



VEHICLES SALES NEWSLETTER

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Quito - Ecuador

AUTOMOTIVE SECTOR

in figures

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Vehicle manufacturing



Employment 2021



Vehicle and motorcycle sale, maintenance and repair

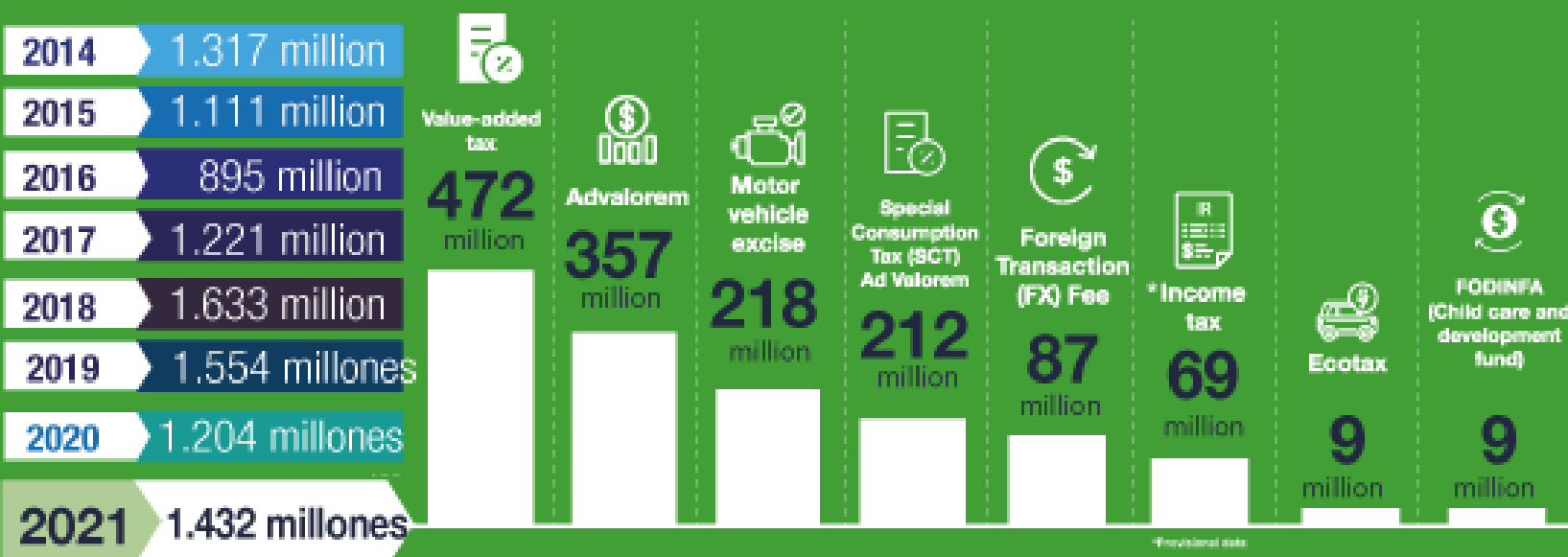
Activities	# workers
Manufacture of motor vehicles, bodies (coachwork) for motor vehicles, trailers and semi-trailers	2.125
Manufacture of parts and accessories for motor vehicles	850
Subtotal	2.975

Total Employment 2021: 155.943

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

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
Subtotal	152.968

Taxes (Importing and Assemblers Companies)



Macroeconomic Indicators

Total trade balance	(July 2022)	243 USD millions FOB
Average oil price WTI	(July 2022)	100.25 USD
Annual inflation	(August 2022)	3.77%
Annual GDP variation	(Jan-Dec 2020/2019)	4.2 %

Source: Banco Central del Ecuador (BCE), 2022

Credit



Consumption:

Jan - Jul 2022
USD 3,100 millions

Source: Superintendencia de Bancos, 2022

Light vehicles* and commercial vehicles** market



Imports (CBU):
Jan - Aug 2022
82,596
units



Assembled vehicles sales:
Jan - Aug 2022
12,267
units



Exports:
Jan - Aug 2022
114
units



Total sales:
Jan - Aug 2022
90,823
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

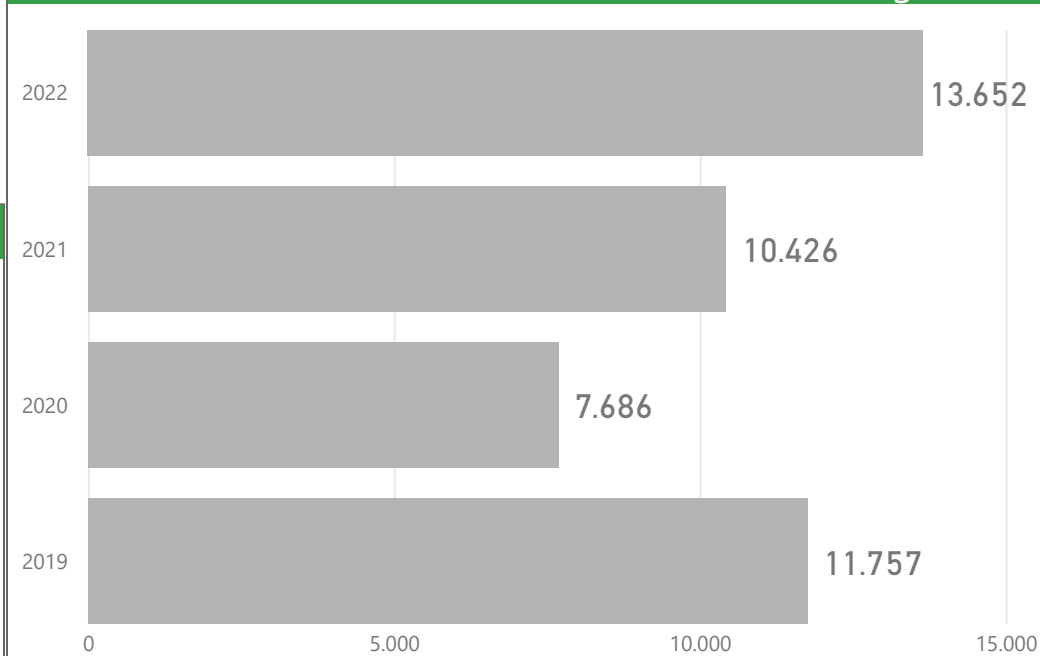


Vehicles Sales

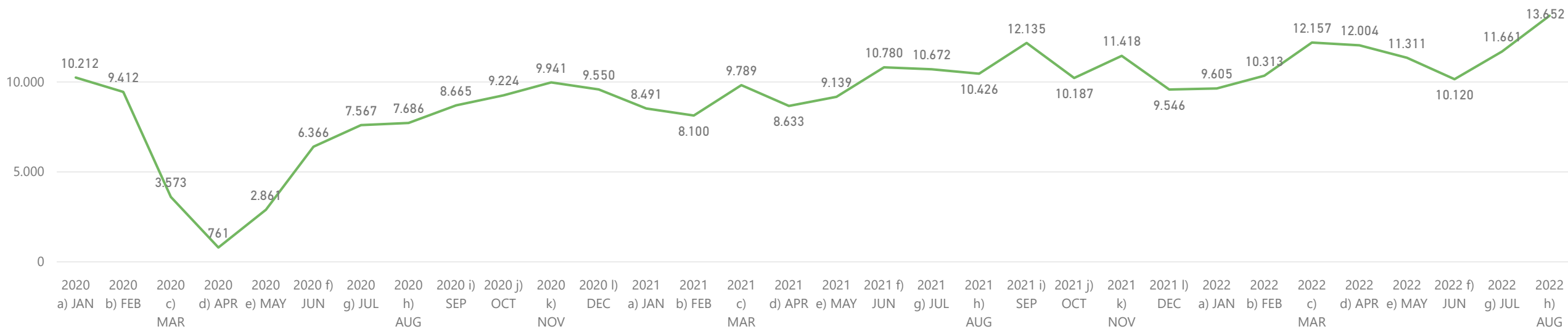
Vehicle Sales by Segments

Segments	Aug 22	Aug 21	Jan-Aug 22	Jan-Aug 21	Var Aug/Jul 22	Var Aug 22/21	Var Jan-Aug 22/21
SUV	6.429	4.425	41.539	30.889	19,7 %	45,3 %	34,5 %
AUTOMOBILE	3.013	3.083	22.332	23.582	17,1 %	-2,3 %	-5,3 %
PICK UP	2.640	1.773	16.172	12.766	16,4 %	48,9 %	26,7 %
TRUCK	1.088	811	7.300	6.364	15,4 %	34,2 %	14,7 %
VAN	355	293	2.913	2.247	-9,4 %	21,2 %	29,6 %
BUS	127	41	567	182	12,4 %	209,8 %	211,5 %
Total	13.652	10.426	90.823	76.030	17,1 %	30,9 %	19,5 %

Historical Vehicle Sales (units) 2019-2022 (Aug)



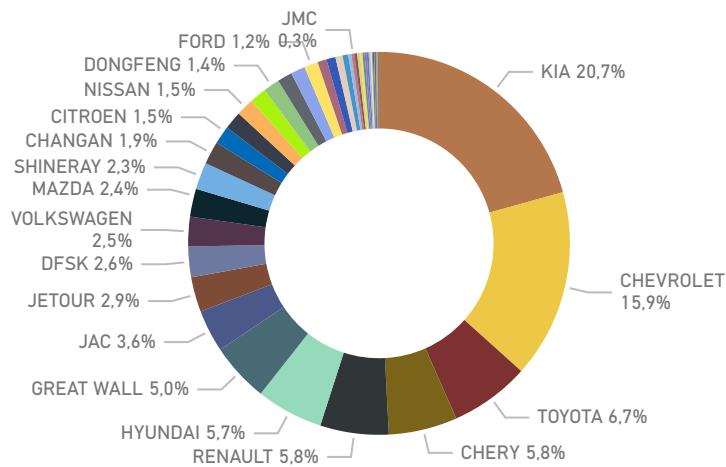
Monthly Vehicle Sales (units)



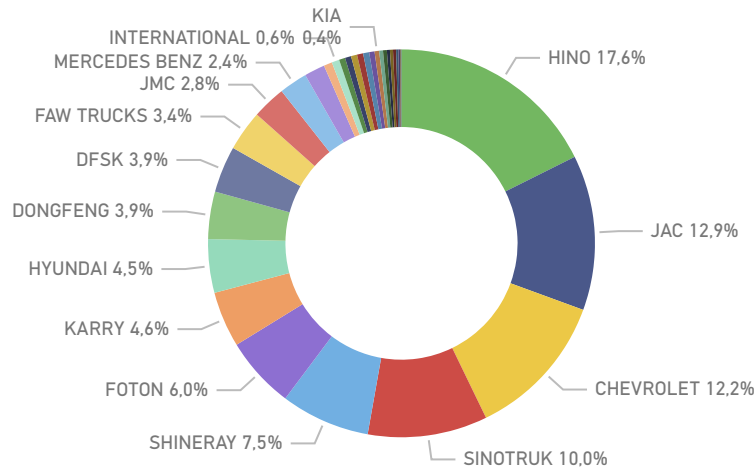


Vehicles Sales

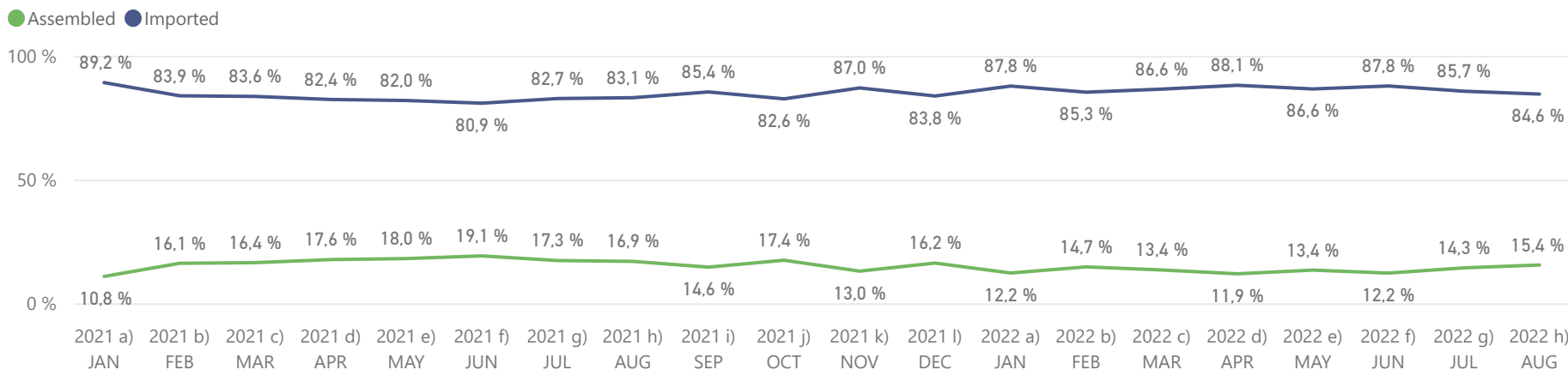
Markets Share by Brand Light Vehicles* 2022 (Aug)



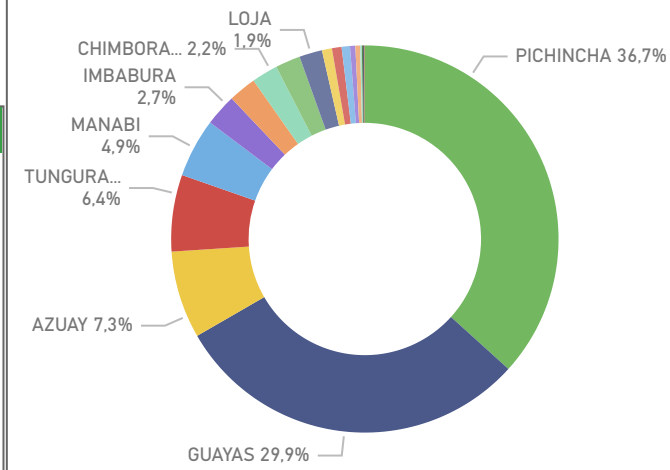
Market Share by Brand Commercial Vehicles** 2022 (Aug)



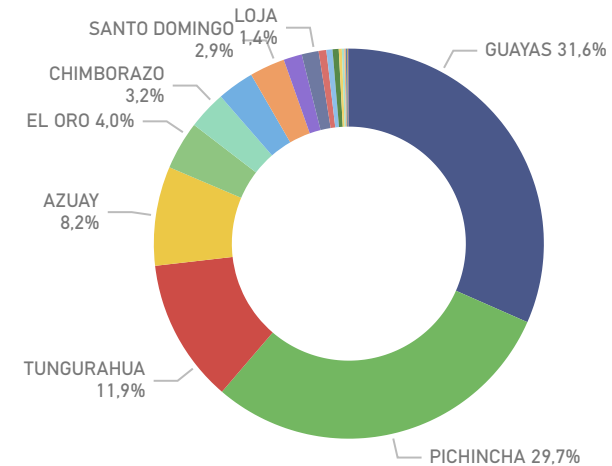
Market Share: Imported vs. Assembled (% Share)

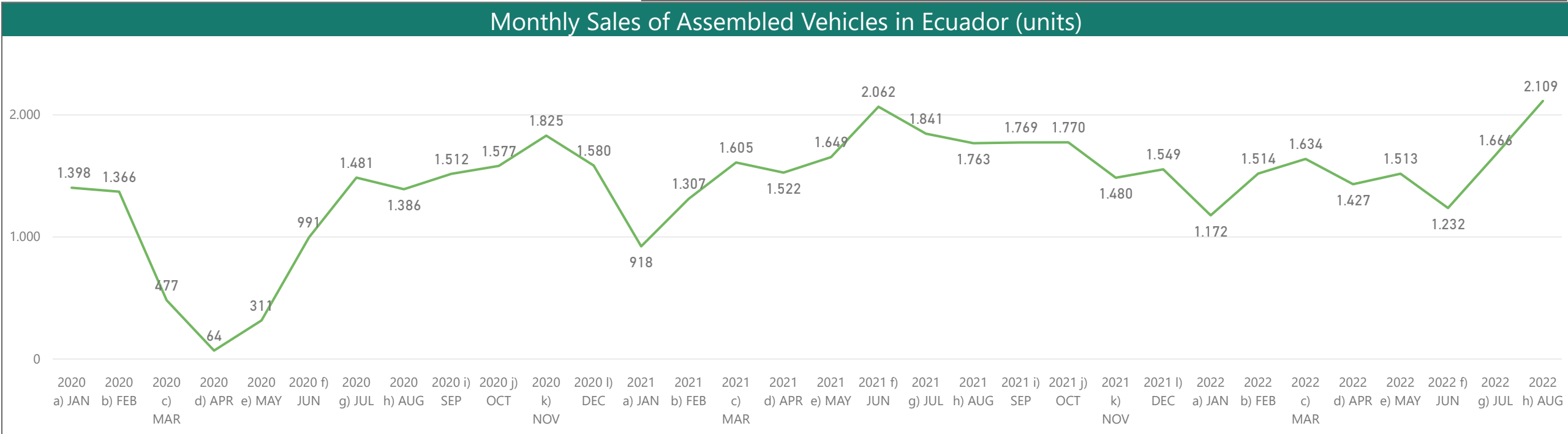
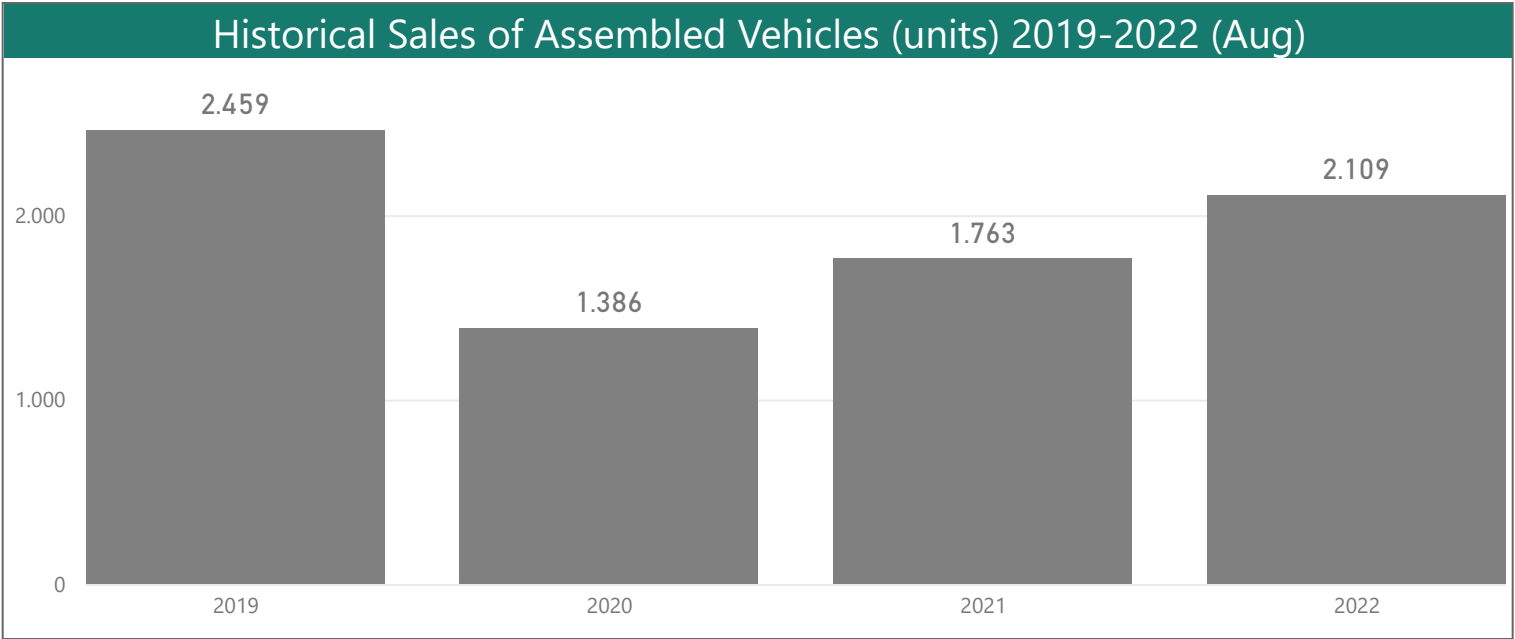


Market Share by Province (units) Light Vehicles* 2022 (Aug)

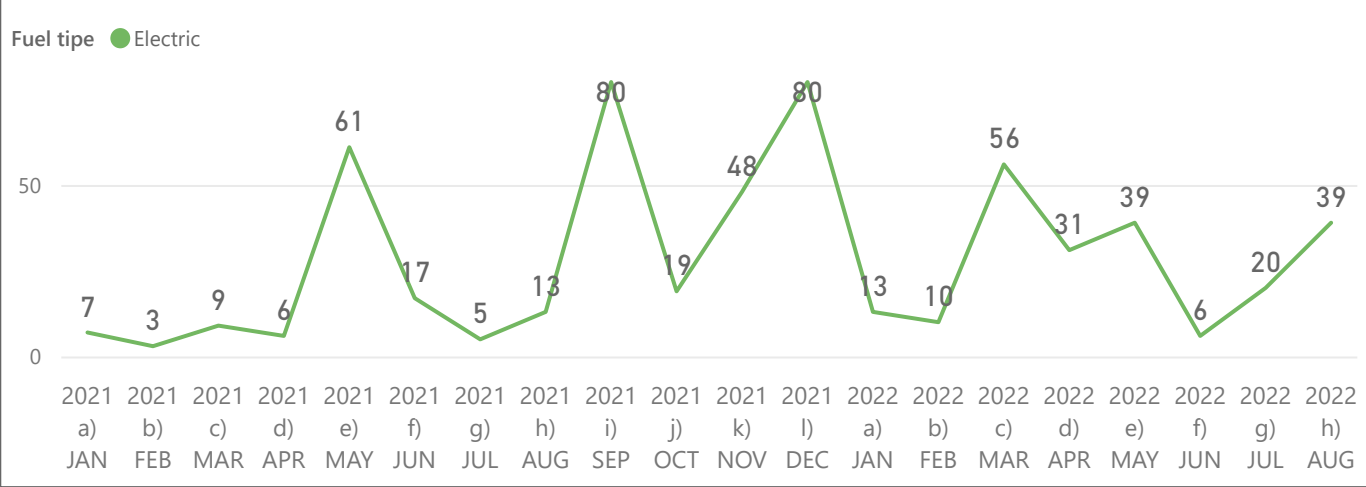


Market Share by Province (units) Commercial Vehicles** 2022 (Aug)

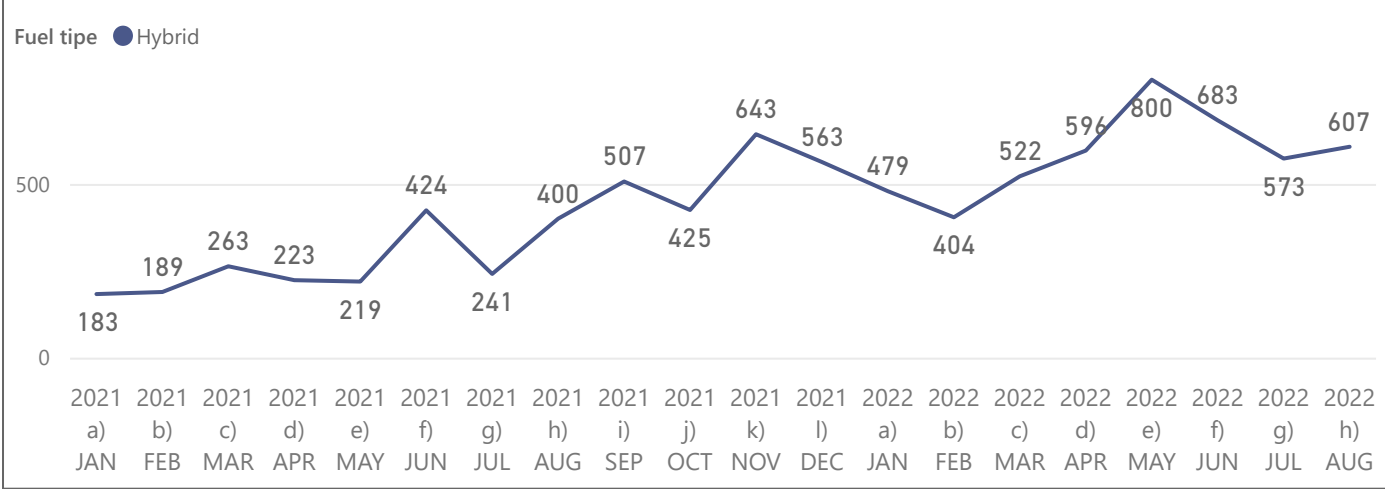




Monthly Electric Vehicles Sales (units)



Monthly Hybrid Vehicles Sales (units)

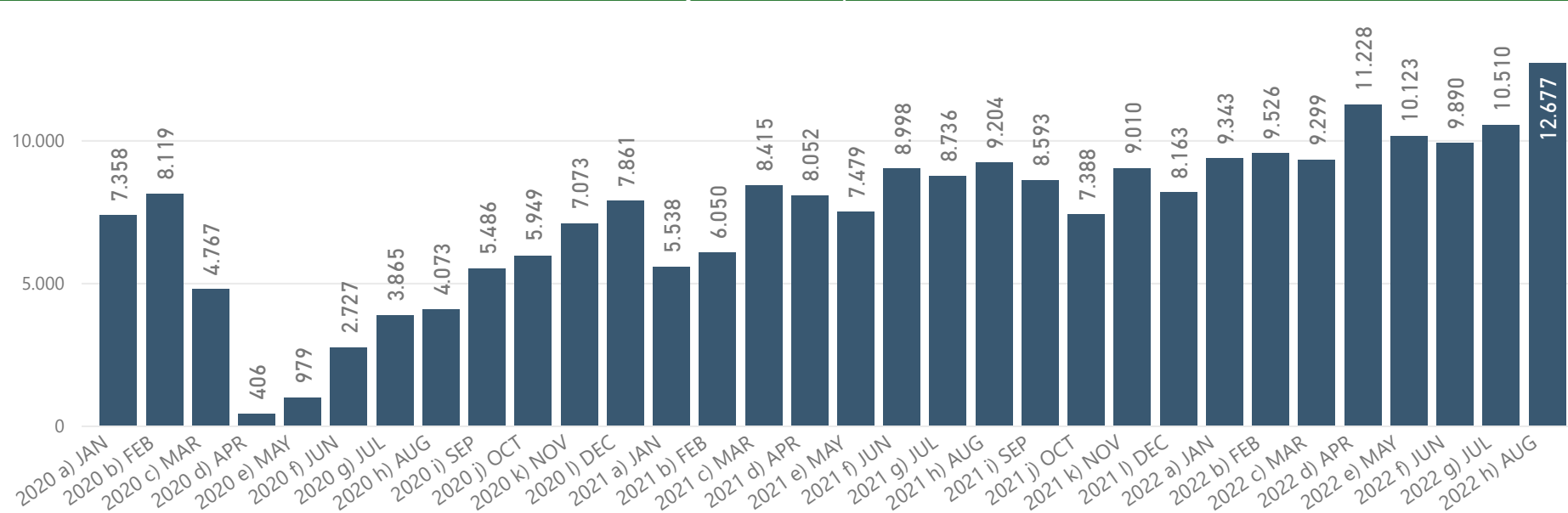


Source: AUTOPLUS - Asociación de Empresas Automotrices del Ecuador (AEADE).

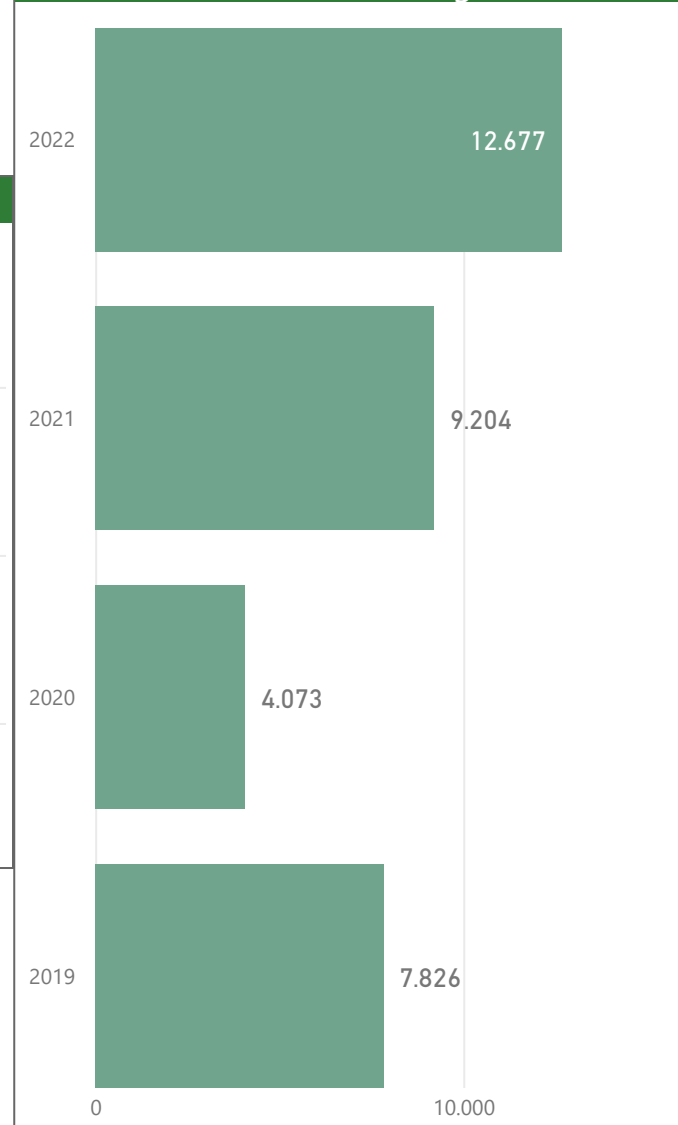


Vehicle Imports

Monthly Vehicle Imports (units)



Historical Vehicle Imports (units) 2019-2022 (Aug)

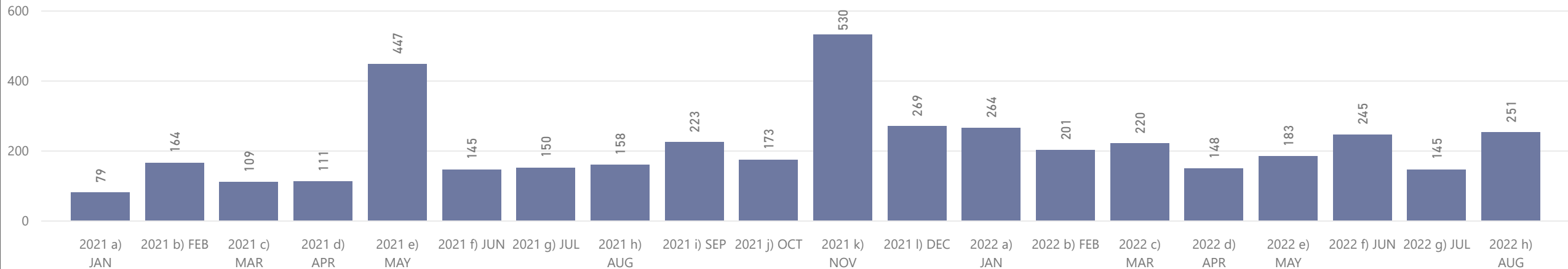


Source: SENAE- Servicio Nacional de Aduana del Ecuador

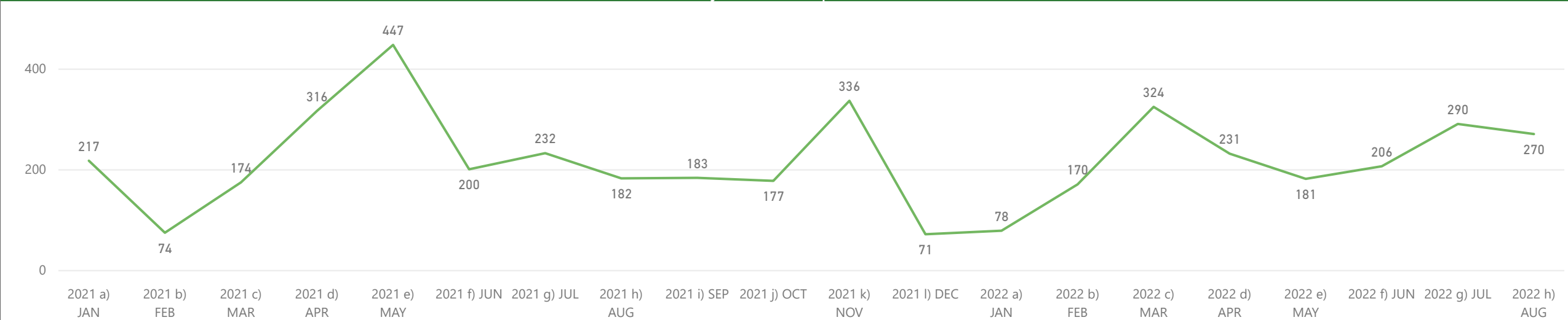


Heavy machinery imports

Monthly Machinery Imports (units)



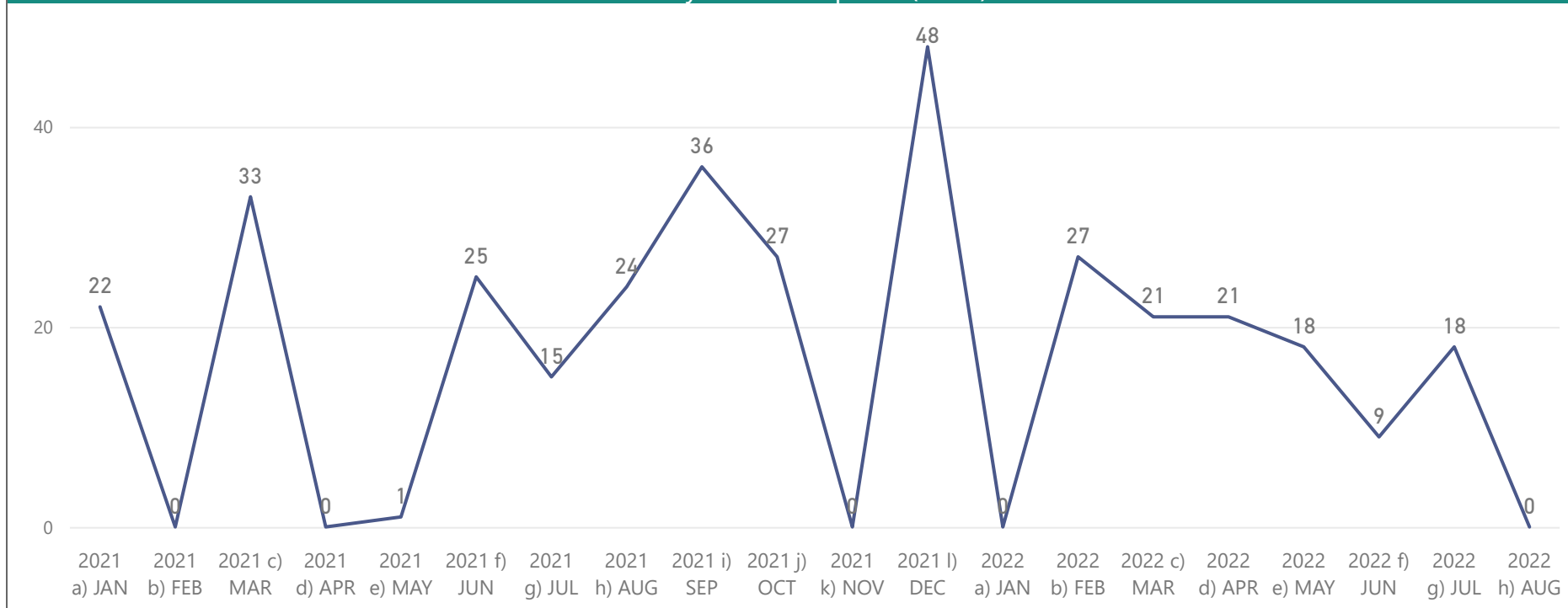
Monthly Tractor Imports (units)



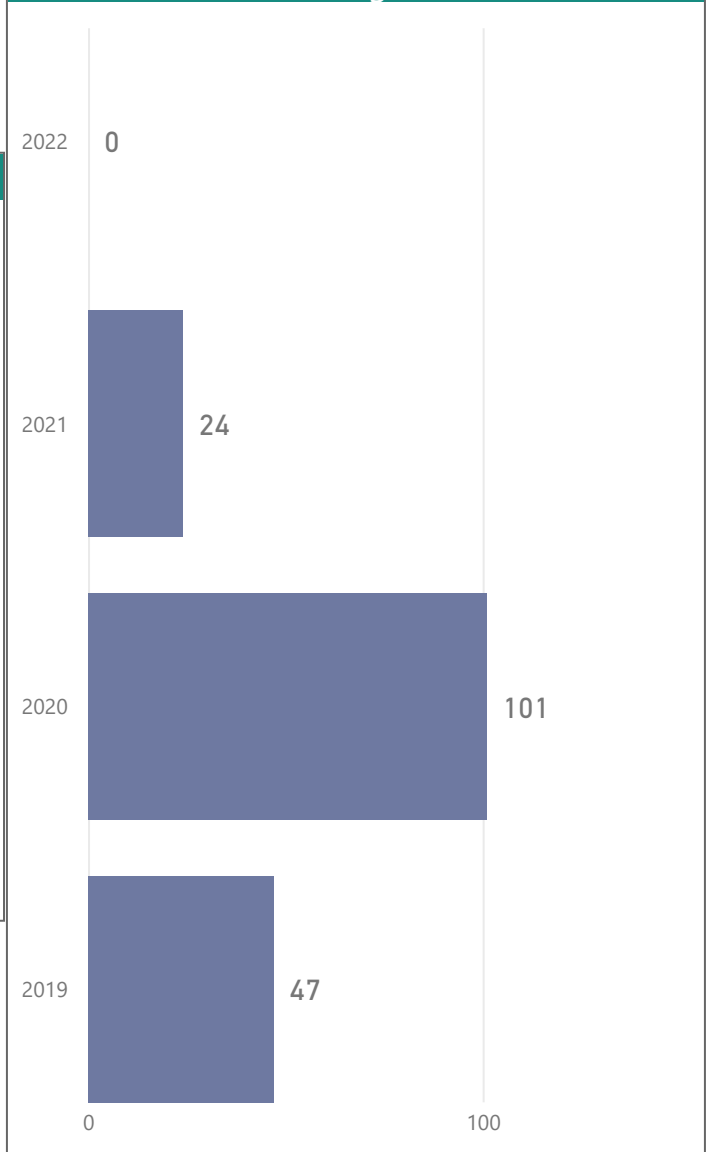


Vehicle Exports

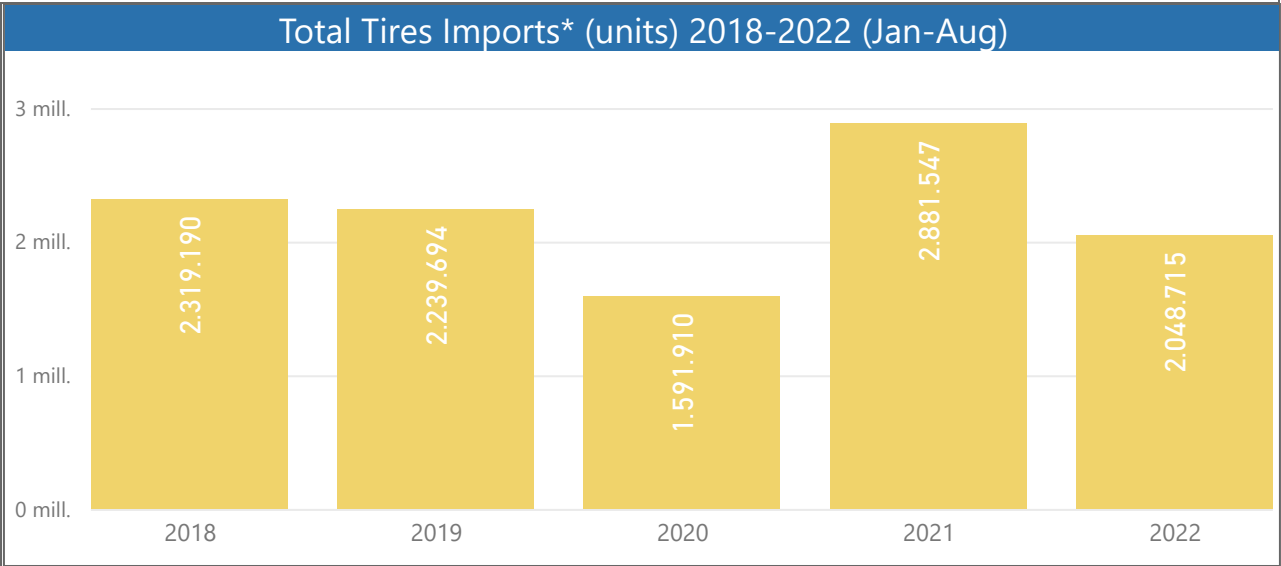
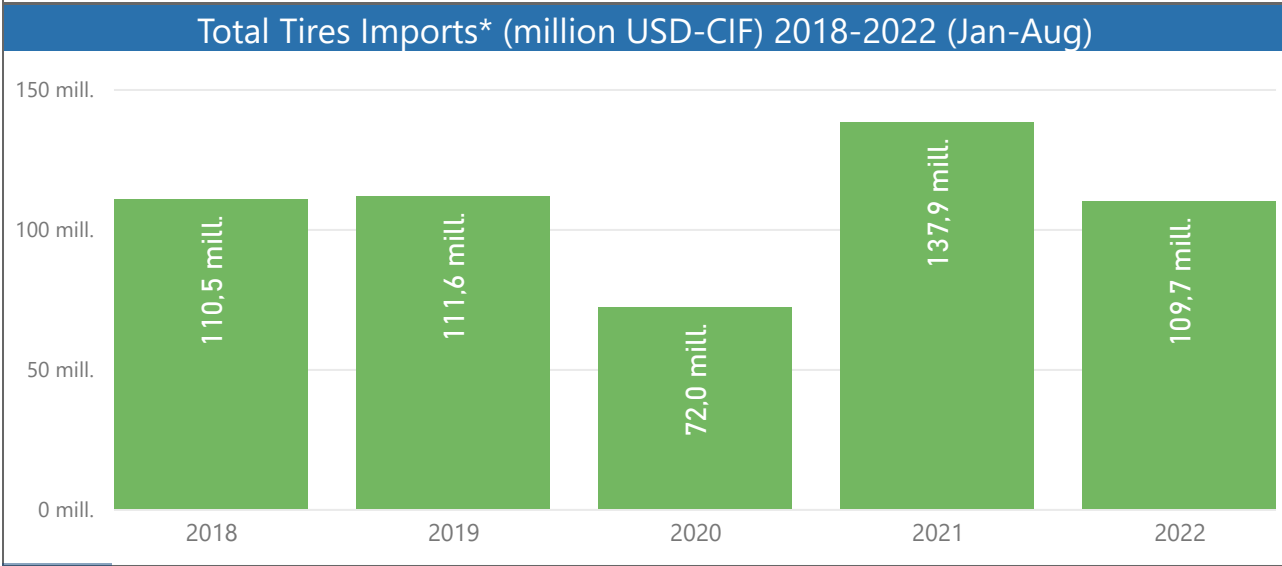
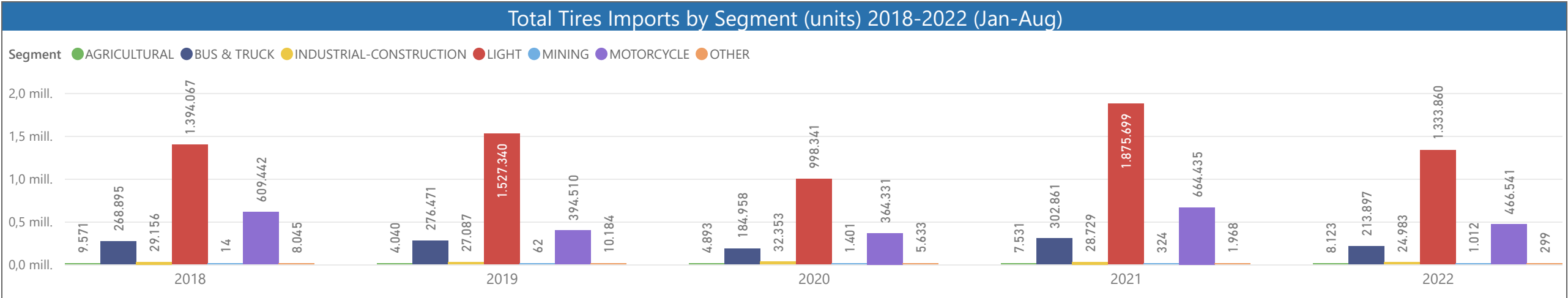
Monthly Vehicle Exports (units)



Historical Vehicle Exports (units) 2019-2022 (Aug)



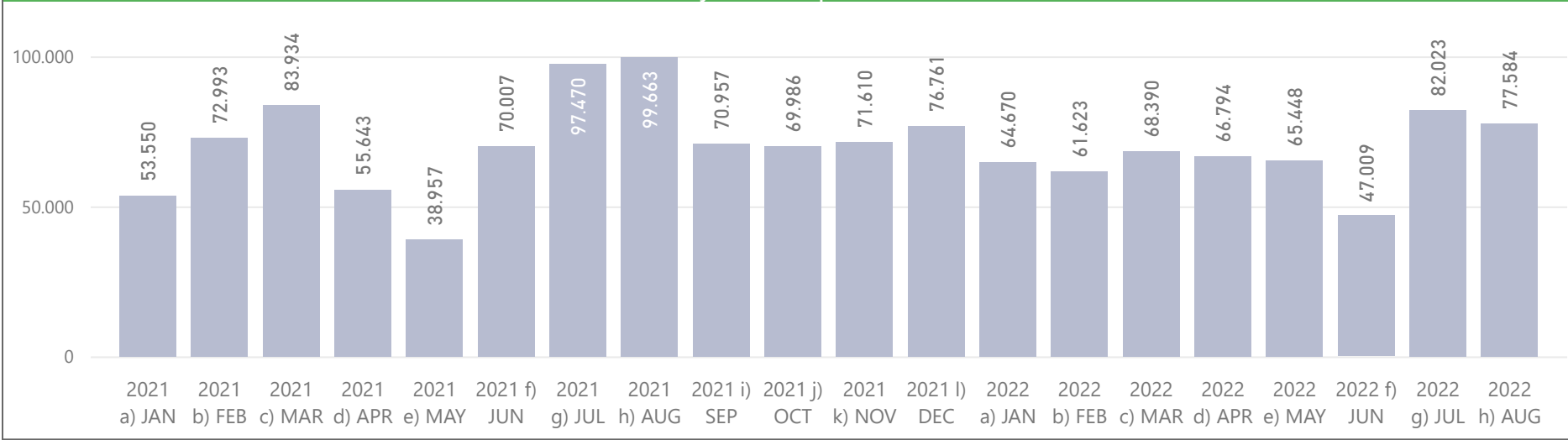
Source: SENAE- Servicio Nacional de Aduana del Ecuador



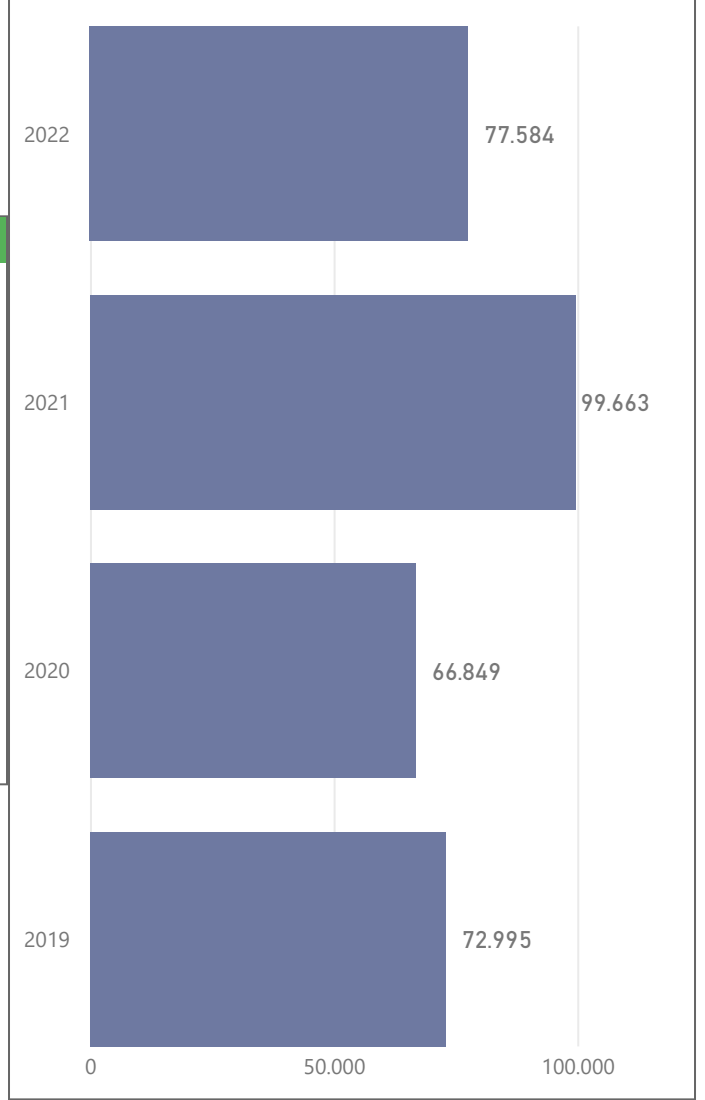
*Airplane and bicycle segments are excluded



Monthly Tires Exports (units)



Historical Tires Exports (units) 2019-2022 (Aug)

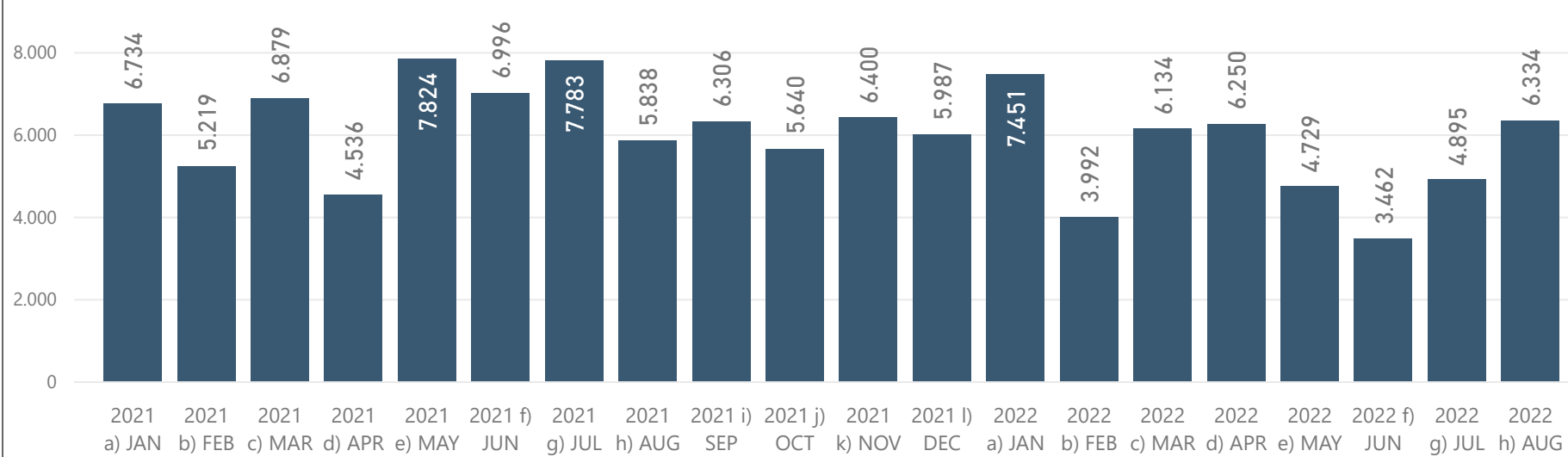


Source: SENAE- Servicio Nacional de Aduana del Ecuador

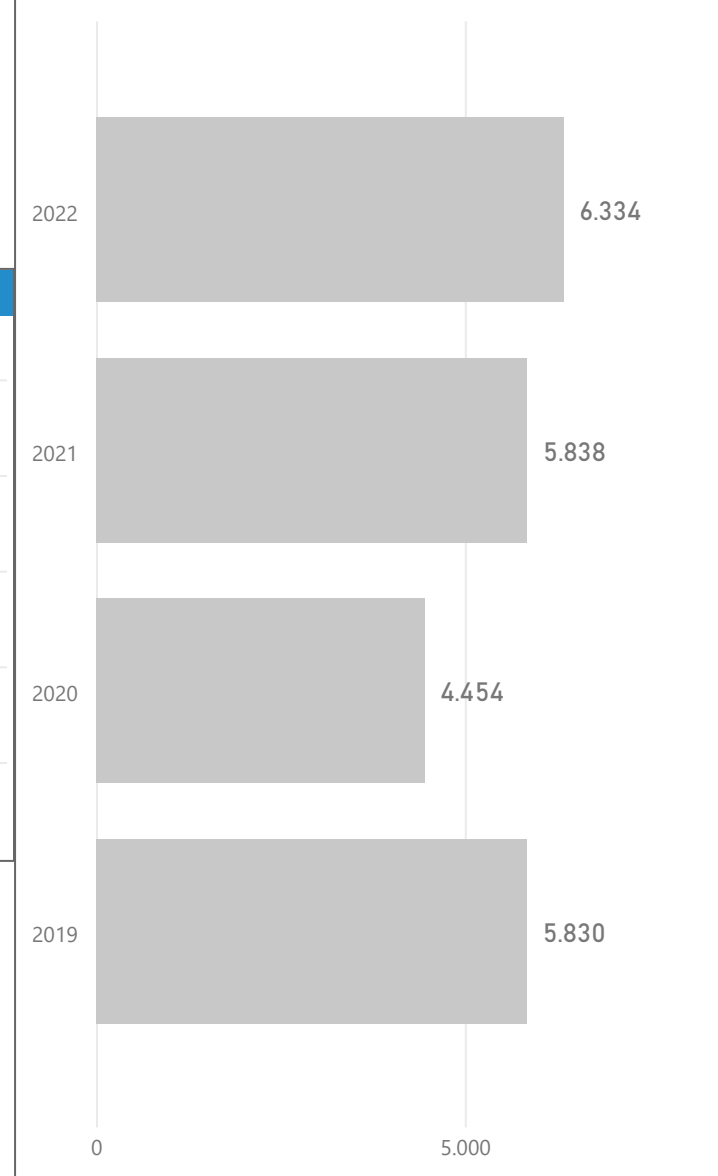


Motorcycle Imports

Monthly Motorcycle Imports (units)



Historical Motorcycle Imports (units)
2019-2022 (Aug)



Source: SENAE- Servicio Nacional de Aduana del Ecuador

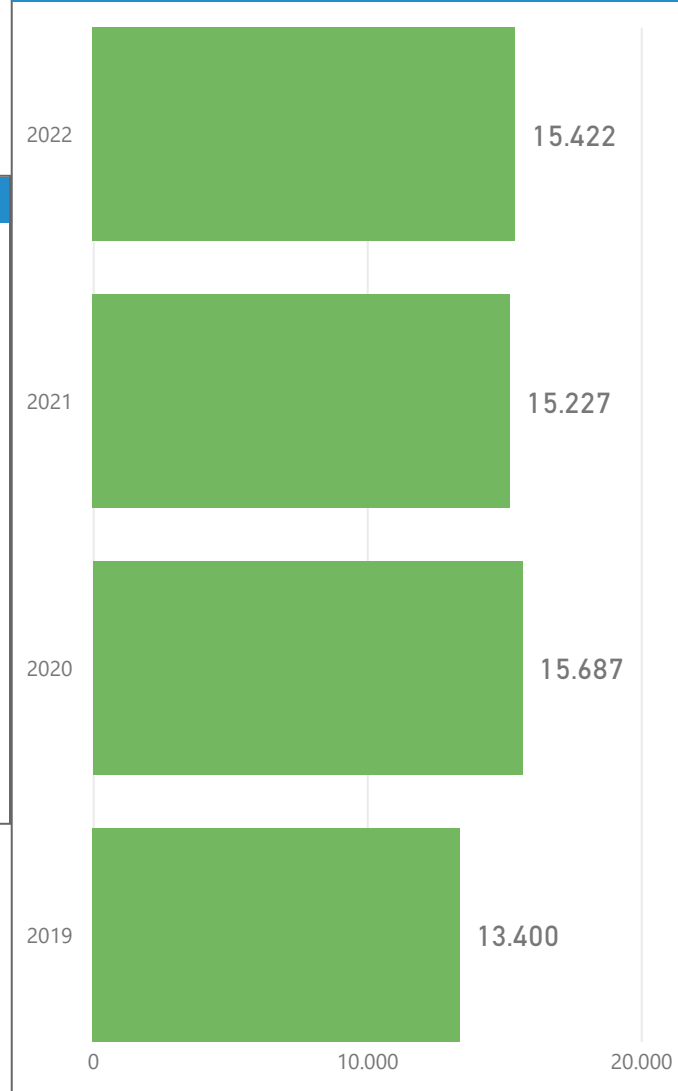


Monthly Motorcycle Sales (units)

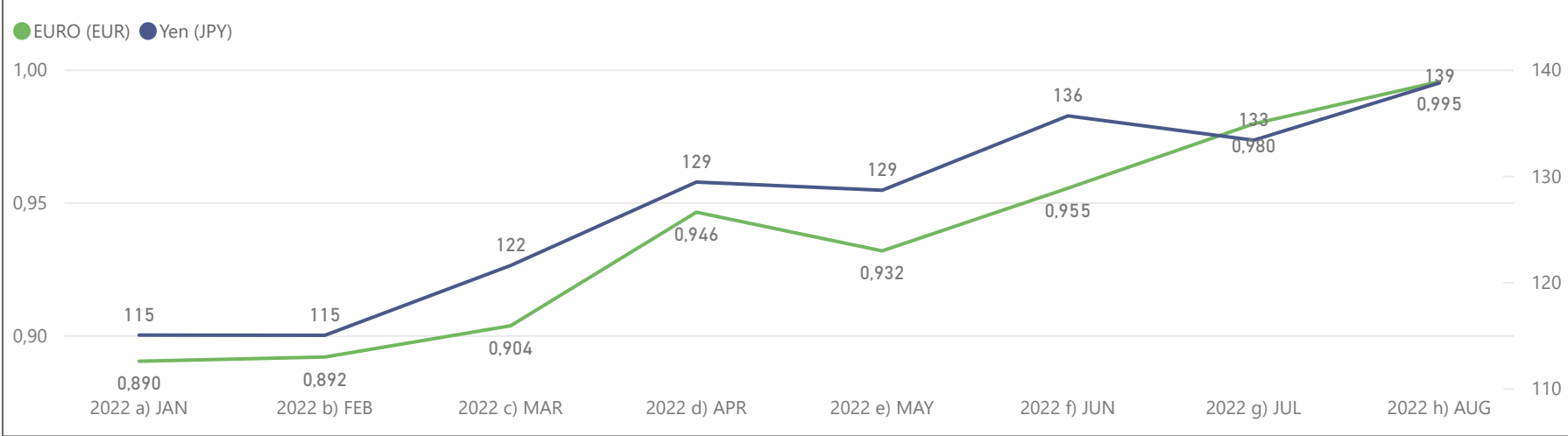


Note.: August 2022 is provisional data

Historical Motorcycles Sales (units)
2019-2022 (Jul)



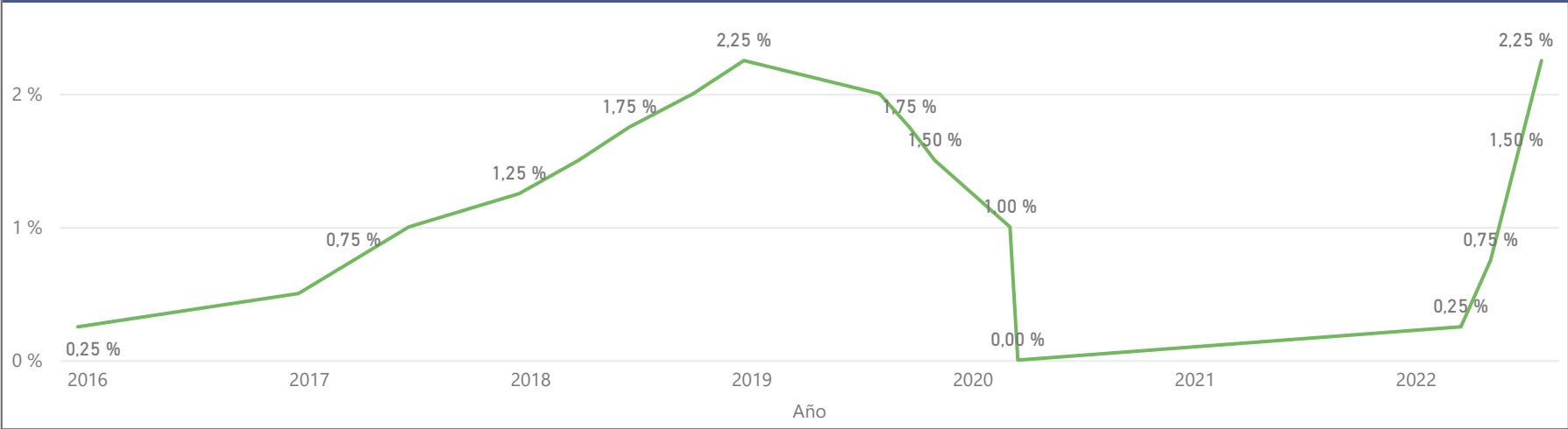
Strengthening of the Dollar against the Euro and the Yen



Throughout 2022, the US dollar has strengthened globally against major currencies. In August 2022 parity between the dollar and the euro was reached, with an accumulated appreciation of 11.7% observed so far this year.

This strong appreciation of the US currency is due, among other factors, to the significant increase in the interest rate of the Federal Reserve (Fed), which in a few months has increased the rate by 2% to combat the inflationary process in the United States.

FED Interest Rate Evolution



Source: BCE-Banco Central del Ecuador/ Datosmacro.com



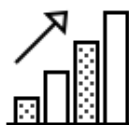
FOREIGN TRADE	July 2022	July 2021
1) Exports (FOB USD millions)		
1.1) Non Oil Exports	1.756	1.502
1.2) Oil Exports	966	775
1.3) Total Exports	2.722	2.277
2) Imports (FOB USD millions)		
2.1) Non Oil Imports	1.807	1.737
2.2) Oil Imports	672	446
2.3) Total Imports	2.479	2.183
3) Trade Balance (FOB USD millions)		
3.1) Non Oil Trade Balance (USD FOB million)	-50	-234
3.2) Oil Trade Balance (USD FOB million)	294	329
3.3) Total Trade Balance (USD FOB million)	243	94

Labor Market	July 2022	June 2022
1) Working-age population	12.865.821	12.850.763
2) Economically active population	8.579.754	8.536.619
2.1) Employed population	8.247.528	8.190.999
2.2) Appropriate employment	2.752.904	2.906.664
2.3) Underemployment	1.890.850	2.012.731
2.4) Unpaid employment	1.064.681	887.005
2.5) Other non-full employment	2.521.255	2.362.022
2.6) Unclassified employment	17.838	22.576
3) Unemployment	332.227	345.620
4) Economically inactive population	4.286.067	4.314.144

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	July 2022	July 2021
WTI (average price)	100,25	72,58



Inflation	August 2022	August 2021
Monthly	0,0 %	0,1 %
Annual	3,8 %	0,9 %
Accumulated	3,1 %	1,3 %



Foreign currency exchange	August 2022	August 2021
USD/BRL	5,20	5,17
USD/COP	4.416,96	3.767,90
USD/EURO	1,00	0,85
USD/PEN	3,85	4,09

Number of employees in the automotive sector by activity (IESS Register March 2022)

Activity	Workers
Sale of parts and accessories for motor vehicles.	20.653
Maintenance and repair of motor vehicles.	19.187
Sale of motor vehicles.	16.756
Sale, maintenance and repair of motorcycles.	2.800
Manufacture of motor vehicles.	979
Manufacture of bodies for motor vehicles.	972
Manufacture of parts and accessories for motor vehicles.	896
Total	62.243

Source: BCE- Banco Central del Ecuador/ ENEMDU/INEC

PS: The sector employment data has a cut-off date of March 2022



Number of vehicles

Light: **2.418.109**

Commercial: **354.072**

1.160.631

619.314

638.314



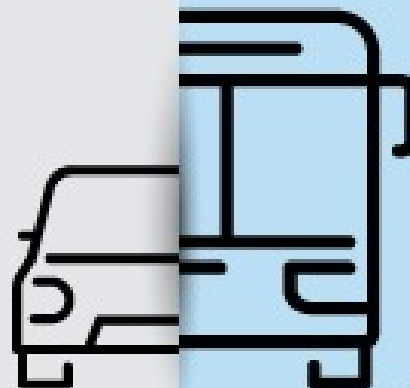
Automobile



SUV



Pick up

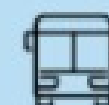


251.451



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	569.698	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	164.588	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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