



AUTOMOTIVE SECTOR

in figures

This publication is
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AUTOMOTIVE SECTOR

in figures

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Vehicle manufacturing



Employment 2021



Vehicle and motorcycle sale, maintenance and repair

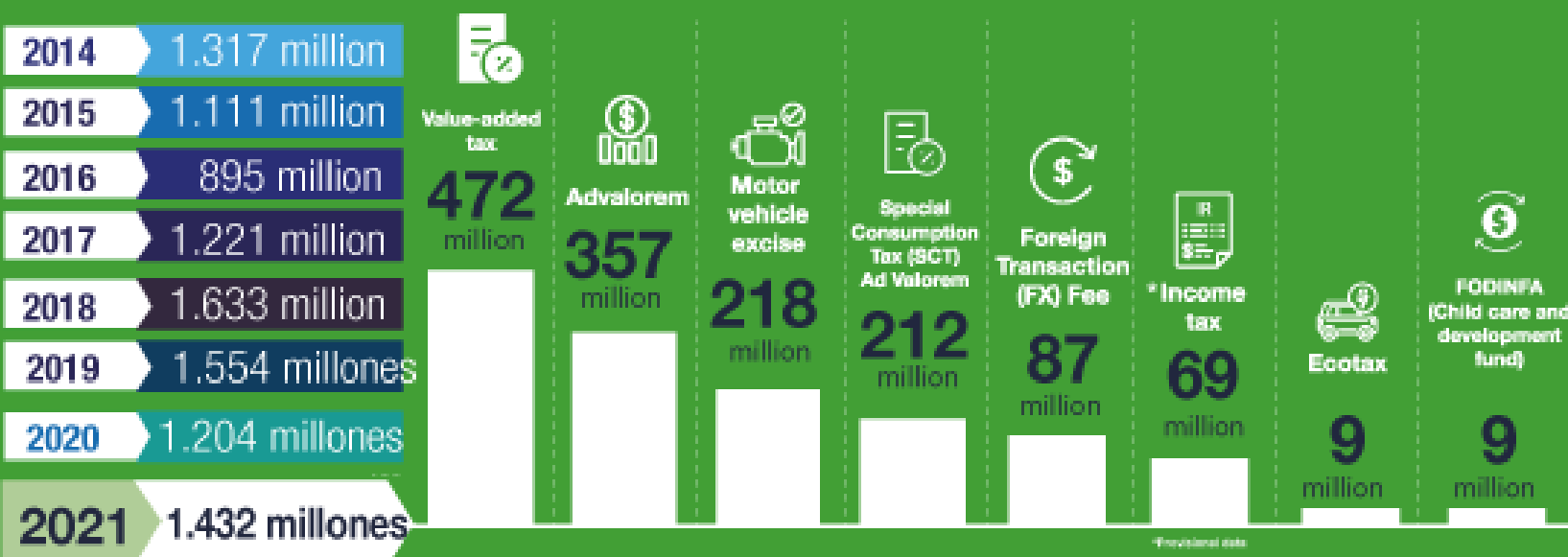
Activities	# workers
Manufacture of motor vehicles, bodies (coachwork) for motor vehicles, trailers and semi-trailers	2.125
Manufacture of parts and accessories for motor vehicles	850
Subtotal	2.975

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)



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

Macroeconomic Indicators

Total trade balance	(September 2022)	-120 USD millions FOB
Average oil price WTI	(September 2022)	84.00 USD
Annual inflation	(October 2022)	4.02%
Annual GDP variation	(Jan-Dec 2020/2019)	4.2 %

Source: Banco Central del Ecuador (BCE), 2022

Credit



Consumption:

Jan - Sep 2022
USD 4,230 millions

Source: Superintendencia de Bancos, 2022

Light vehicles* and commercial vehicles** market



Imports (CBU):
Jan - Oct 2022
105,701
units



Assembled vehicles sales:
Jan - Oct 2022
16,078
units



Exports:
Jan - Oct 2022
120
units



Total sales:
Jan - Oct 2022
116,084
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

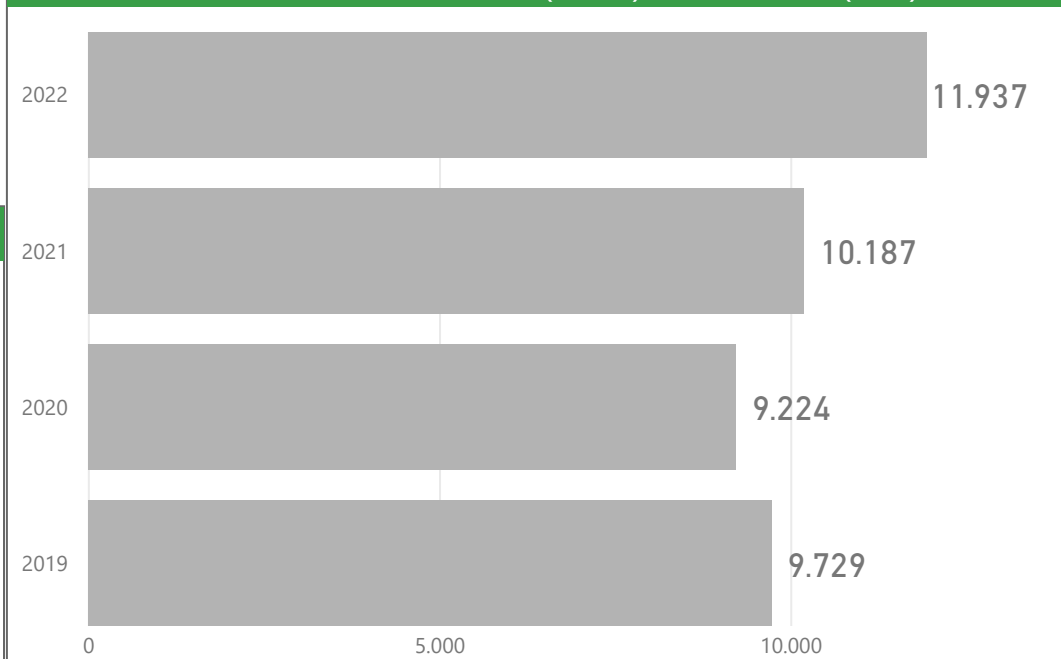


Vehicles Sales

Vehicle Sales by Segments

Segments	Oct 22	Oct 21	Jan-Oct 22	Jan-Oct 21	Var Oct/Sep 22	Var Oct 22/21	Var Jan-Oct 22/21
SUV	5.526	4.692	53.174	40.798	-9,5 %	17,8 %	30,3 %
AUTOMOBILE	2.924	2.523	28.523	29.519	-10,5 %	15,9 %	-3,4 %
PICK UP	2.118	1.911	20.686	16.778	-11,6 %	10,8 %	23,3 %
TRUCK	900	781	9.295	8.186	-17,8 %	15,2 %	13,5 %
VAN	361	254	3.660	2.825	-6,5 %	42,1 %	29,6 %
BUS	108	26	746	246	52,1 %	315,4 %	203,3 %
Total	11.937	10.187	116.084	98.352	-10,4 %	17,2 %	18,0 %

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



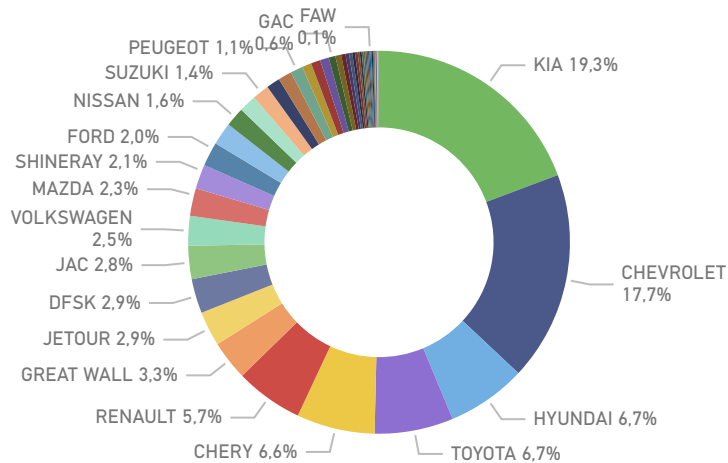
Monthly Vehicle Sales (units)



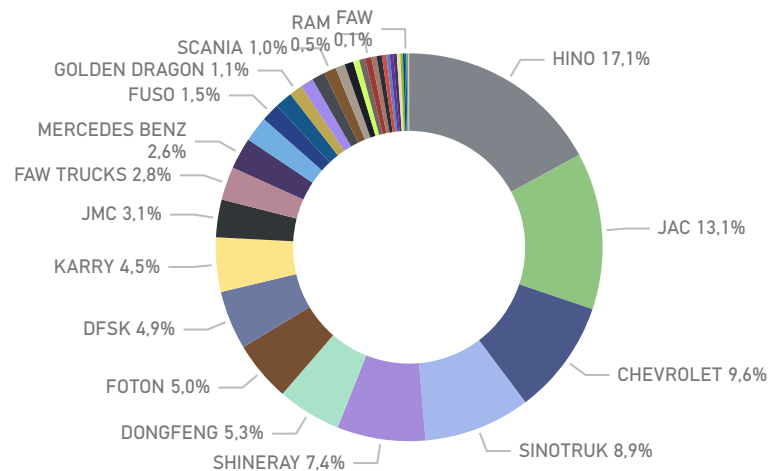


Vehicles Sales

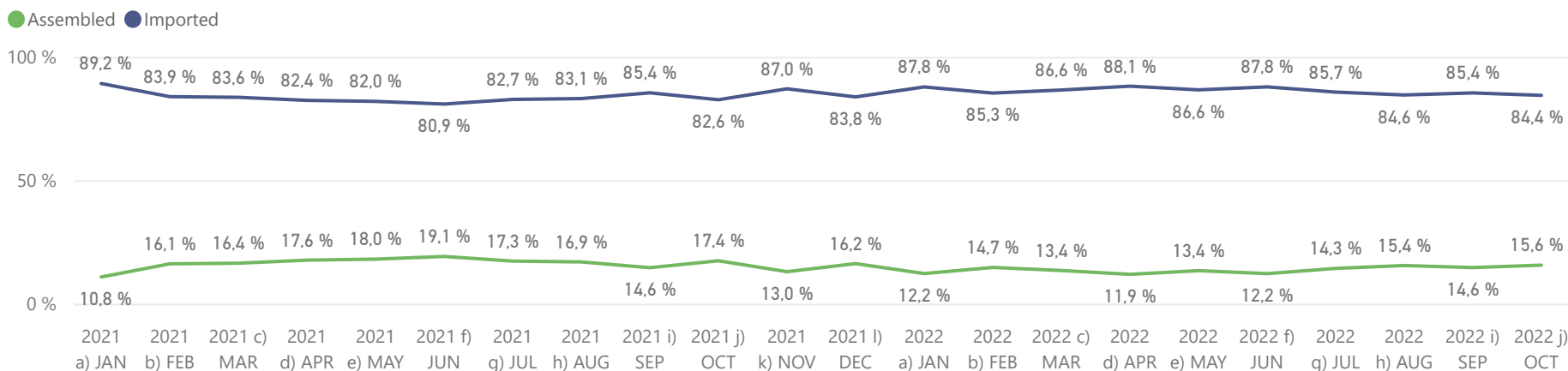
Markets Share by Brand Light Vehicles* 2022 (Oct)



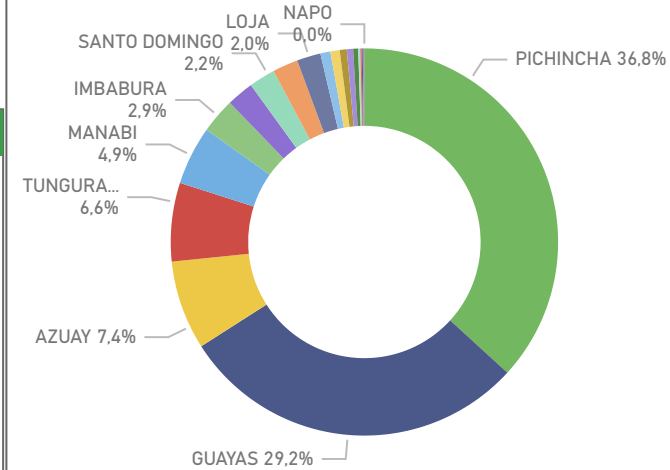
Market Share by Brand Commercial Vehicles** 2022 (Oct)



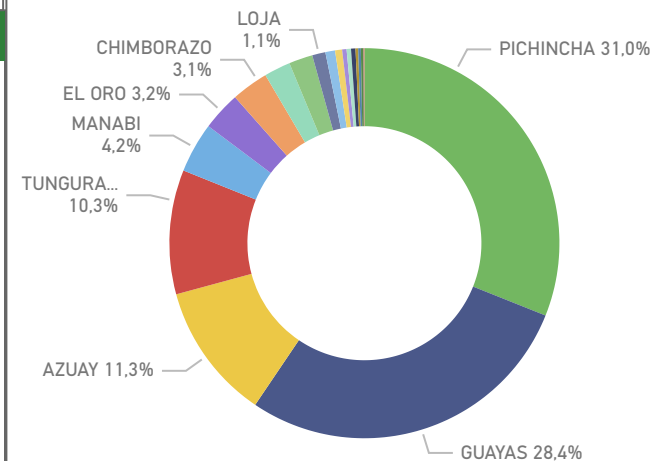
Market Share: Imported vs. Assembled (% Share)

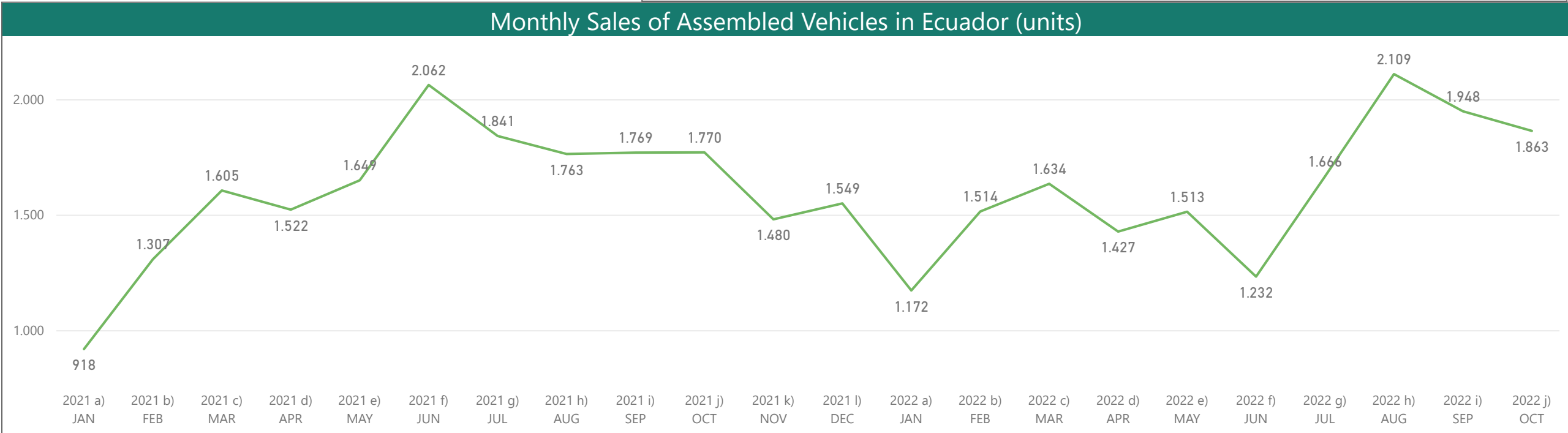
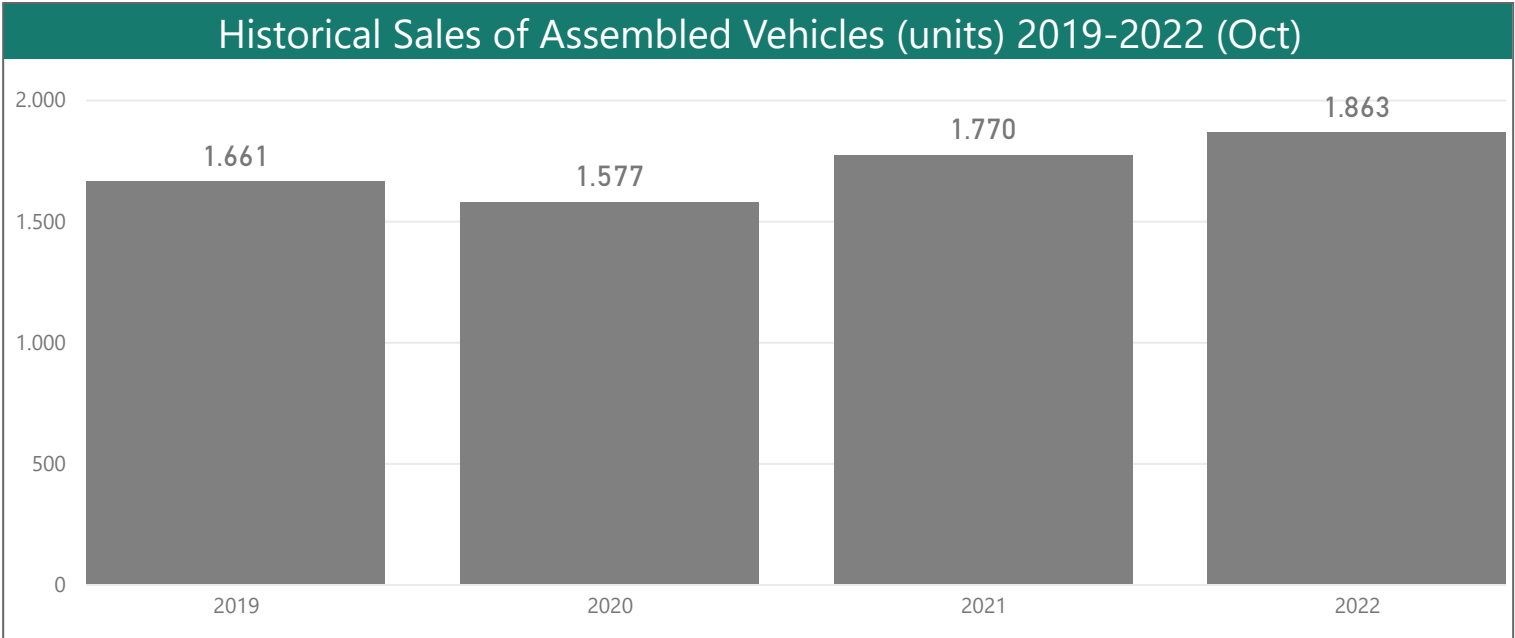


Market Share by Province (units) Light Vehicles* 2022 (Oct)



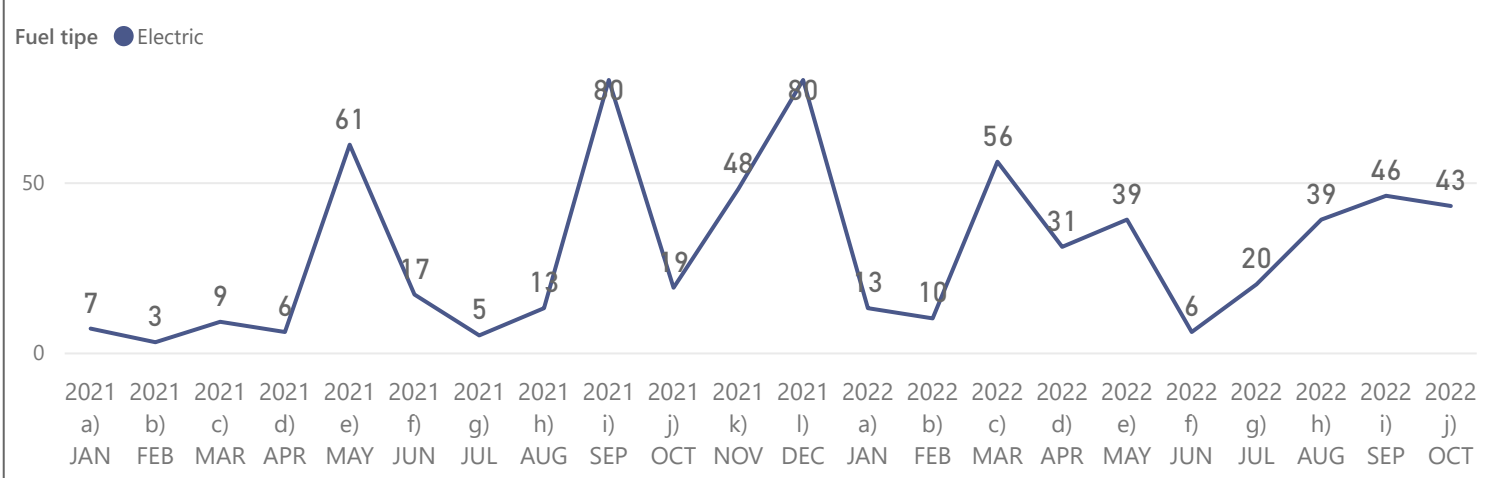
Market Share by Province (units) Commercial Vehicles** 2022 (Oct)



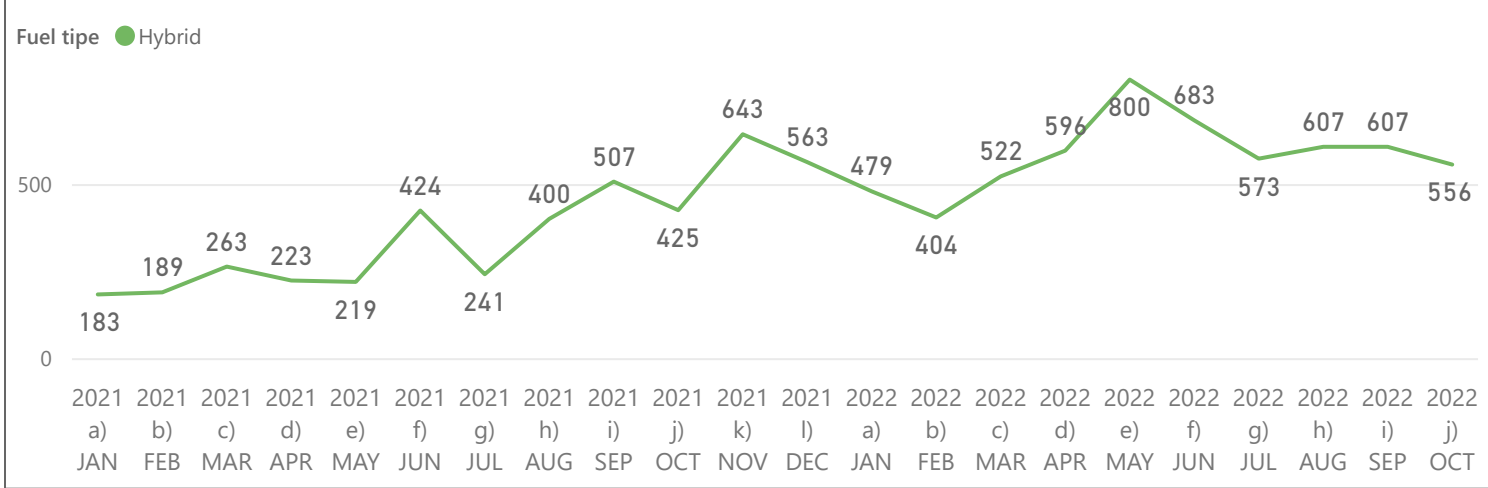


Source: AUTOPLUS - Asociación de Empresas Automotrices del Ecuador (AEADE).

Monthly Electric Vehicles Sales (units)



Monthly Hybrid Vehicles Sales (units)

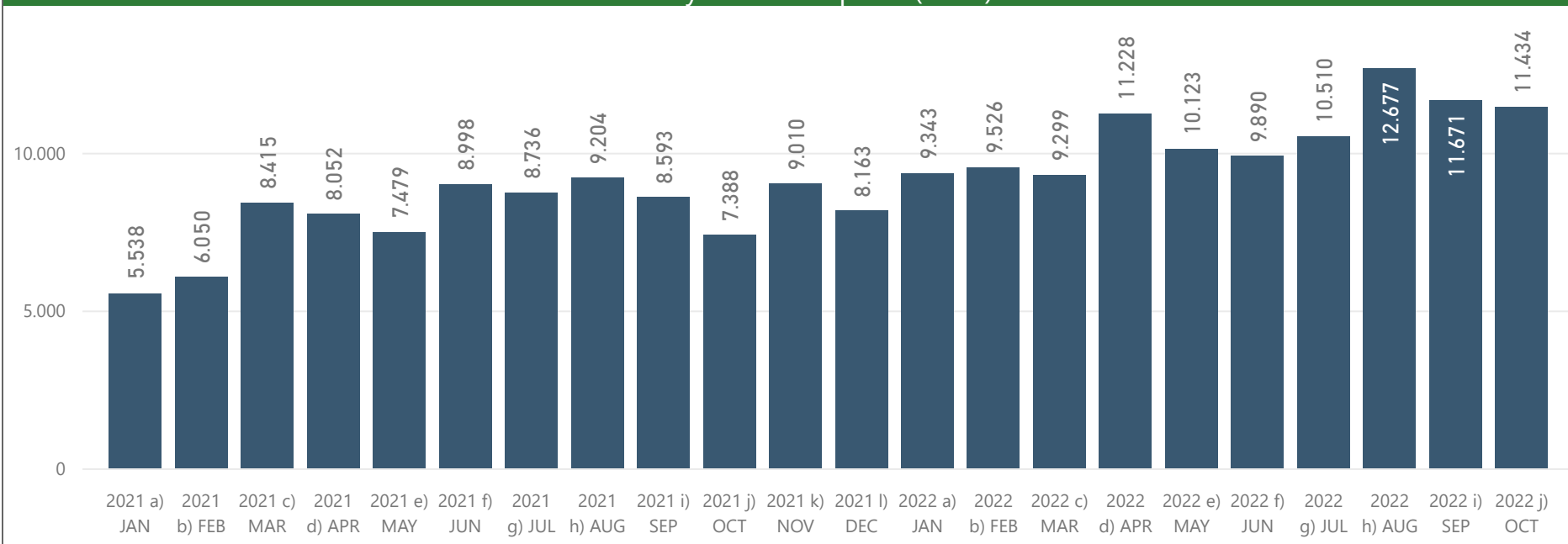


Source: AUTOPLUS - Asociación de Empresas Automotrices del Ecuador (AEADE).

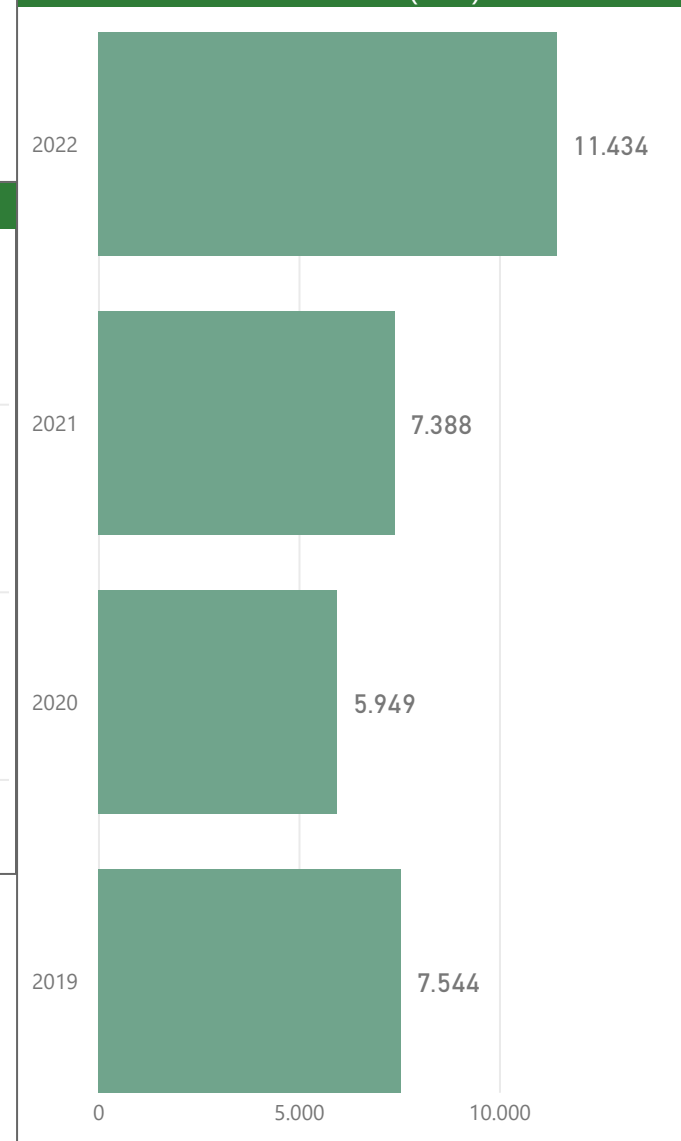


Vehicle Imports

Monthly Vehicle Imports (units)



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

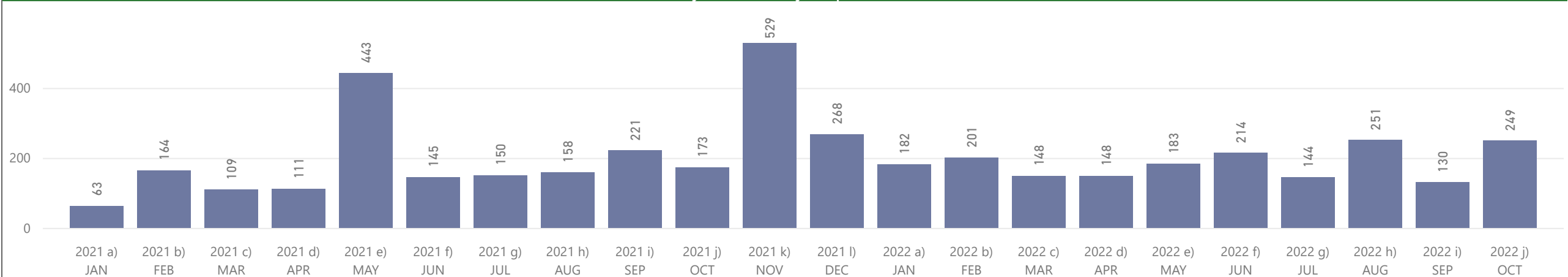


Source: SENAE- Servicio Nacional de Aduana del Ecuador



Heavy machinery imports

Monthly Machinery Imports (units)



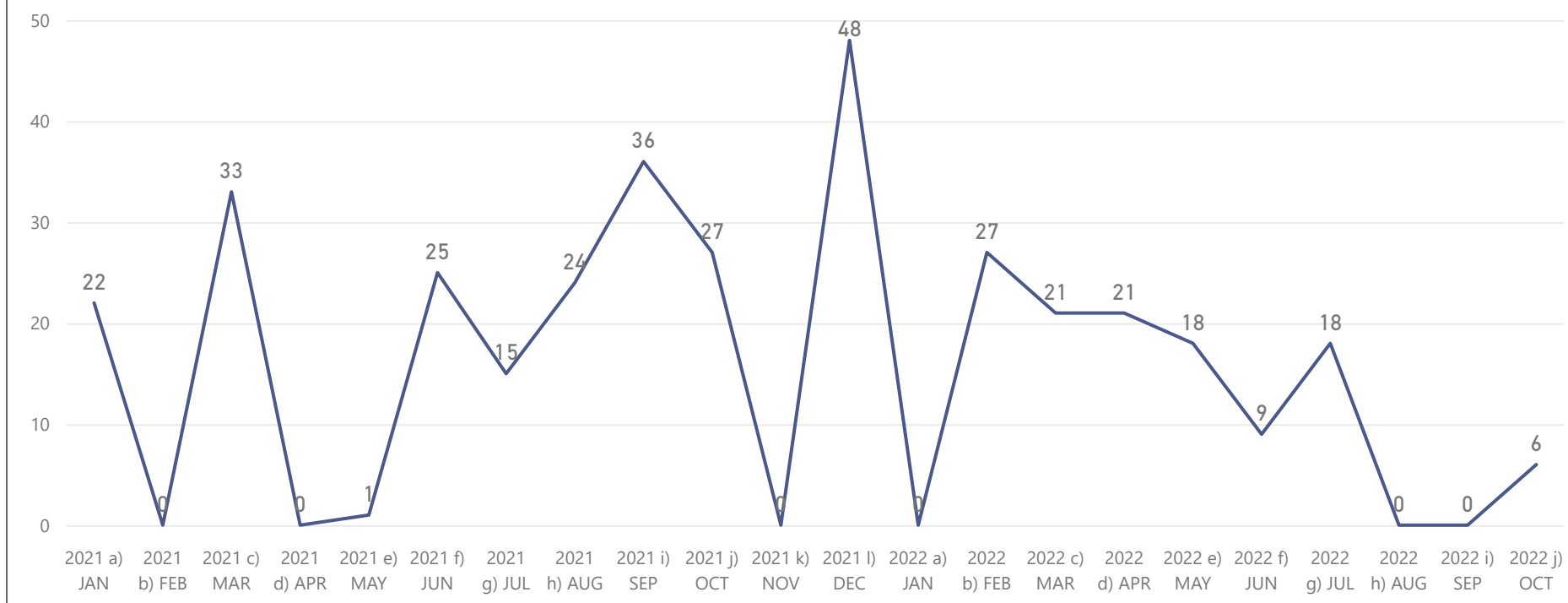
Monthly Tractor Imports (units)



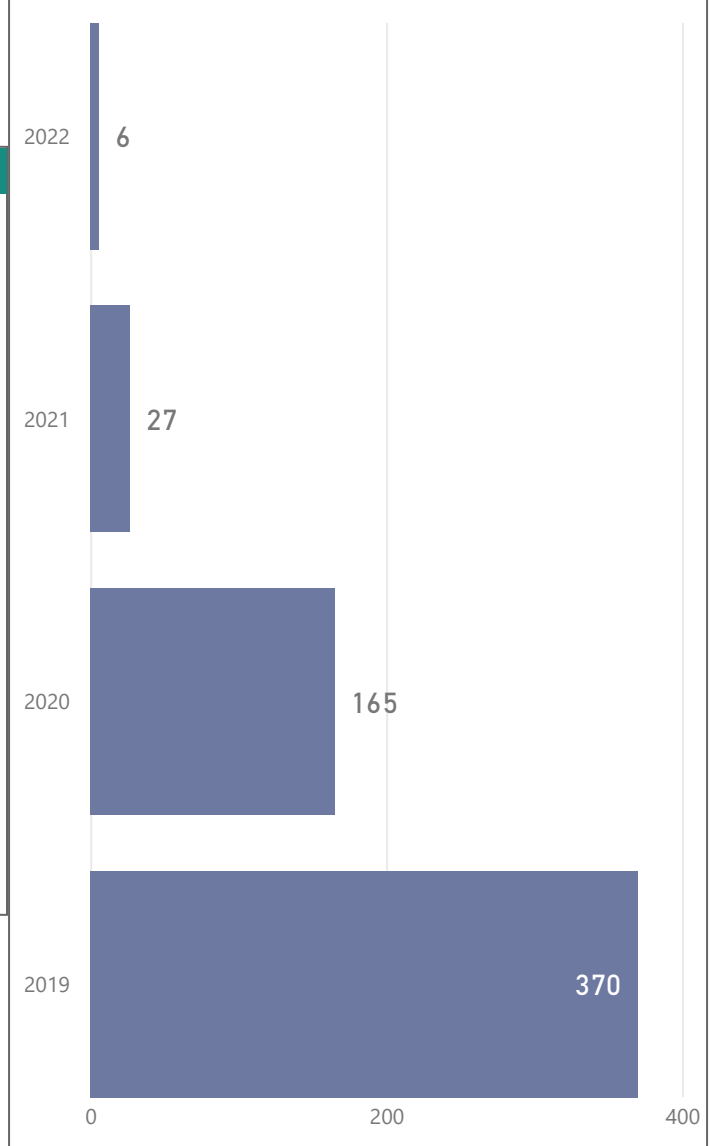


Vehicle Exports

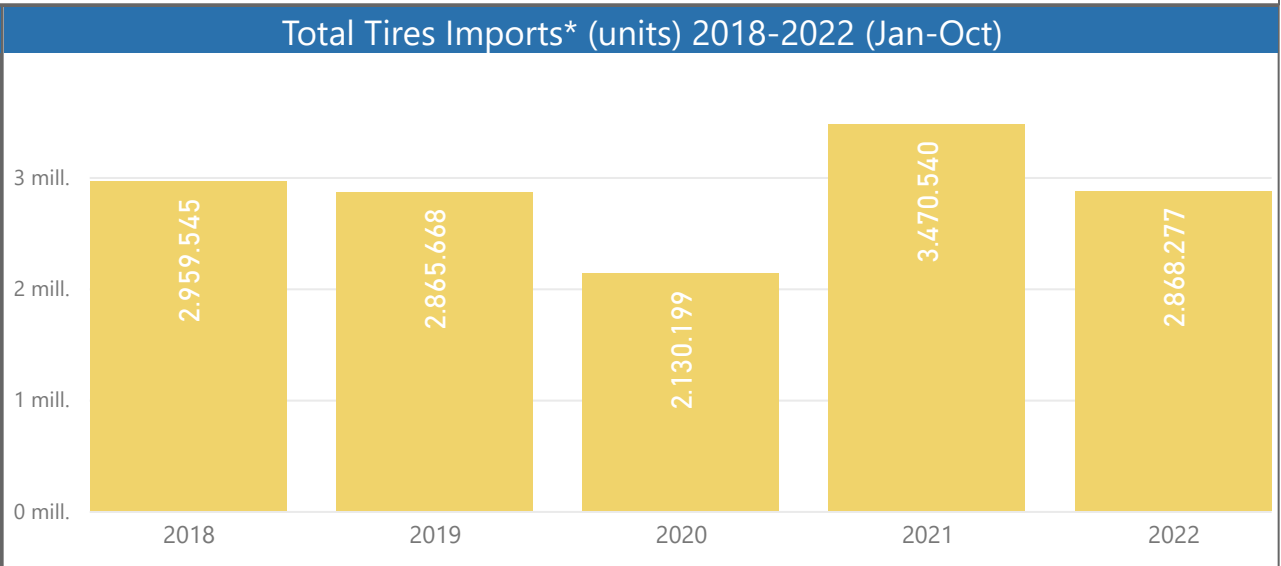
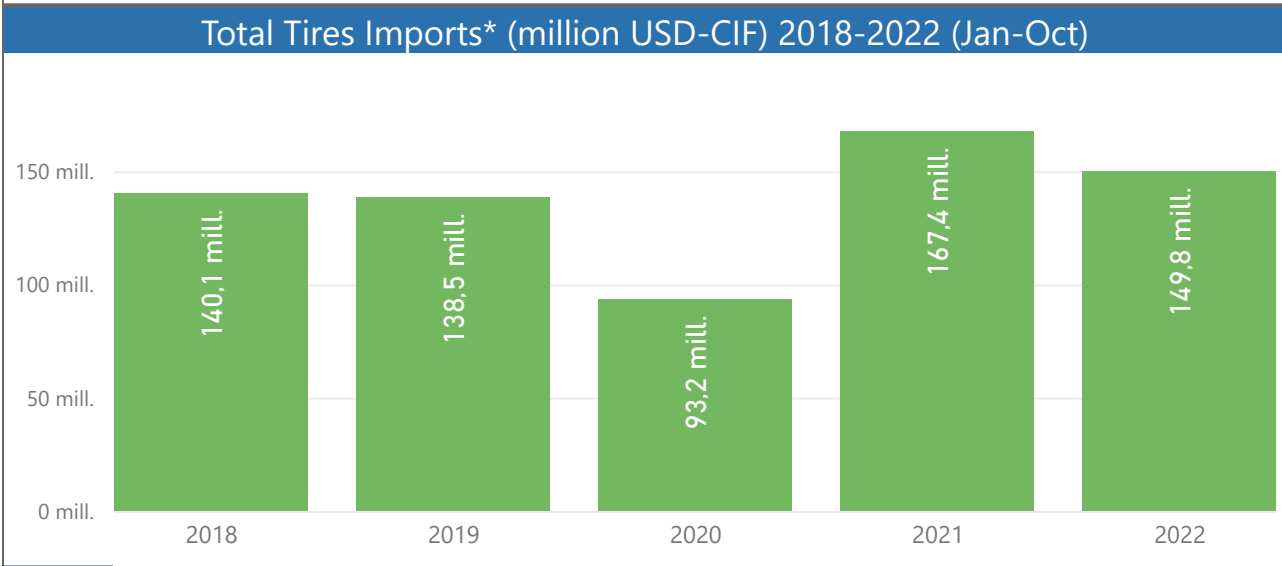
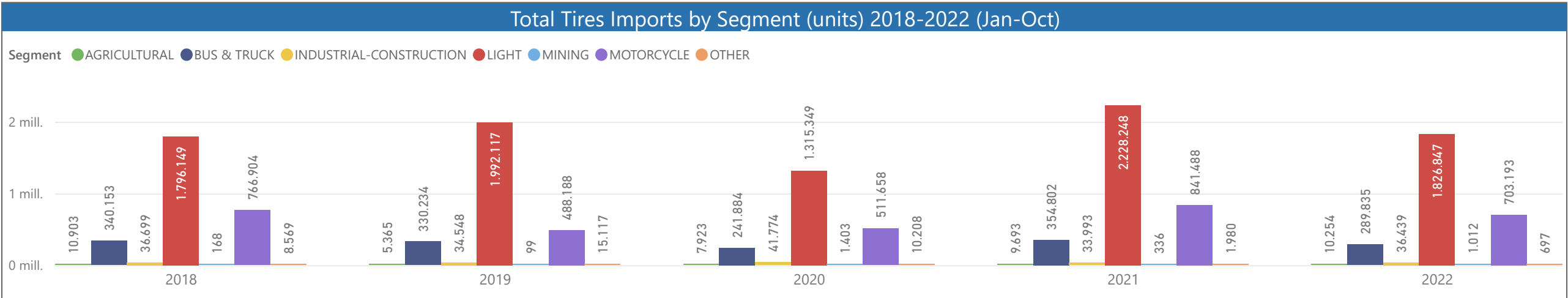
Monthly Vehicle Exports (units)



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



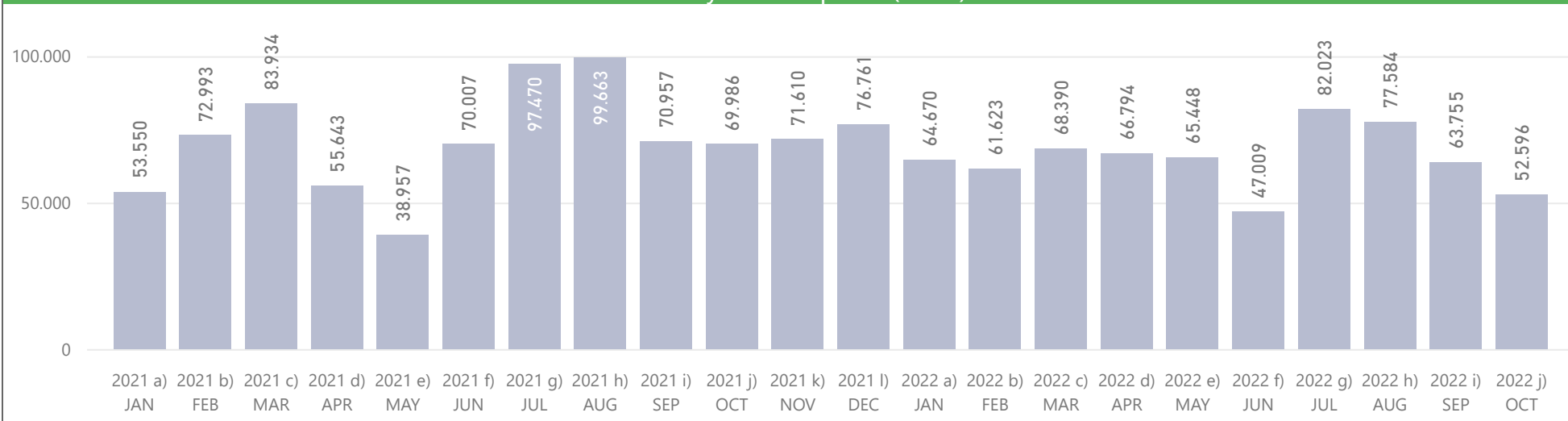
Source: SENA E- Servicio Nacional de Aduana del Ecuador



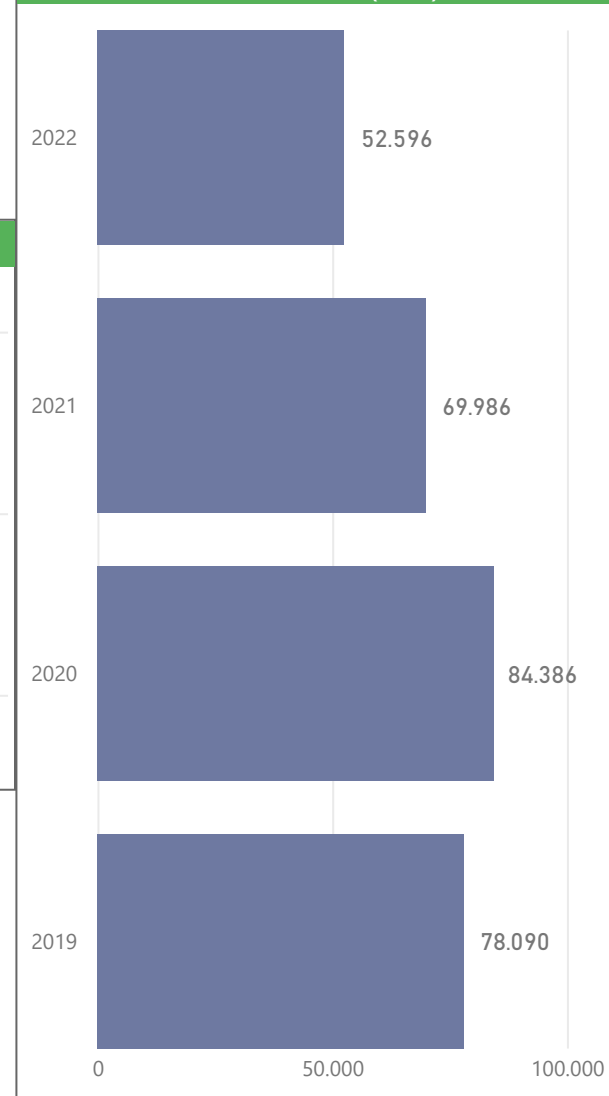
*Airplane and bicycle segments are excluded



Monthly Tires Exports (units)



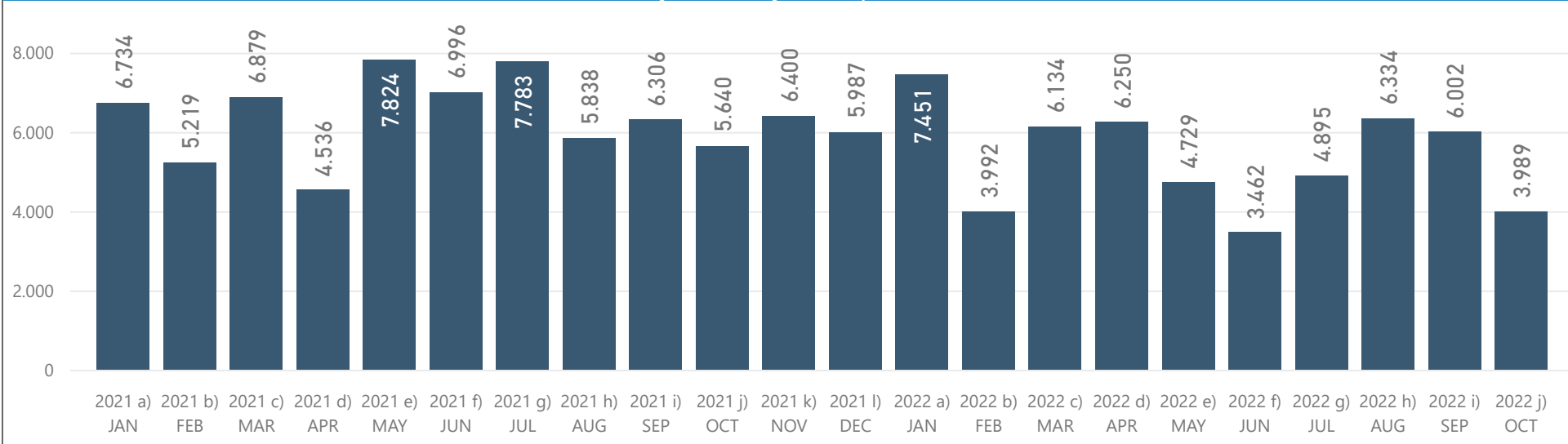
Historical Tires Exports (units)
2019-2022 (Oct)



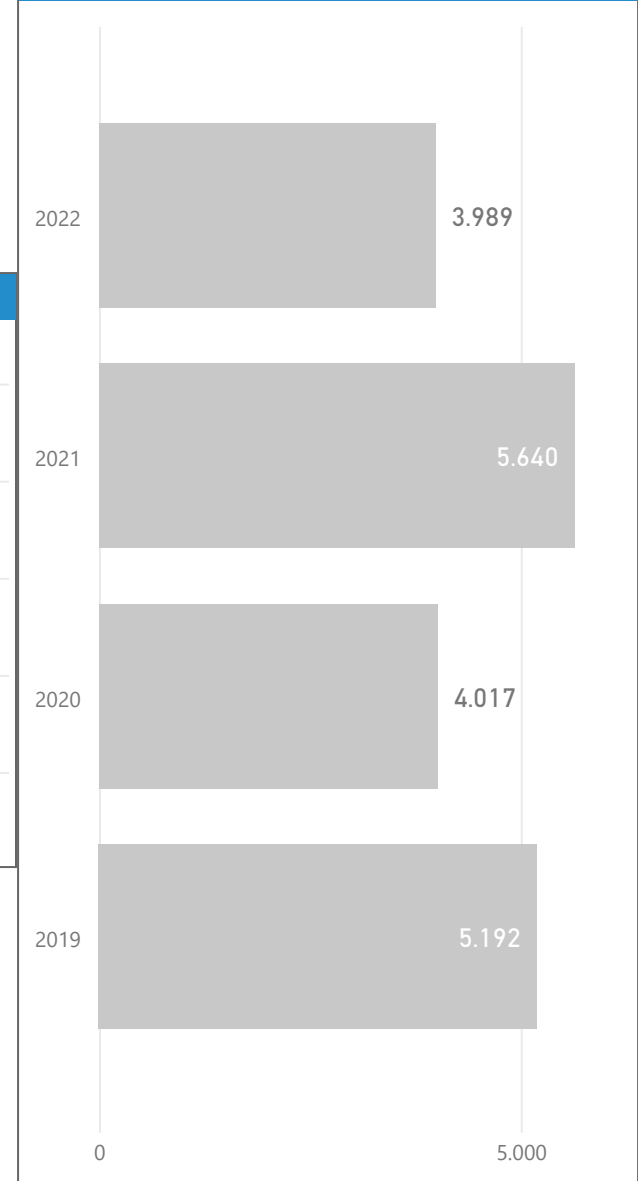
Source: SENAE- Servicio Nacional de Aduana del Ecuador



Monthly Motorcycle Imports (units)



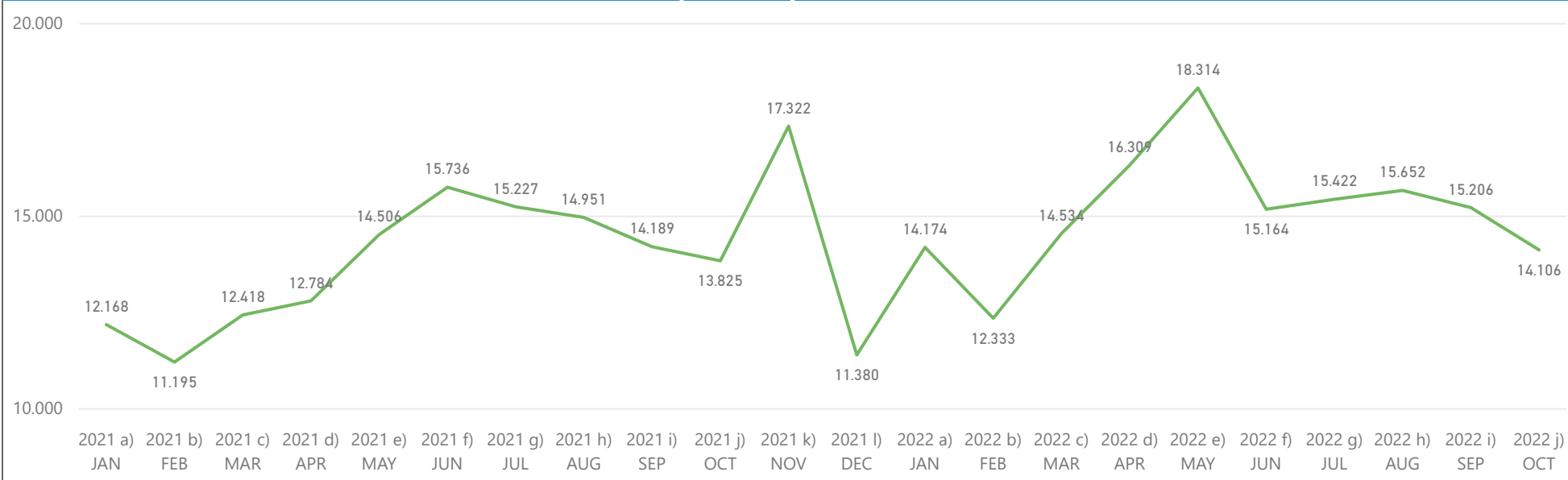
Historical Motorcycle Imports (units)
2019-2022 (Oct)



Source: SENAE- Servicio Nacional de Aduana del Ecuador

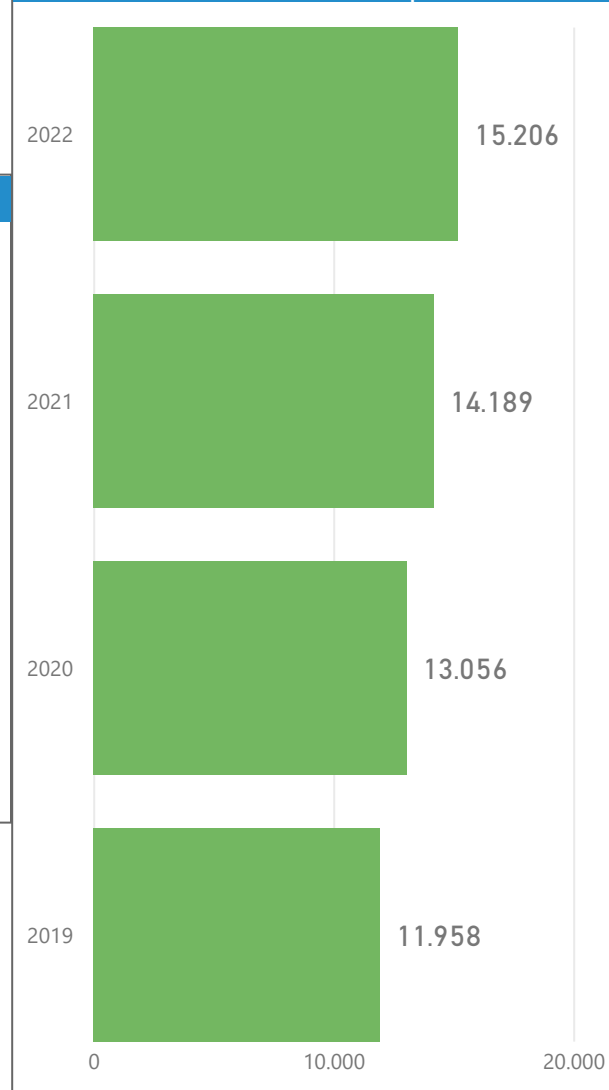


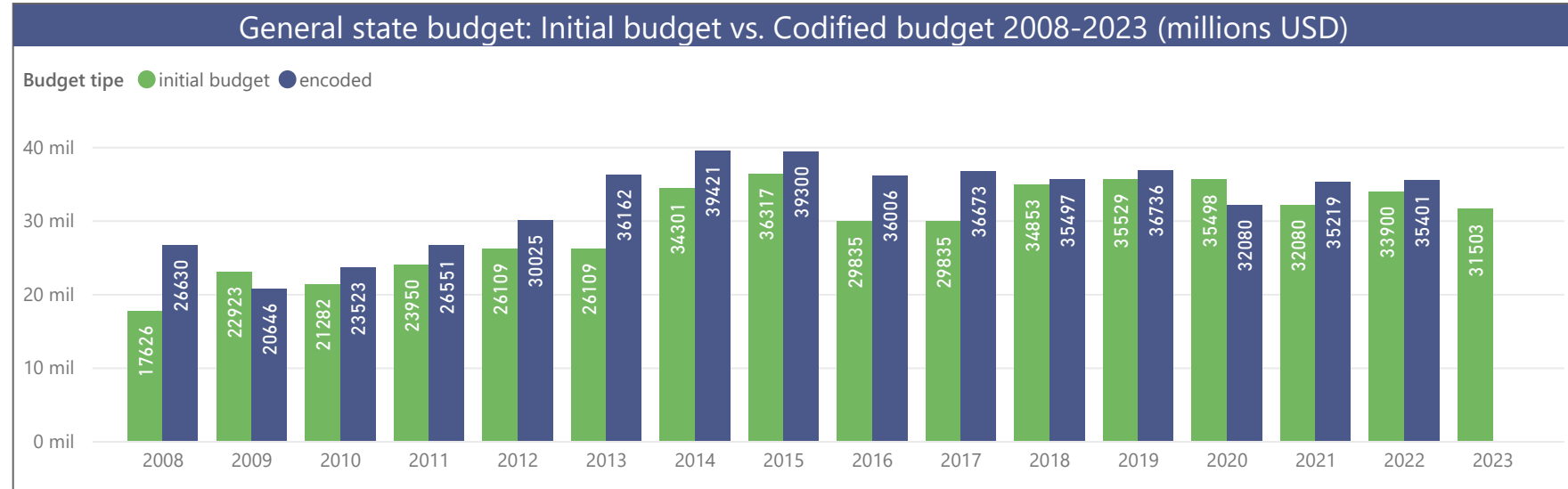
Monthly Motorcycle Sales (units)



Note.: October 2022 is provisional data

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





Income from the 2022 and 2023 budget proforma

Group	Proforma 2022 (millions USD)	Proforma 2023 (millions USD)	Absolute (millions USD)	Relative
1) Total current income	21.149	18.948	-2.200	-10,4 %
1.1) Income	13.418	16.025	2.607	19,4 %
1.2) Rates and contributions	1.690	1.828	138	8,1 %
1.3) Current transfers or donations	5.534	542	-4.993	-90,2 %
1.4) Others	506	554	48	9,4 %
2) Total capital income	2.982	4.725	1.742	58,4 %
2.1) Sale of non-financial assets	985	1.040	55	5,6 %
2.2) Recovery of investments and public resources	16	11	-5	-32,3 %
2.3) Transfers or donations of investment capital	1.981	3.674	1.693	85,5 %
3) Total financing income	9.769	7.830	-1.939	-19,9 %
3.1) Public financing	9.534	7.577	-1.957	-20,5 %
3.2) Available balances	117	170	53	54,5 %
3.3) Others	118	82	-36	-30,2 %
4) Overall	33.900	31.503	-2.397	-7,1 %

Expenditures of the 2022 and 2023 budget proforma

Group	Proforma 2022 (millions USD)	Proforma 2023 (millions USD)	Absolute (millions USD)	Relative
1) Total current expenses	21.888	20.075	-1.813	-8,3 %
1.1) Personnel expenses	9.095	9.887	792	8,7 %
1.2) Consumer goods and services	6.147	2.406	-3.741	-60,9 %
1.3) Financial expenses	2.233	2.510	277	12,4 %
1.4) Capital transfers or donations	4.220	5.131	911	21,6 %
1.5) Others	194	142	-51	-26,5 %
2) Total investment and capital outflows	6.010	6.251	241	4,0 %
2.1) Personnel expenses for investment	339	388	49	14,4 %
2.2) Goods and services for investment	329	365	36	11,0 %
2.3) Capital transfers or donations	3.121	3.697	575	18,4 %
2.4) Others	2.220	1.800	-420	-18,9 %
3) Total financing application	6.002	5.177	-825	-13,7 %
3.1) Amortization of public debt	4.717	4.425	-292	-6,2 %
3.2) Others	1.284	752	-532	-41,4 %
4) Overall	33.900	31.503	-2.397	-7,1 %

The proforma budget for 2023 has been reduced by 7.1% compared to 2022 and reaches USD 31,503 million. The item that has suffered the most important reduction in income is current transfers and donations, which fell by 90%.



FOREIGN TRADE September 2022 September 2021

1) Exports (FOB USD millions)		
1.1) Non Oil Exports	1.766	1.574
1.2) Oil Exports	860	728
1.3) Total Exports	2.625	2.302
2) Imports (FOB USD millions)		
2.1) Non Oil Imports	2.128	1.751
2.2) Oil Imports	618	346
2.3) Total Imports	2.745	2.097
3) Trade Balance (FOB USD millions)		
3.1) Non Oil Trade Balance (USD FOB million)	-362	-177
3.2) Oil Trade Balance (USD FOB million)	242	382
3.3) Total Trade Balance (USD FOB million)	-120	205

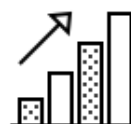
Labor Market September 2022 August 2022

1) Working-age population	12.896.001	12.880.933
2) Economically active population	8.693.194	8.536.605
2.1) Employed population	8.338.869	8.193.371
2.2) Appropriate employment	3.077.801	2.844.726
2.3) Underemployment	1.765.761	1.970.437
2.4) Unpaid employment	938.663	916.120
2.5) Other non-full employment	2.535.383	2.429.362
2.6) Unclassified employment	21.262	32.726
3) Unemployment	354.324	343.235
4) Economically inactive population	4.202.807	4.344.328

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	September 2022	September 2021
WTI (average price)	84,00	71,46



Inflation	October 2022	October 2021
Monthly	0,1 %	0,2 %
Annual	4,0 %	1,5 %
Accumulated	3,6 %	1,5 %



Foreign currency exchange	October 2022	October 2021
USD/BRL	5,17	5,61
USD/COP	4.916,42	3.765,06
USD/EURO	1,01	0,86
USD/PEN	3,98	3,99

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

Description	Workers
Sale of parts and accessories for motor vehicles.	20.677
Maintenance and repair of motor vehicles.	18.873
Sale of motor vehicles.	17.020
Sale, maintenance and repair of motorcycles.	2.863
Manufacture of motor vehicles.	962
Manufacture of bodies for motor vehicles.	950
Manufacture of parts and accessories for motor vehicles.	923
Total	62.268

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

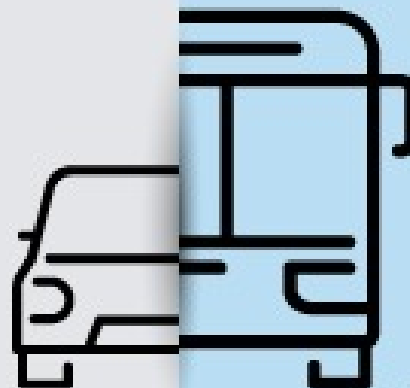
638.314



Automobile

SUV

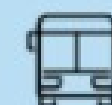
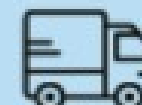
Pick up



251.451

38.884

63.737



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: 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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