



AUTOMOTIVE SECTOR

in figures

This publication is exclusively for AEADE affiliates



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AUTOMOTIVE SECTOR

in figures

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Vehicle manufacturing



Employment 2022







Vehicle and motorcycle sale, maintenance and repair

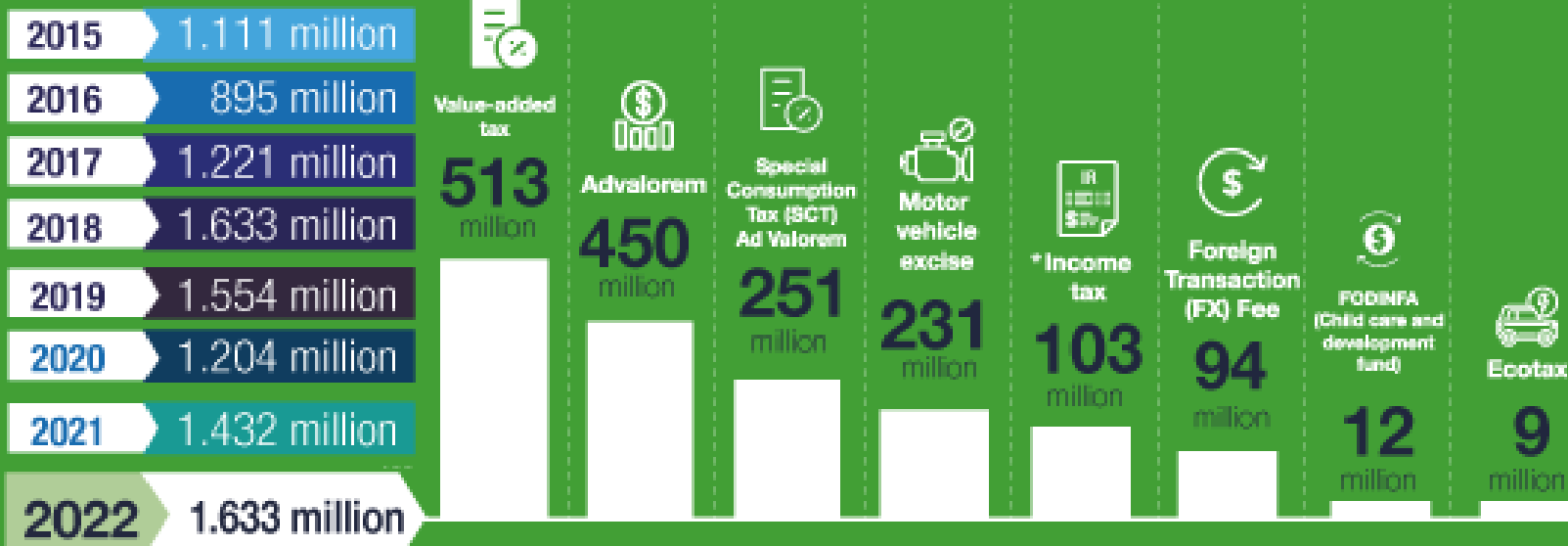
Activities	# workers
 Manufacture of bodies for motor vehicles	1.674
 Manufacture of parts and accessories for motor vehicles	1.395
 Manufacturing of auto parts	279
Subtotal	3.348

Total Employment 2022: 106.602

Source: Encuesta Nacional de Empleo, Desempleo y Subempleo. (ENEMDU), 2022

Activities	# workers
 Maintenance and repair of vehicles	60.836
 Sale of motor vehicles	17.023
 Sale of motor vehicles parts and accesories	15.907
 Sale, maintenance and repair of motorcycles	9.488
Subtotal	103.254

Taxes (Importing and Assemblers Companies)



Macroeconomic Indicators

Total trade balance	(March 2023)	187 USD millions FOB
Average oil price WTI	(March 2023)	73.37 USD
Annual inflation	(April 2023)	2.89%
Annual GDP variation	(Jan-Dec 2022/2021)	2.9 %

Source: Banco Central del Ecuador (BCE), 2023

Credit



Consumption:

Jan - Mar 2023
USD 1,543 millions

Source: Superintendencia de Bancos, 2023

Light vehicles* and commercial vehicles** market



Imports (CBU):
Jan - Apr 2023
41,499
units



Assembled vehicles sales:
Jan - Apr 2023
7,009
units



Exports:
Jan - Apr 2023
0
units



Total sales:
Jan - Apr 2023
46,555
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

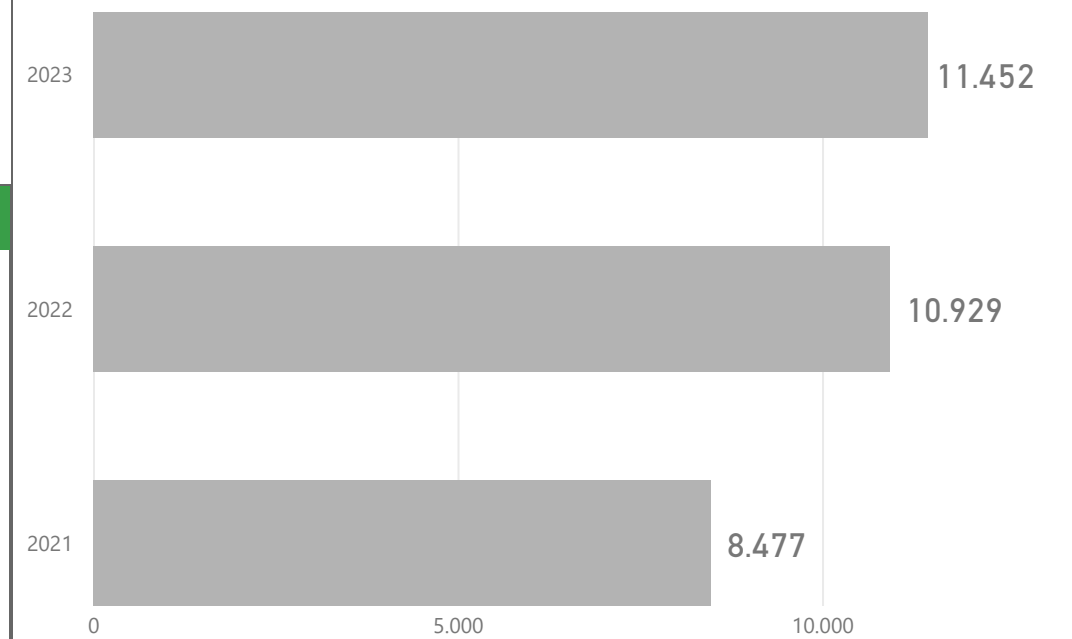


Vehicles Sales

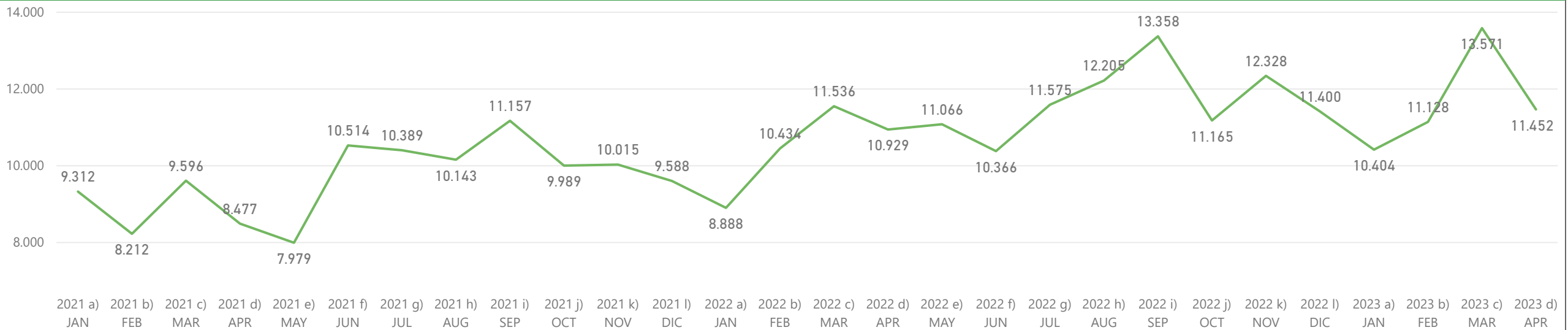
Vehicle Sales by Segments

Segments	Apr 23	Apr 22	Jan-Apr 23	Jan-Apr 22	Var Apr/Mar 23	Var Apr 23/22	Var Jan-Apr 23/22
SUV	5.052	5.091	20.697	18.790	-17,6 %	-0,8 %	10,1 %
AUTOMOBILE	3.010	2.629	12.186	11.035	-11,3 %	14,5 %	10,4 %
PICKUP	2.081	1.798	8.480	7.090	-16,6 %	15,7 %	19,6 %
TRUCK	801	913	3.212	3.400	-16,9 %	-12,3 %	-5,5 %
VAN	439	447	1.635	1.298	-11,0 %	-1,8 %	26,0 %
BUS	69	51	345	174	-24,2 %	35,3 %	98,3 %
Total	11.452	10.929	46.555	41.787	-15,6 %	4,8 %	11,4 %

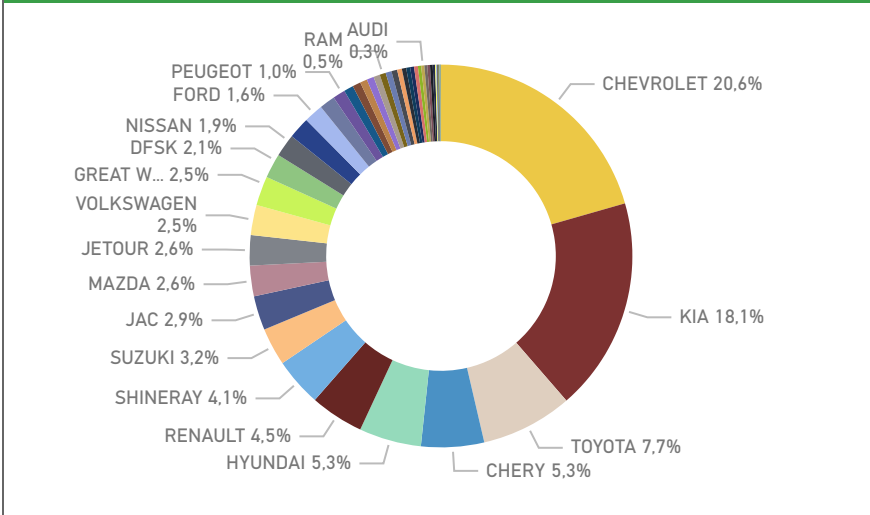
Historical Vehicle Sales (units) 2021-2023 (Apr)



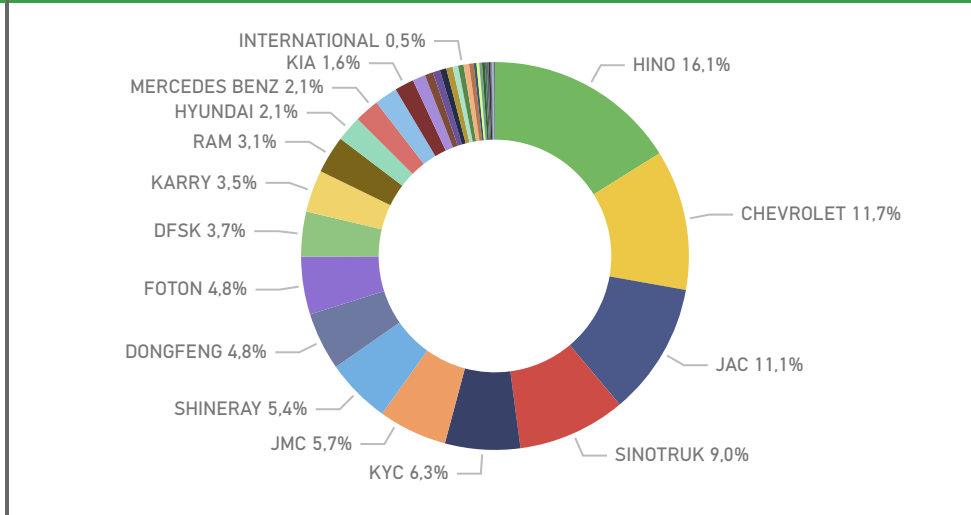
Monthly Vehicle Sales (units)



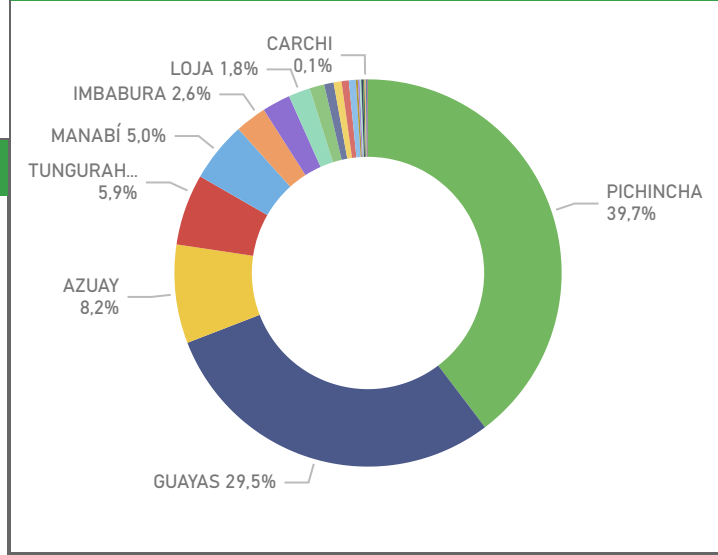
Markets Share by Brand Light Vehicles* 2023 (Apr)



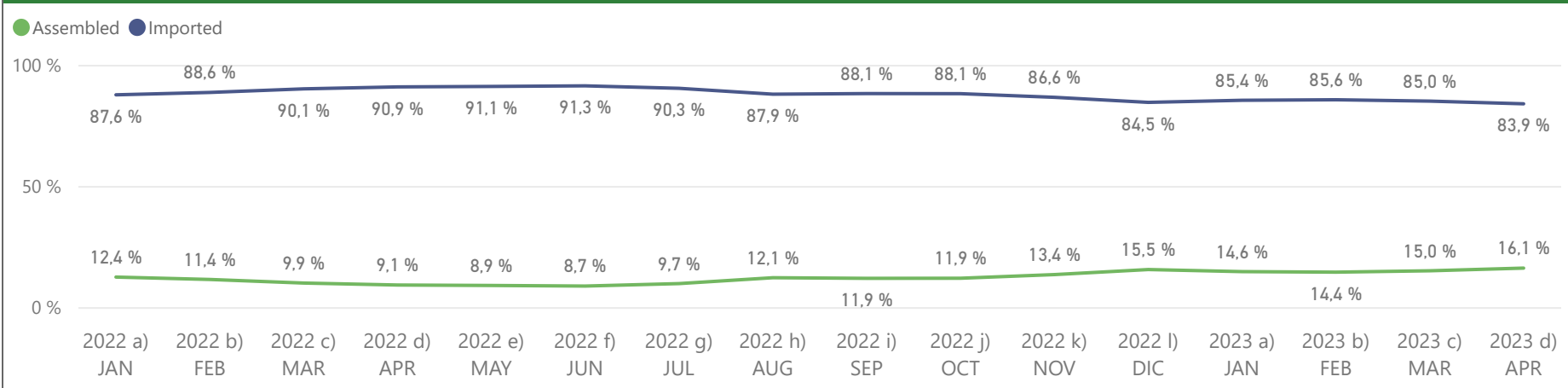
Market Share by Brand Commercial Vehicles 2023 (Apr)**



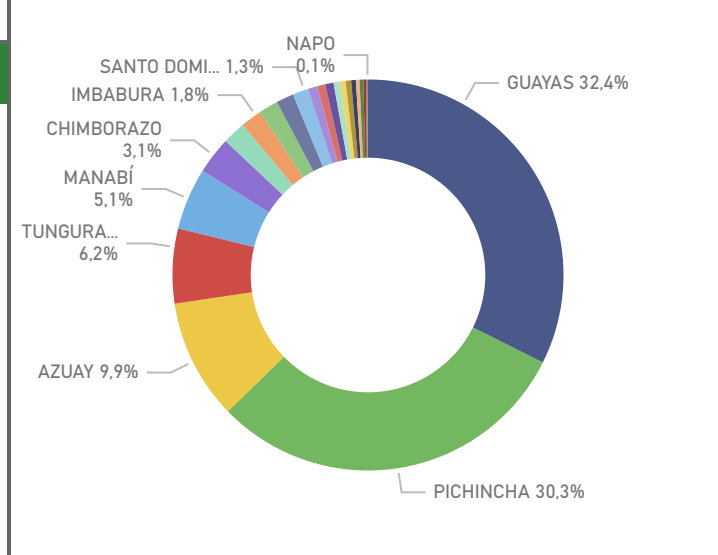
Market Share by Province (units) Light Vehicles* 2023 (Apr)



Market Share: Imported vs. Assembled (% Share)



Market Share by Province (units) Commercial Vehicles 2023 (Apr)**

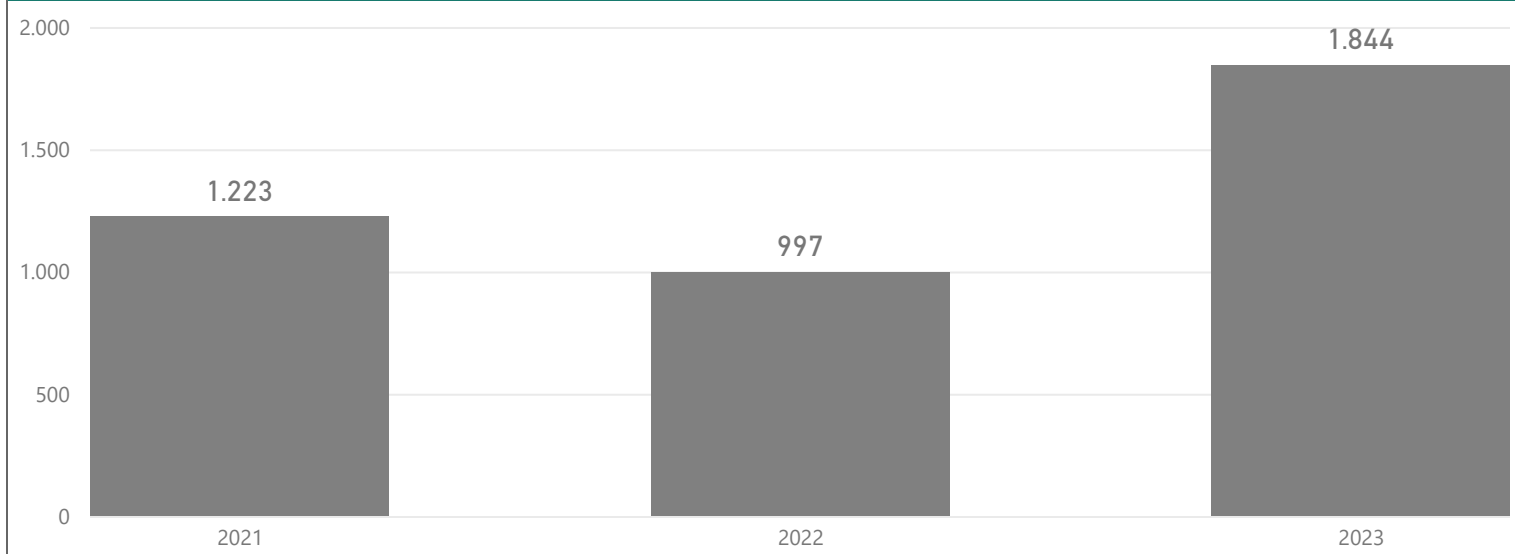


*Light vehicles Automobile, SUV, Pick up
 **Commercial vehicles: Bus, Truck, VAN



Assembled Vehicle Sales

Historical Sales of Assembled Vehicles (units) 2021-2023 (Apr)



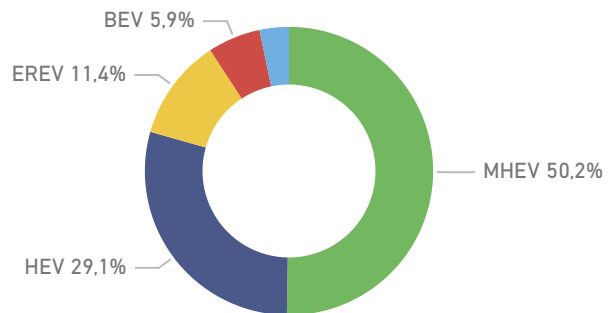
Monthly Sales of Assembled Vehicles in Ecuador (units)



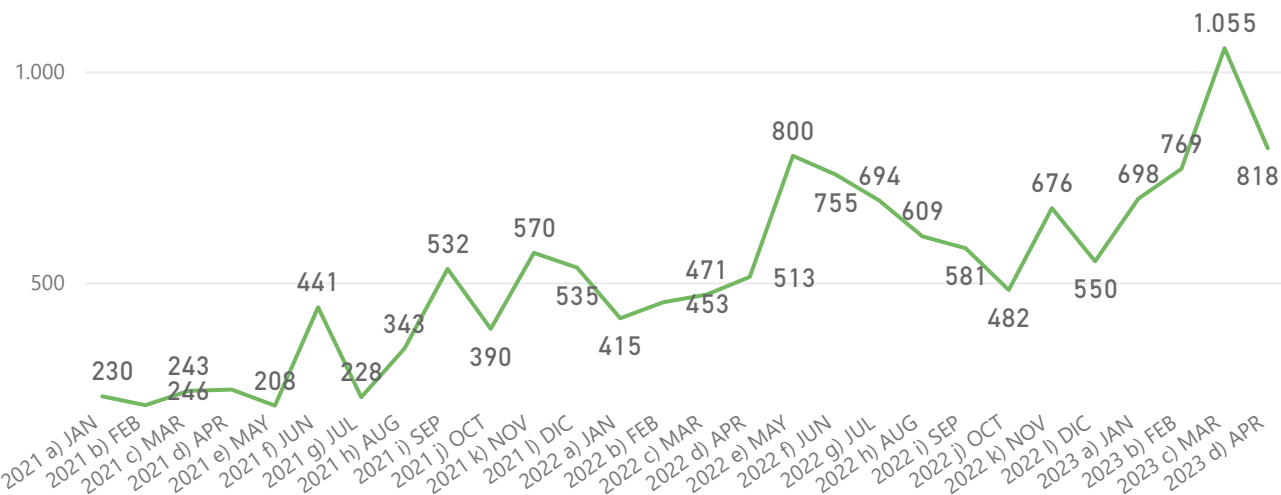


Sales by electrification technology

Market Share by Electrified Vehicles (% share) 2023 (Jan-Apr)



Monthly Electrified Vehicles Sales (units)



2021

Electrification	a) JAN	b) FEB	c) MAR	d) APR	e) MAY	f) JUN	g) JUL	h) AUG	i) SEP	j) OCT	k) NOV	l) DIC	Total
MHEV	170	145	157	159	130	139	123	164	241	215	276	244	2.163
HEV	41	34	71	66	46	282	93	160	269	151	233	238	1.684
BEV	17	27	15	20	31	19	5	14	18	19	58	45	288
PHEV	2	3		1	1	1	7	5	4	5	3	8	40
Total	230	209	243	246	208	441	228	343	532	390	570	535	4.175

2022

Electrification	a) JAN	b) FEB	c) MAR	d) APR	e) MAY	f) JUN	g) JUL	h) AUG	i) SEP	j) OCT	k) NOV	l) DIC	Total
MHEV	238	239	194	266	410	382	379	315	306	228	286	206	3.449
HEV	160	194	241	200	338	331	277	243	204	191	314	260	2.953
BEV	15	12	27	33	42	33	24	42	46	53	48	65	440
PHEV	2	8	9	14	10	9	14	9	25	10	28	19	157
Total	415	453	471	513	800	755	694	609	581	482	676	550	6.999

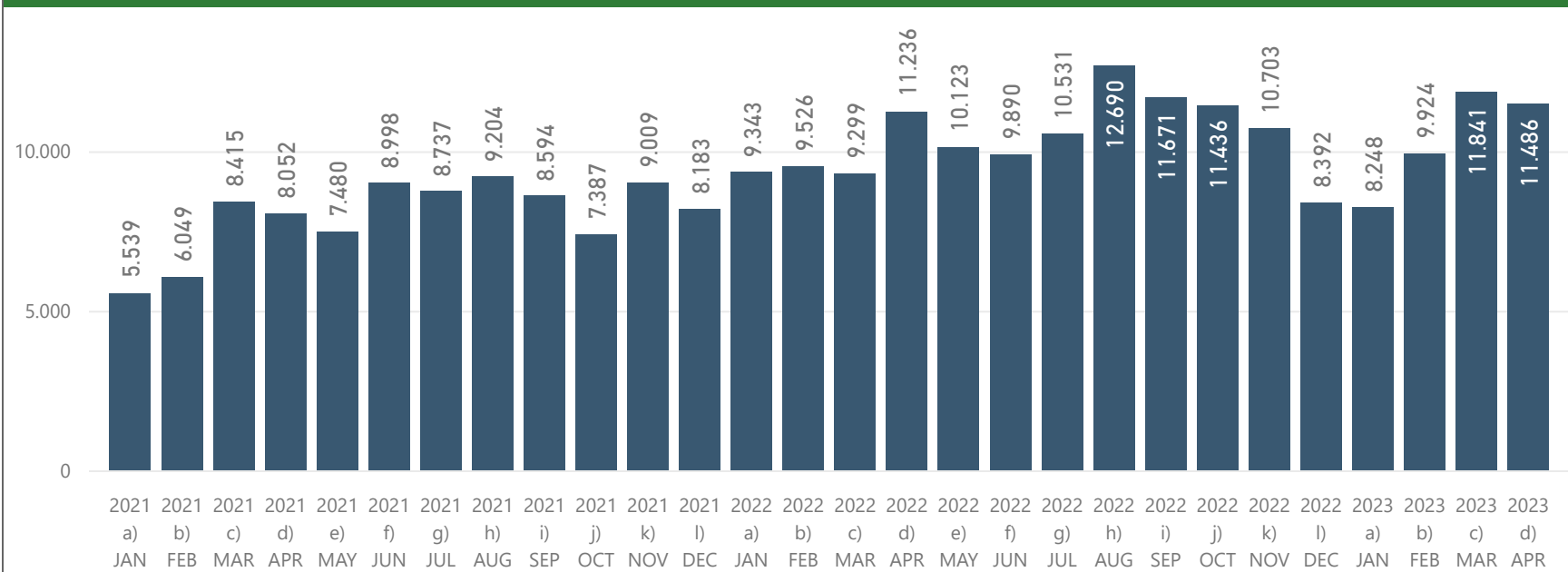
2023

Electrification	a) JAN	b) FEB	c) MAR	d) APR	Total
MHEV	368	415	484	399	1.666
HEV	234	254	247	249	984
EREV	15	43	230	95	383
BEV	46	40	63	44	193
PHEV	35	17	31	31	114
Total	698	769	1.055	818	3.340

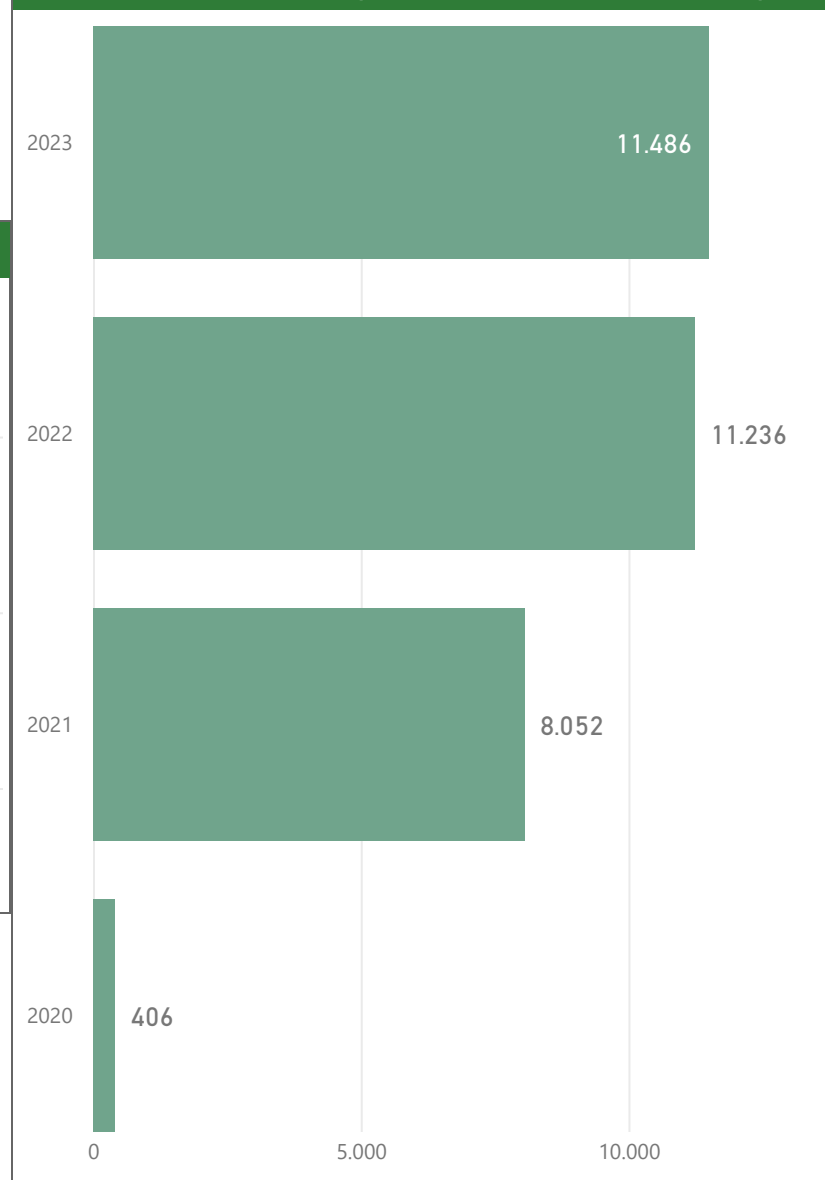


Vehicle Imports

Monthly Vehicle Imports (units)



Historical Vehicle Imports (units) 2020-2023 (Apr)



Source: SENAE- Servicio Nacional de Aduana del Ecuador

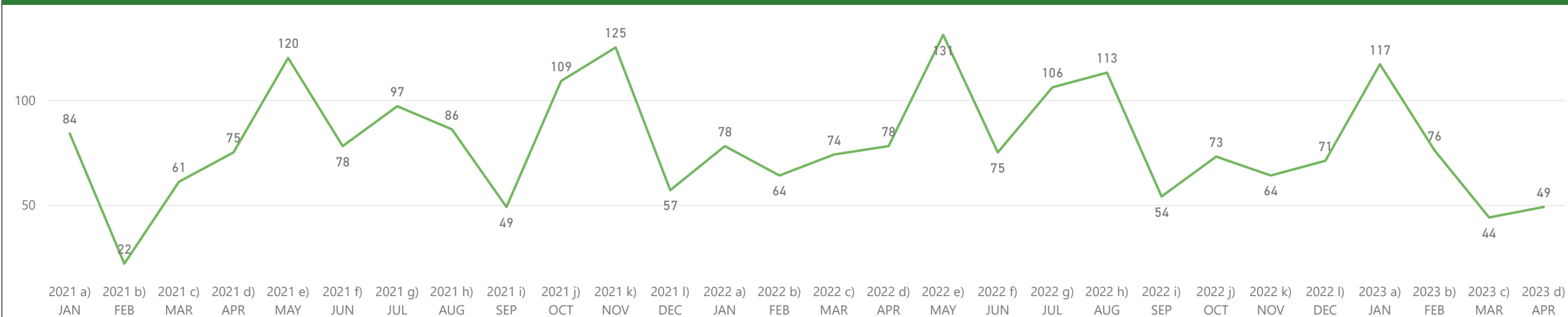


Heavy machinery imports

Monthly Machinery Imports (units)



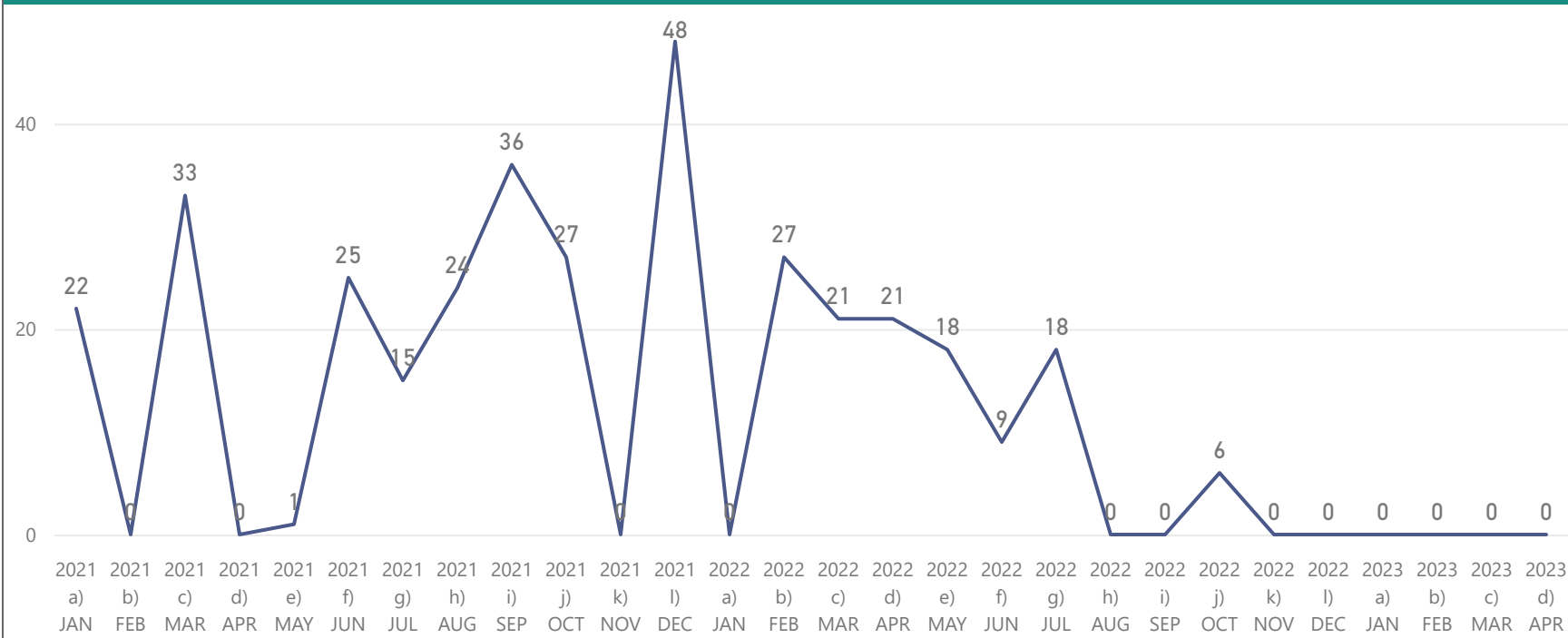
Monthly Tractor Imports (units)



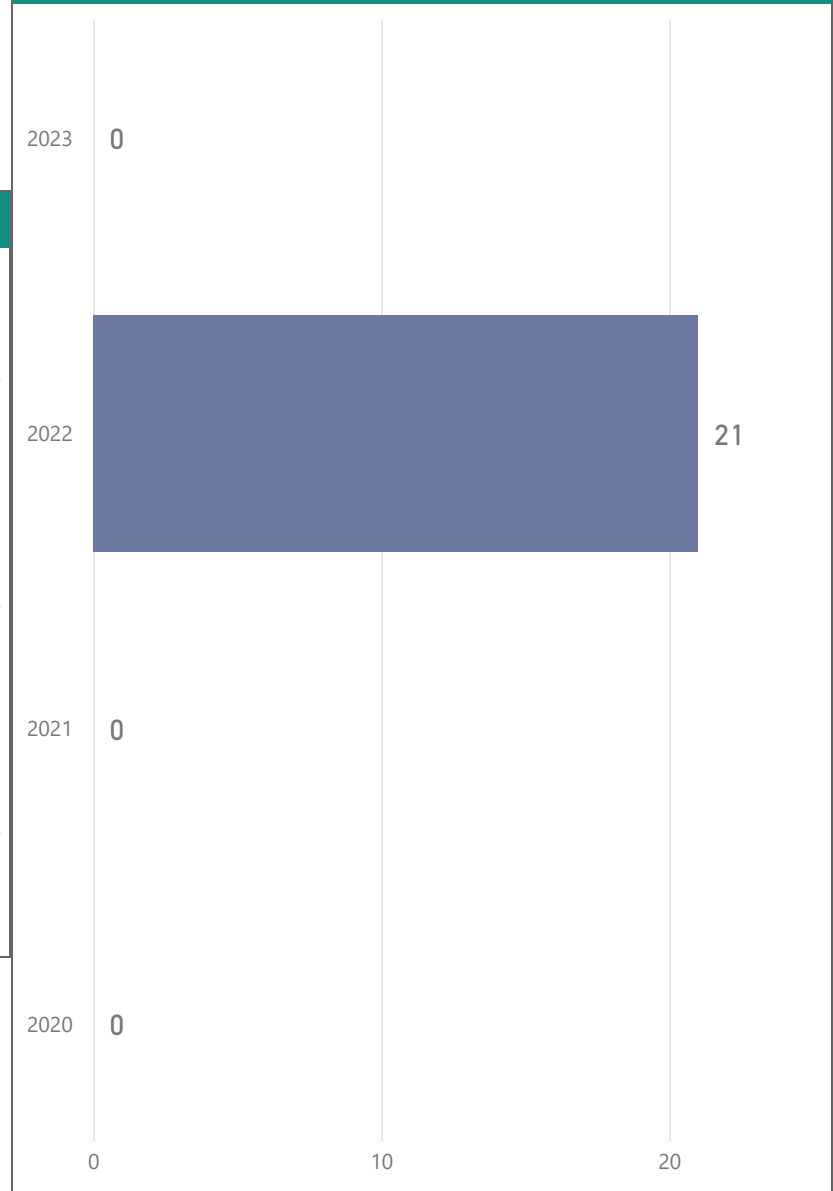


Vehicle Exports

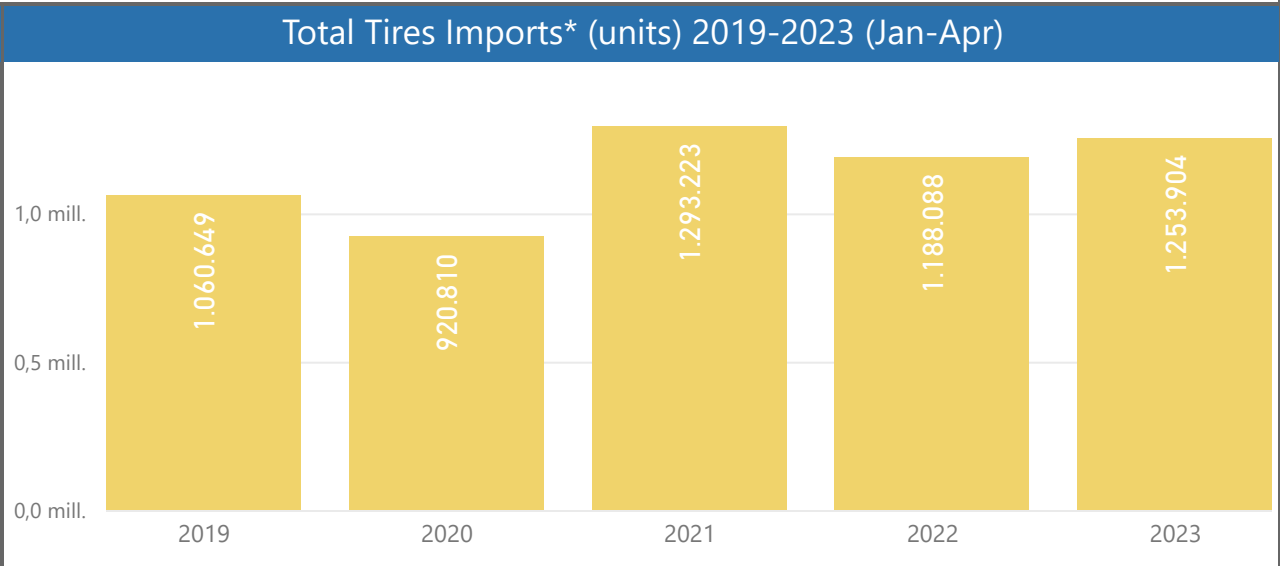
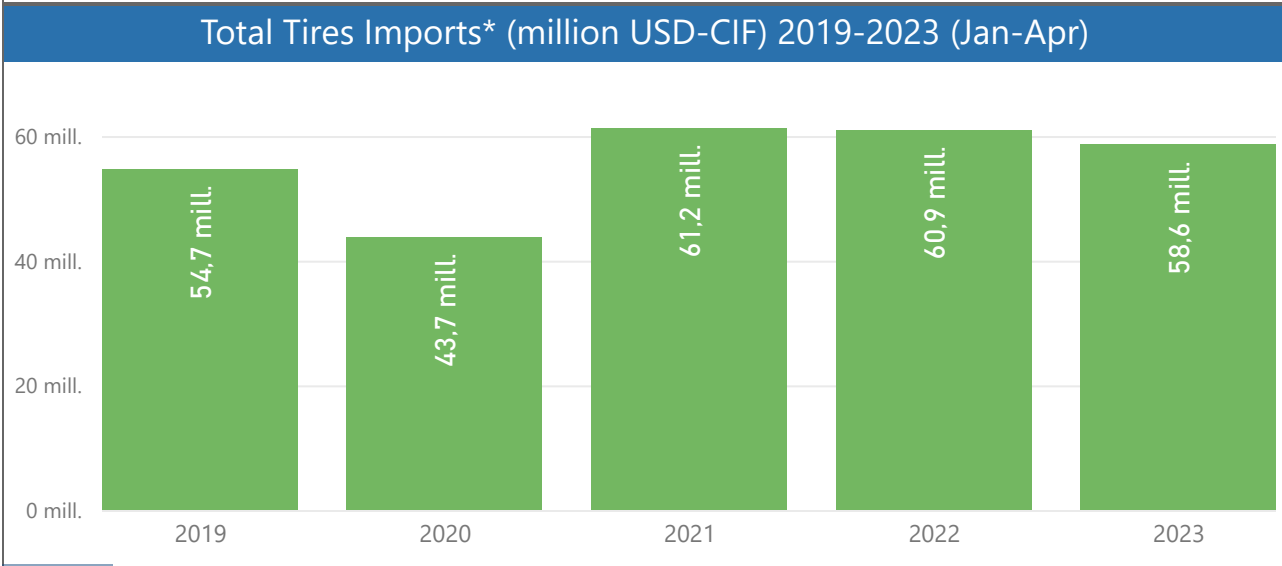
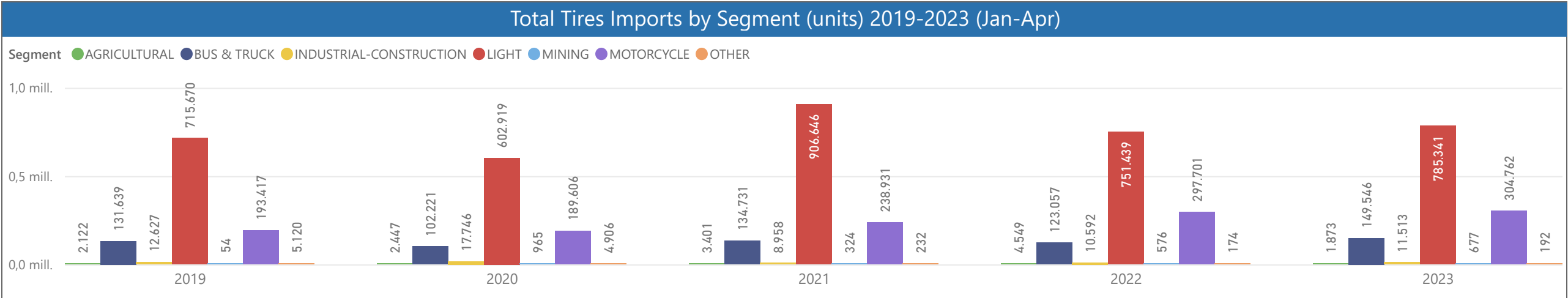
Monthly Vehicle Exports (units)

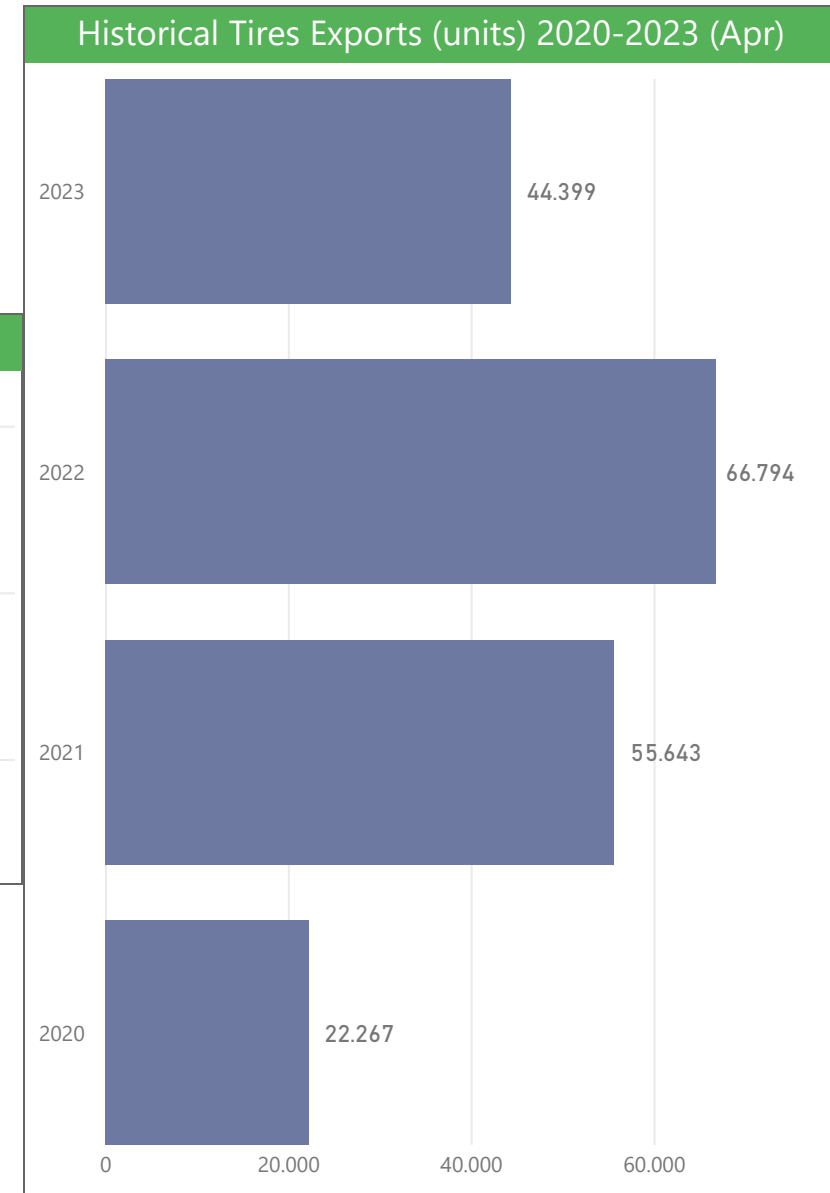
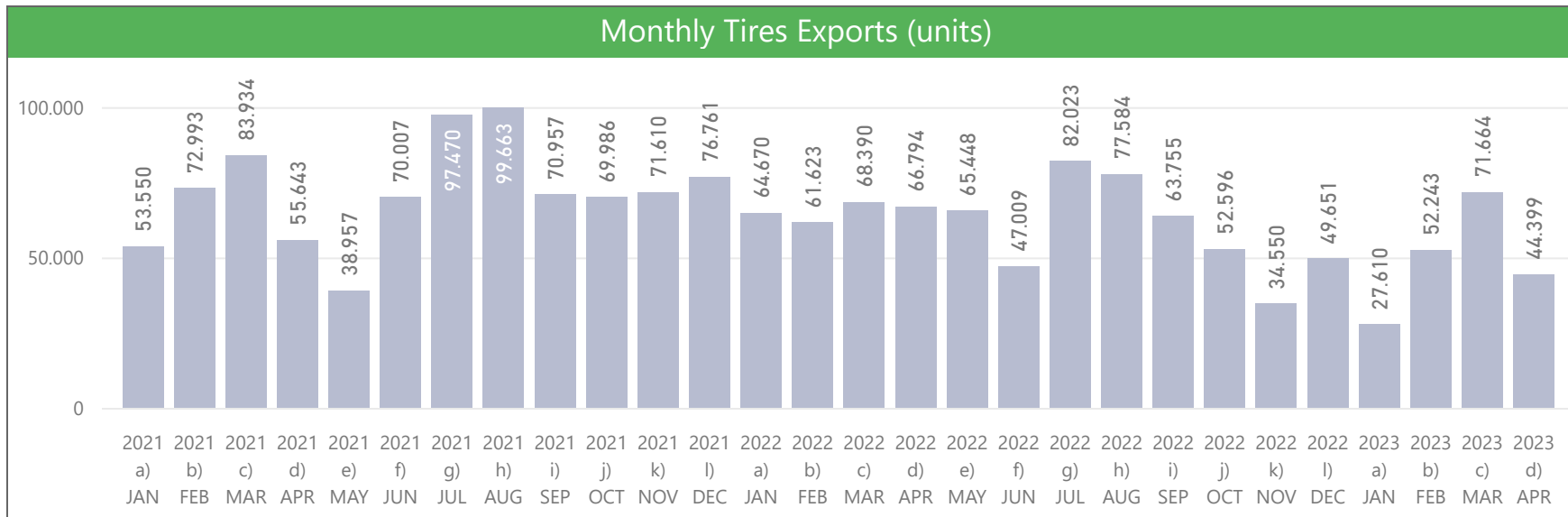


Historical Vehicle Exports (units) 2020-2023 (Apr)



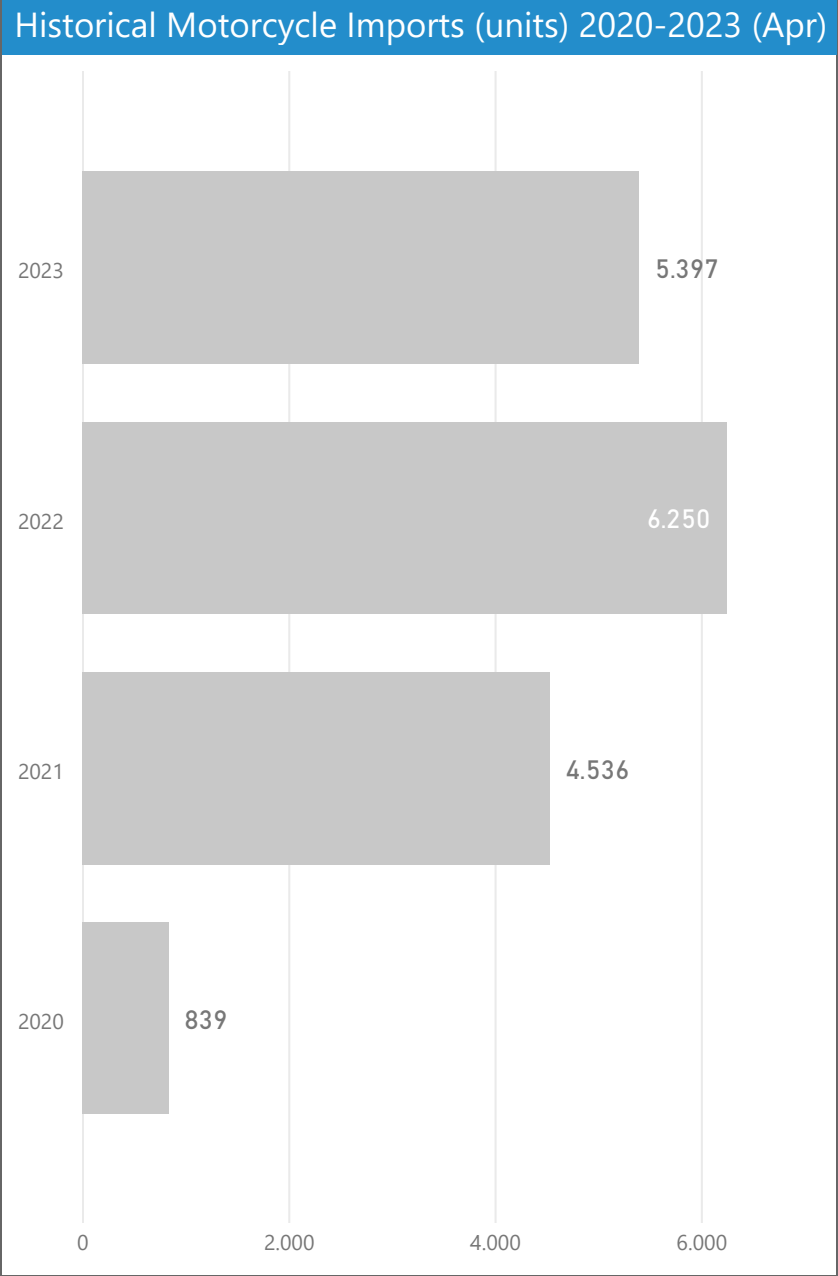
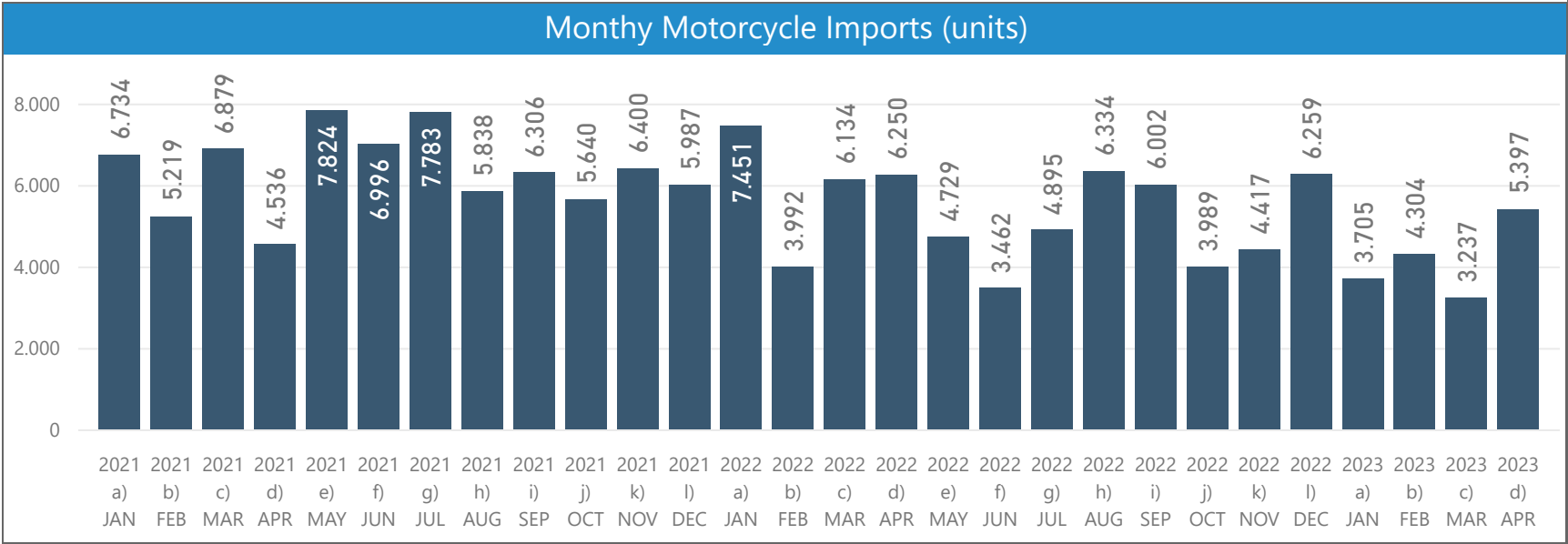
Source: SENA- Servicio Nacional de Aduana del Ecuador





Source: SENAE- Servicio Nacional de Aduana del Ecuador

Motorcycle Imports



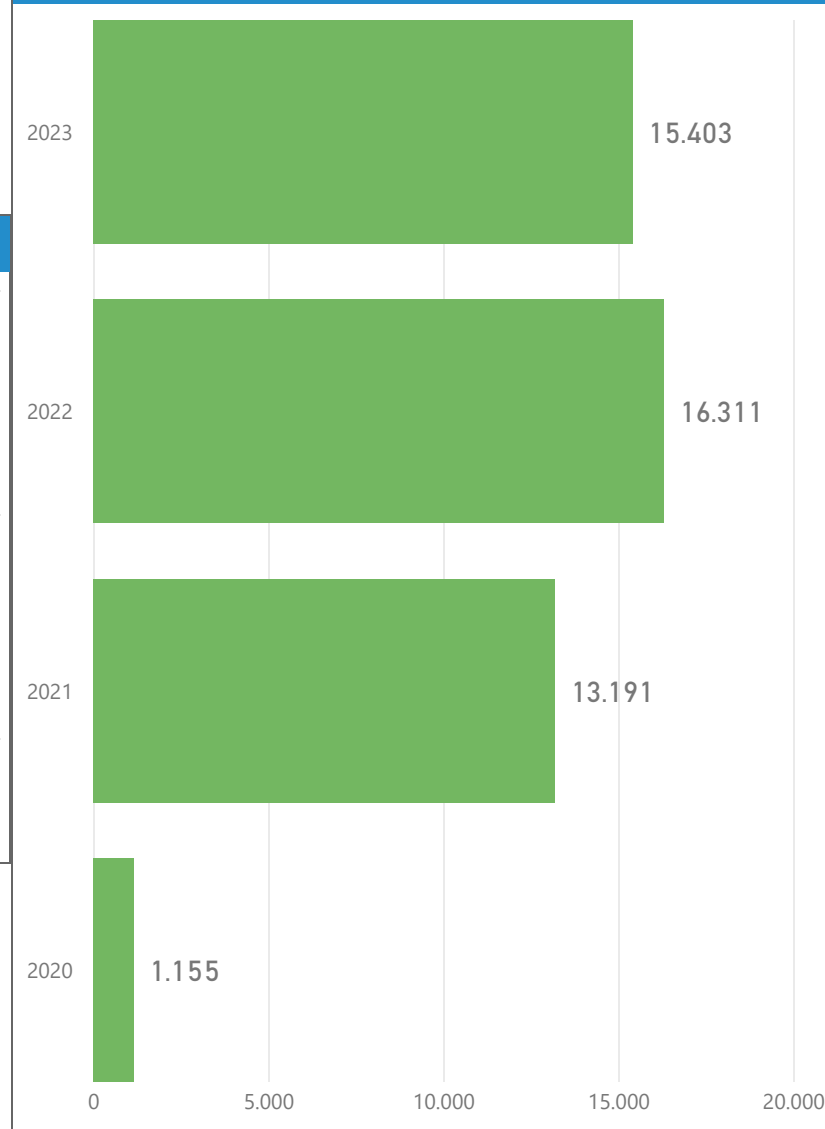
Source: SENAE- Servicio Nacional de Aduana del Ecuador



Monthly Motorcycle Sales (units)



Historical Motorcycles Sales (units) 2020-2023 (Apr)





Electoral schedule for early elections

Milestone	Term	Date
a) Dissolution of the National Assembly	1 day	17/05/2023
b) Call for early presidential and legislative elections	7 days	24/05/2023
c) Early elections	90 days	20/08/2023
d) Proclamation of results	7 days	27/08/2023
e) Second electoral round	45 days	15/10/2023
f) Proclamation of results	7 days	22/10/2023
g) Possession of authorities	15 days	06/11/2023

In the period after the dissolution of the National Assembly, President Lasso can govern through decree-laws of economic urgency that must be approved by the Constitutional Court. On May 17, the first decree was sent with a tax reform that increases deductible expenses in personal income tax.

Within the framework of the impeachment of President Guillermo Lasso, on Wednesday May 17, the president decided to invoke Article 148 of the Constitution, with which he dissolved the National Assembly and called early elections with the figure of cross death. The CNE established the electoral schedule immediately after the rulings of the Constitutional Court.

Table of deductible expenses

Number of loads	Maximum deductible expense (USD)	Tax Rebate (USD)
0	5.353	964
1	6.882	1.239
2	8.412	1.514
3	10.706	1.927
4	13.000	2.340
5 or more	15.294	2.753





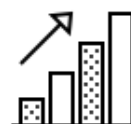
FOREIGN TRADE	March 2023	March 2022
1) Exports (FOB USD millions)		
1.1) Non Oil Exports	1.991	1.723
1.2) Oil Exports	610	1.240
1.3) Total Exports	2.602	2.963
2) Imports (FOB USD millions)		
2.1) Non Oil Imports	1.828	2.032
2.2) Oil Imports	587	601
2.3) Total Imports	2.415	2.634
3) Trade Balance (FOB USD millions)		
3.1) Non Oil Trade Balance (USD FOB million)	163	-310
3.2) Oil Trade Balance (USD FOB million)	24	639
3.3) Total Trade Balance (USD FOB million)	187	329

Labor Market	March 2023	February 2023
1) Working-age population	12.987.027	12.971.766
2) Economically active population	8.329.980	8.507.794
2.1) Employed population	8.027.315	8.179.132
2.2) Appropriate employment	2.881.193	2.803.265
2.3) Underemployment	1.643.088	1.835.936
2.4) Unpaid employment	915.994	937.121
2.5) Other non-full employment	2.574.987	2.588.381
2.6) Unclassified employment	12.052	14.430
3) Unemployment	302.665	328.662
4) Economically inactive population	4.657.047	4.463.972

GDP	Jan - Dec 2022	Jan - Dec 2021	Variation
Nominal GDP (USD millions)	115.049	106.166	8,4 %
Real GDP (USD millions of 2007)	71.125	69.089	2,9 %



Oil	March 2023	March 2022
WTI (average price)	73,37	108,52



Inflation	April 2023	April 2022
Monthly	0,2 %	0,6 %
Annual	2,4 %	2,9 %
Accumulated	0,4 %	1,7 %



Foreign currency exchange	April 2023	April 2022
USD/BRL	4,99	4,93
USD/COP	4.697,04	3.955,70
USD/EURO	0,91	0,95
USD/PEN	3,71	3,84

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

Description	Workers
Sale of parts and accessories for motor vehicles.	21.849
Maintenance and repair of motor vehicles.	19.662
Sale of motor vehicles.	17.772
Sale, maintenance and repair of motorcycles.	3.115
Manufacture of motor vehicles.	1.075
Manufacture of bodies for motor vehicles.	1.068
Manufacture of parts and accessories for motor vehicles.	976
Total	65.517

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

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



Number of vehicles

Light: **2.418.109**

Commercial: **354.072**

1.160.631



Automobile

619.314

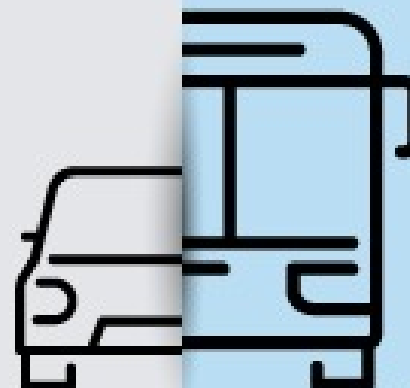


SUV

638.314



Pick up

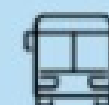


251.451



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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