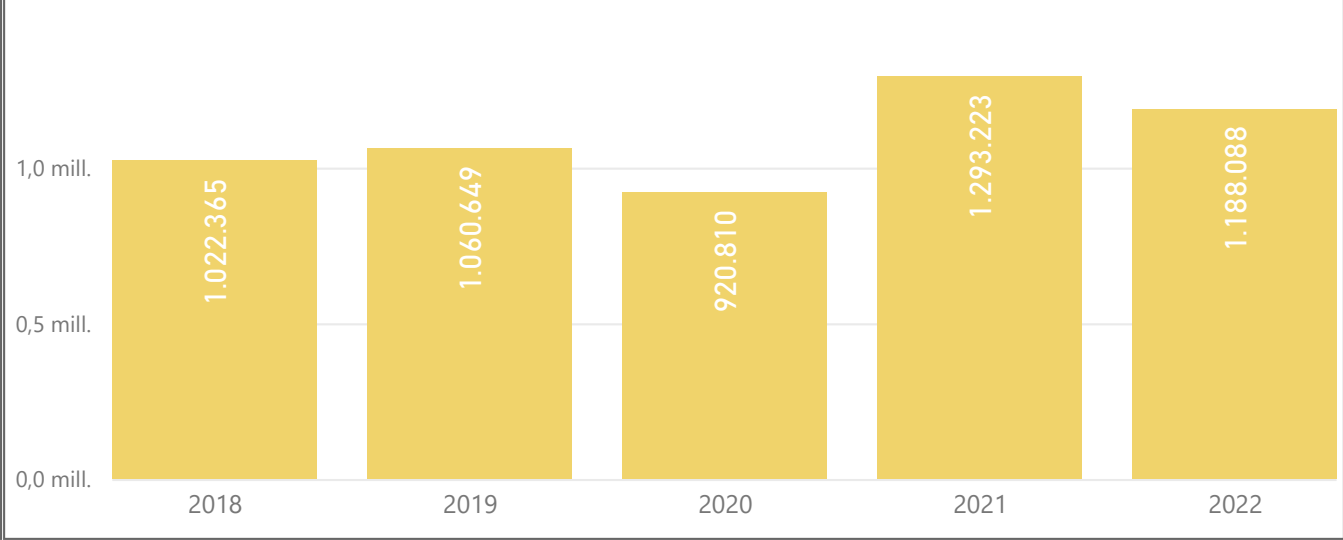
Total Tires Imports by Segment (units) 2018-2022 (Jan-Apr)



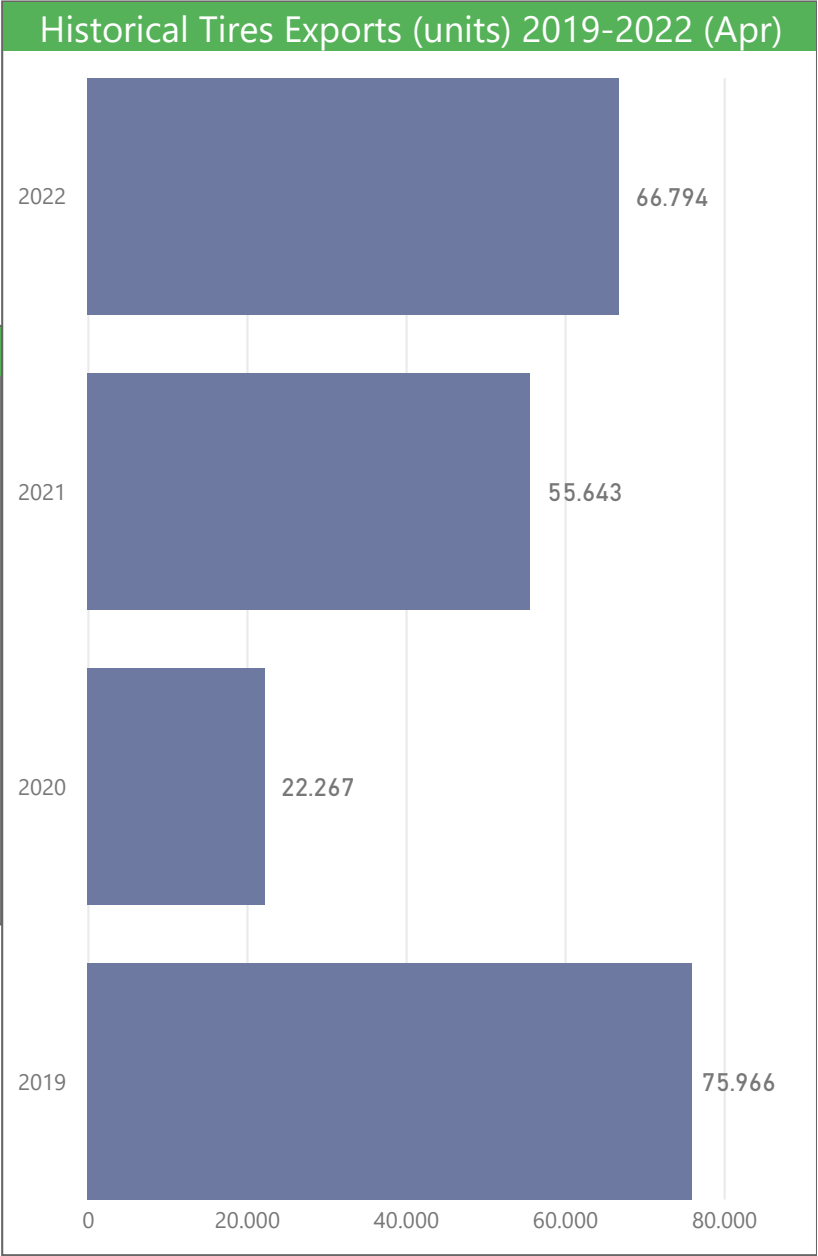
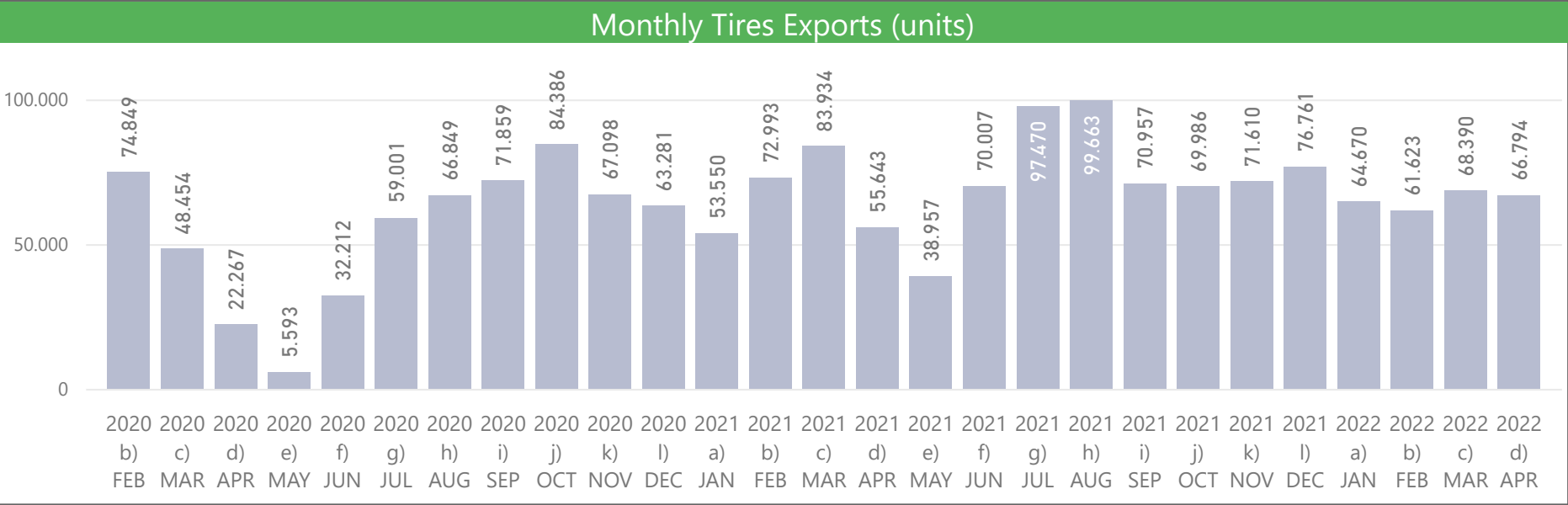
Total Tires Imports\* (million USD-CIF) 2018-2022 (Jan-Apr)



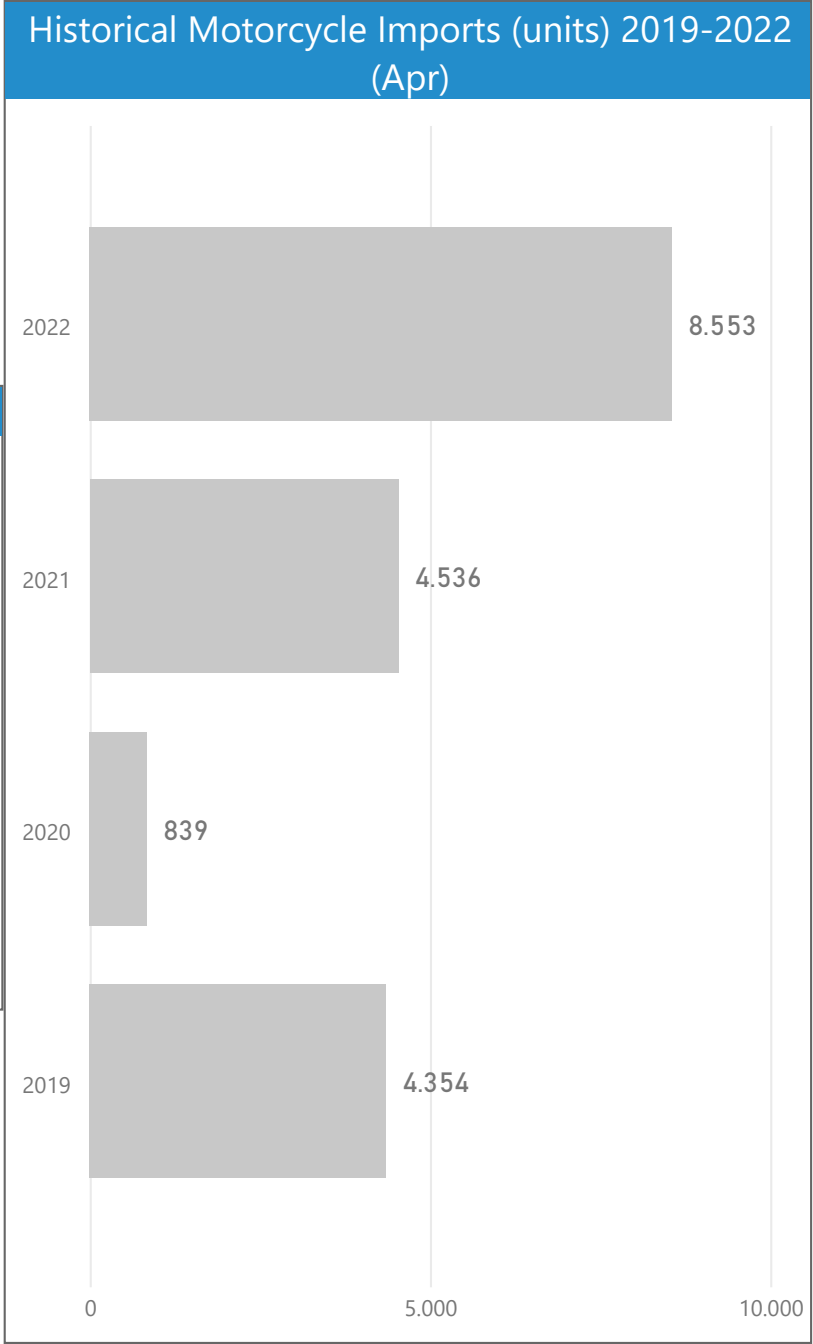
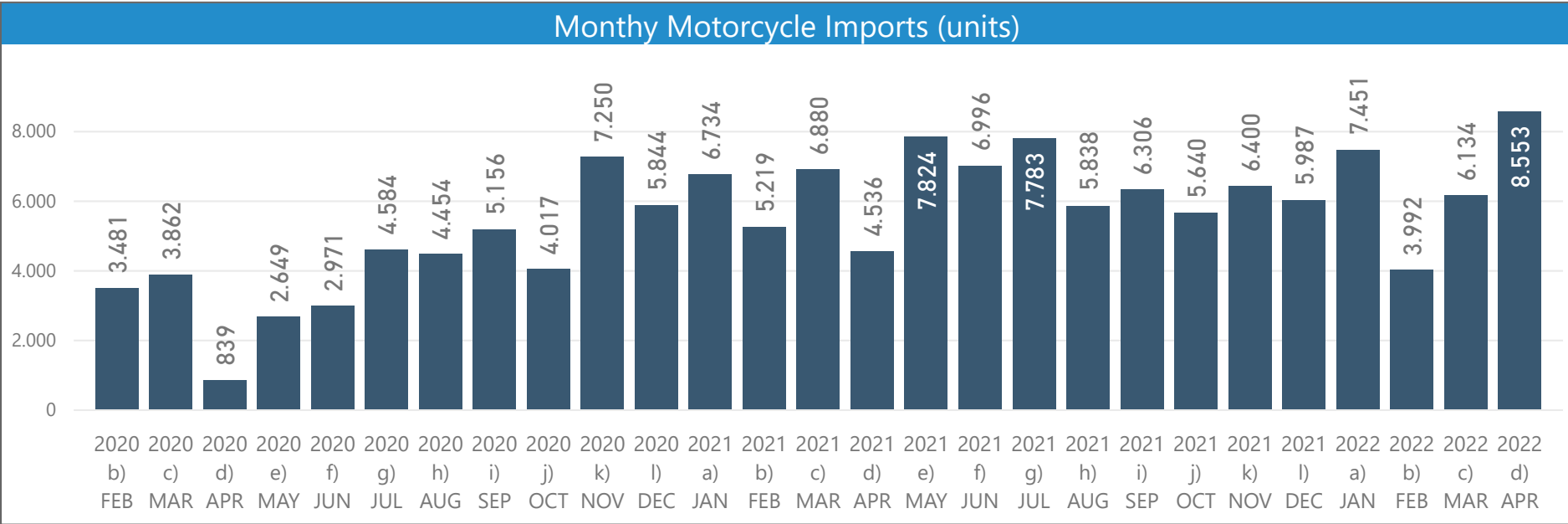
Total Tires Imports\* (units) 2018-2022 (Jan-Apr)



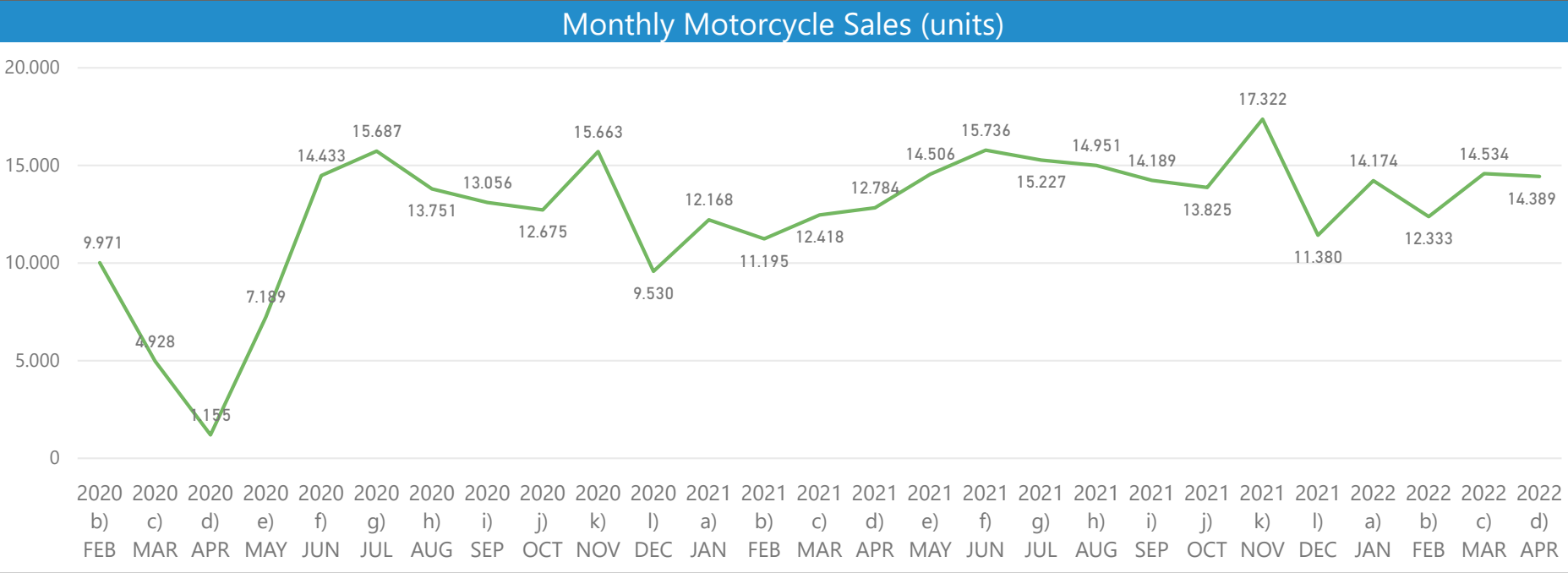
\*Airplane and bicycle segments are excluded



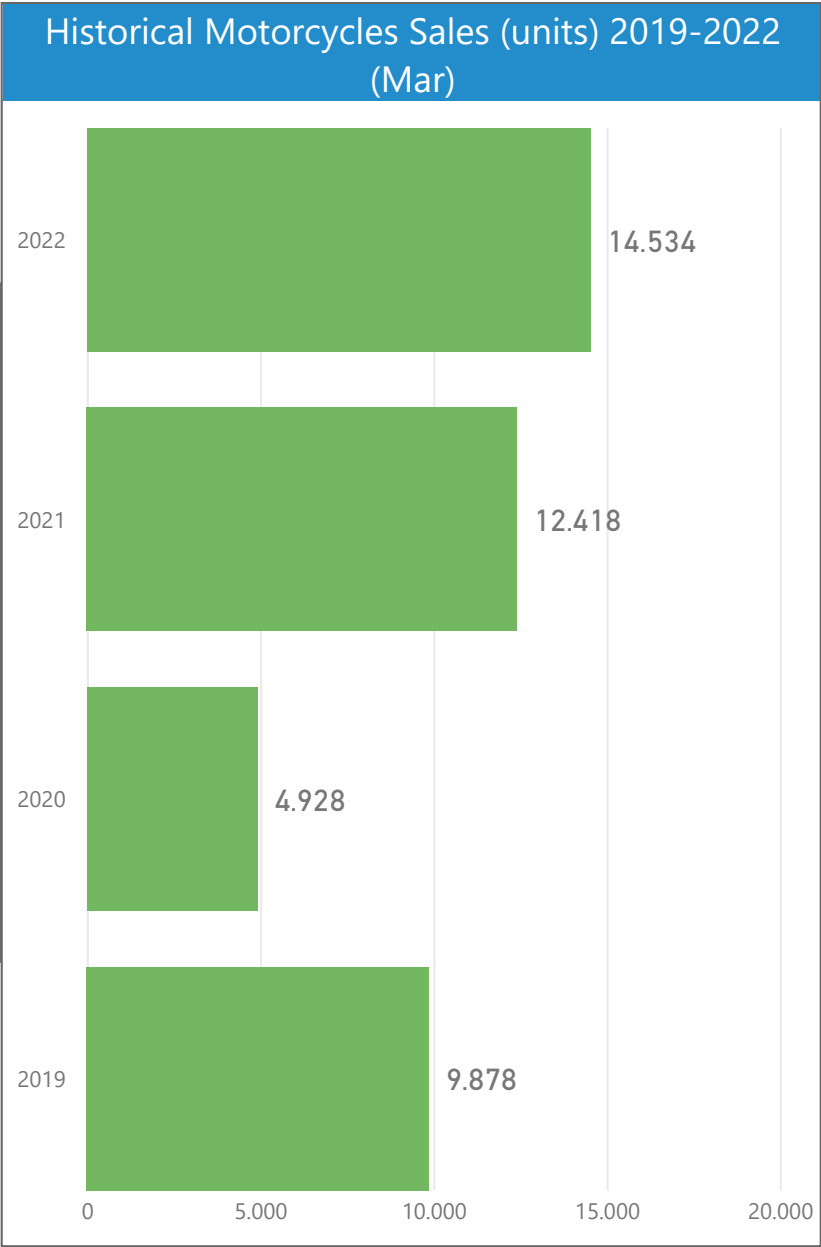
Source: SENAE- Servicio Nacional de Aduana del Ecuador



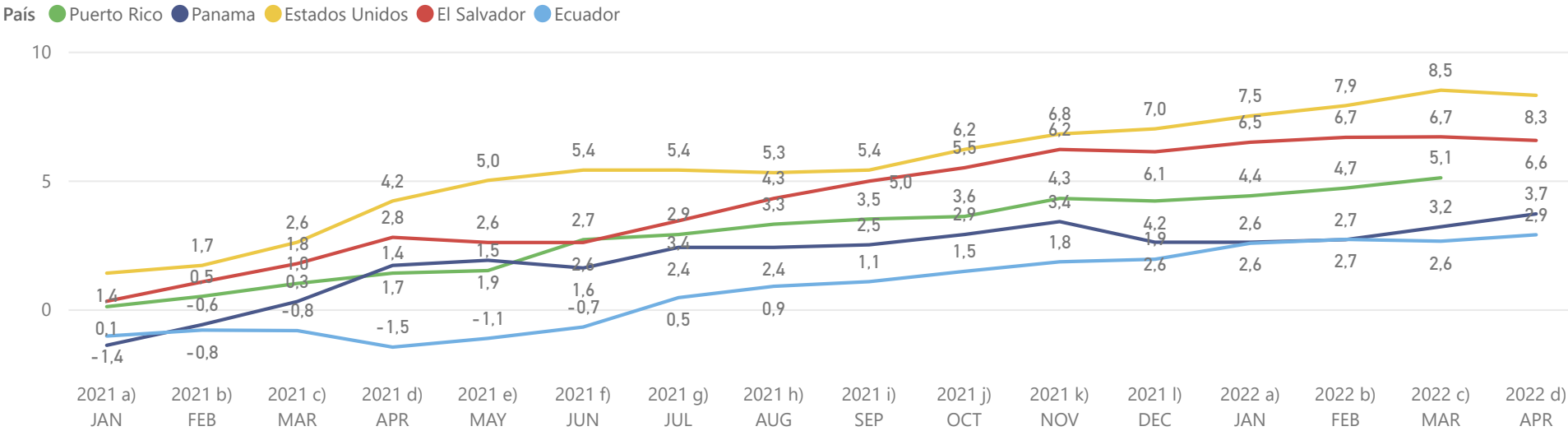
Source: SENAE- Servicio Nacional de Aduana del Ecuador



Note.: April 2022 is provisional data



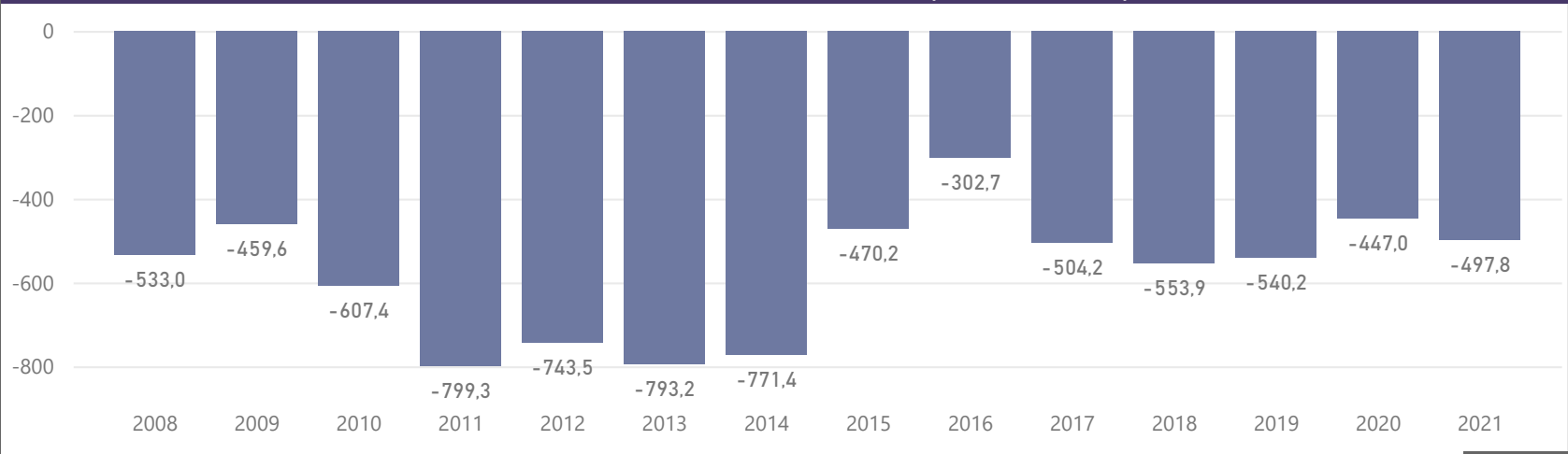
Evolution of inflation in dollarized countries (annual variation %)



Inflation has accelerated in all countries, including dollarized economies. Ecuador has the least impact in the countries analyzed because the internal structural factors that had artificially increased prices in previous years kept it in a deflationary adjustment process for more than 3 years.

Ecuador has maintained a trade deficit for the last 14 years with Mexico, which goes around 500 and 800 USD million annually. Ecuador is currently negotiating a FTA with Mexico that could modify the trade structures between the two countries.

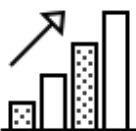
Trade balance Ecuador - Mexico (millions FOB)



| GDP                             | Jan - Dec 2021 | Jan - Dec 2020 | Variation |
|---------------------------------|----------------|----------------|-----------|
| Nominal GDP (USD millions)      | 106.166        | 99.291         | 6,9 %     |
| Real GDP (USD millions of 2007) | 69.089         | 66.281         | 4,2 %     |



| Oil                 | March 2022 | March 2021 |
|---------------------|------------|------------|
| WTI (average price) | 108,52     | 62,35      |



| Inflation   | April 2022 | April 2021 |
|-------------|------------|------------|
| Monthly     | 0,6 %      | 0,4 %      |
| Annual      | 2,9 %      | -1,5 %     |
| Accumulated | 1,7 %      | 0,7 %      |



| Foreign currency exchange | April 2022 | April 2021 |
|---------------------------|------------|------------|
| USD/BRL                   | 4,93       | 5,42       |
| USD/COP                   | 3.955,70   | 3.739,72   |
| USD/EURO                  | 0,95       | 0,83       |
| USD/PEN                   | 3,84       | 3,78       |

| FOREIGN TRADE                                | March 2022 | March 2021 |
|----------------------------------------------|------------|------------|
| 1) Exports (FOB USD millions)                |            |            |
| 1.1) Non Oil Exports                         | 1.723      | 1.353      |
| 1.2) Oil Exports                             | 1.240      | 740        |
| 1.3) Total Exports                           | 2.963      | 2.093      |
| 2) Imports (FOB USD millions)                |            |            |
| 2.1) Non Oil Imports                         | 2.032      | 1.527      |
| 2.2) Oil Imports                             | 601        | 380        |
| 2.3) Total Imports                           | 2.634      | 1.908      |
| 3) Trade Balance (FOB USD millions)          |            |            |
| 3.1) Non Oil Trade Balance (USD FOB million) | -310       | -175       |
| 3.2) Oil Trade Balance (USD FOB million)     | 639        | 360        |
| 3.3) Total Trade Balance (USD FOB million)   | 329        | 185        |

| Labor Market                        | March 2022 | February 2022 |
|-------------------------------------|------------|---------------|
| 1) Working-age population           | 12.805.660 | 12.790.651    |
| 2) Economically active population   | 8.314.561  | 8.482.096     |
| 2.1) Employed population            | 7.916.916  | 8.114.443     |
| 2.2) Appropriate employment         | 2.721.202  | 2.685.359     |
| 2.3) Underemployment                | 1.911.075  | 1.984.800     |
| 2.4) Unpaid employment              | 880.365    | 925.558       |
| 2.5) Other non-full employment      | 2.365.496  | 2.499.556     |
| 2.6) Unclassified employment        | 38.778     | 19.170        |
| 3) Unemployment                     | 397.645    | 367.654       |
| 4) Economically inactive population | 4.491.099  | 4.308.555     |



## Number of vehicles

Light: **2.418.109**

**1.160.631**



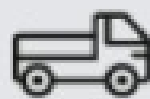
Automobile

**619.314**

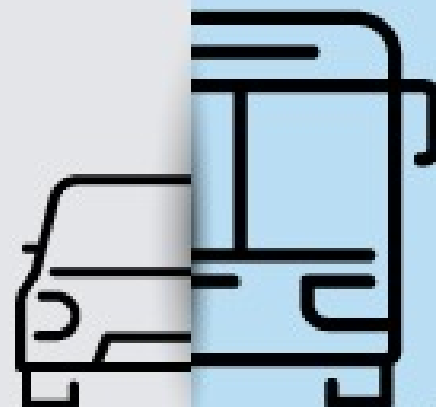


SUV

**638.314**



Pick up



Commercial: **354.072**

**251.451**



Truck

**38.884**



Bus

**63.737**



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: 15,9 years

| 0       | 1 - 5   | 6 - 10  | 11 - 15 | 16 - 20 | 21 - 25 | 26 - 30 | 31 - 35 | +36     |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 119.316 | 521.095 | 560.698 | 518.477 | 292.927 | 144.601 | 206.328 | 90.219  | 309.520 |
| 3%      | 18%     | 21%     | 19%     | 11%     | 5%      | 8%      | 3%      | 11%     |

**TOTAL: 2.772.180**

## Geographic location

|               |         |                  |        |
|---------------|---------|------------------|--------|
| PICHINCHA     | 951.398 | CARCHI           | 21.740 |
| GUAYAS        | 724.385 | BOLIVAR          | 13.961 |
| AZUAY         | 195.450 | ORELLANA         | 9.935  |
| TUNGURAHUA    | 184.588 | SUCUMBÍOS        | 9.427  |
| MANABÍ        | 126.547 | PASTAZA          | 9.217  |
| IMBABURA      | 83.064  | MORONA SANTIAGO  | 5.559  |
| EL ORO        | 73.519  | NAPO             | 5.055  |
| CHIMBORAZO    | 71.885  | SANTA ELENA      | 4.916  |
| LOJA          | 64.082  | ZAMORA CHINCHIPE | 4.061  |
| LOS RÍOS      | 57.492  | GALÁPAGOS        | 649    |
| COTOPAXI      | 57.308  |                  |        |
| SANTO DOMINGO | 54.036  |                  |        |
| CAÑAR         | 36.666  |                  |        |
| ESMERALDAS    | 27.239  |                  |        |



*Automotive Statistical BI Software*



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