



February 2nd, 2017

PRESS REVIEW

Passenger Car and Light Commercial Vehicle Market

Showed an Increase of 8% in January 2017.

Passenger Car Market Increased By 10%, Light Commercial Vehicle Market Increased By 3%.

Turkey's passenger car and light commercial vehicle total market was 35,323 in January 2017. Compared to the same period of the previous year, 32,713, the sales increased by 7.98%.

Passenger car sales went up by 9.98% in January 2017, compared to January 2016, to 25,689. In January 2016, the sales were 23,358.

In January 2017, light commercial vehicle market increased by 2.98%, in comparison to January 2016, to 9,634. In January 2016, the sales were 9,355.

By the end of January 2017, an increase of 10.1% in the sales of passenger cars below 1600cc and an increase of 18.2% in the sales of passenger cars with a 1600-2000cc motor volume was observed. As for the sales of the passenger cars over 2000cc, a decrease of 31.4% was observed. 1 electric and 10 hybrid passenger cars were sold in January 2017.

When the average emission values of the passenger car market in January 2017 are considered, the passenger cars between 100-120g/km took the largest share with a ratio of 36.11% and with a number of 9,277.

At the end of January 2017, diesel passenger car sales share decreased to 59.98%, while the automatic transmission passenger cars share increased to 59.50%.

At the end of January 2017, 86.08% of the passenger car market segment again consisted of the vehicles in the A, B and C segments. When evaluated according to segments, Segment C with a share of 54.13% reached the highest sales volume (13,905). When evaluated according to frame, most preferred body type was again Sedan (46.99%, a quantity of 12,072).

At the end of January 2017, when evaluated according to body type, Van's with a share of 66.52% had the highest sales volume (6,409), light trucks followed them with a share of 12.35% (1,190) while the share of Pick-ups was 12.27% (1,182) and the share of Minibuses was 8.85% (853) in light commercial vehicle market.

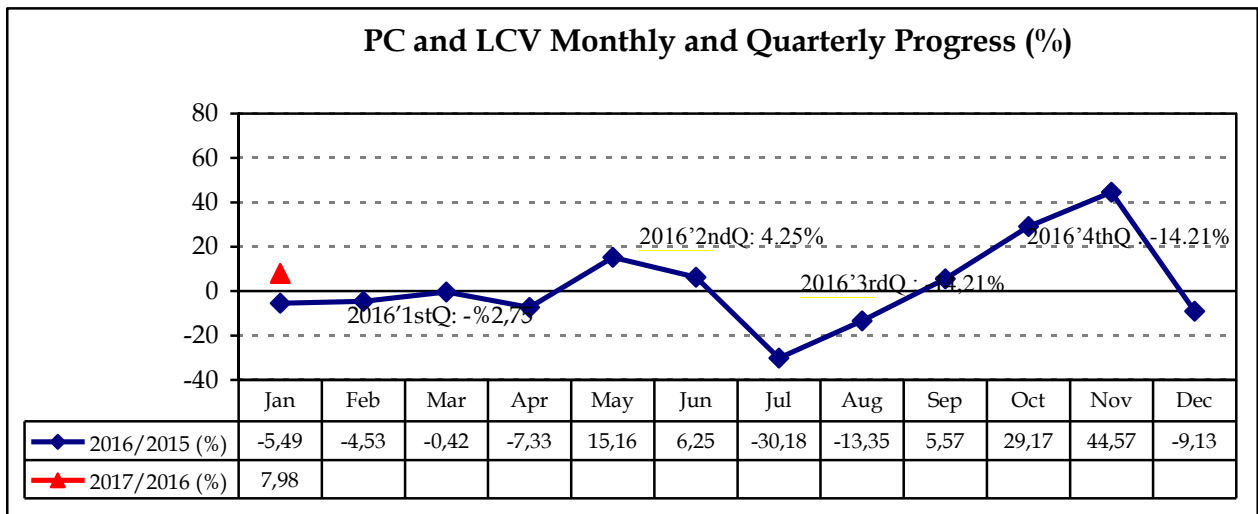
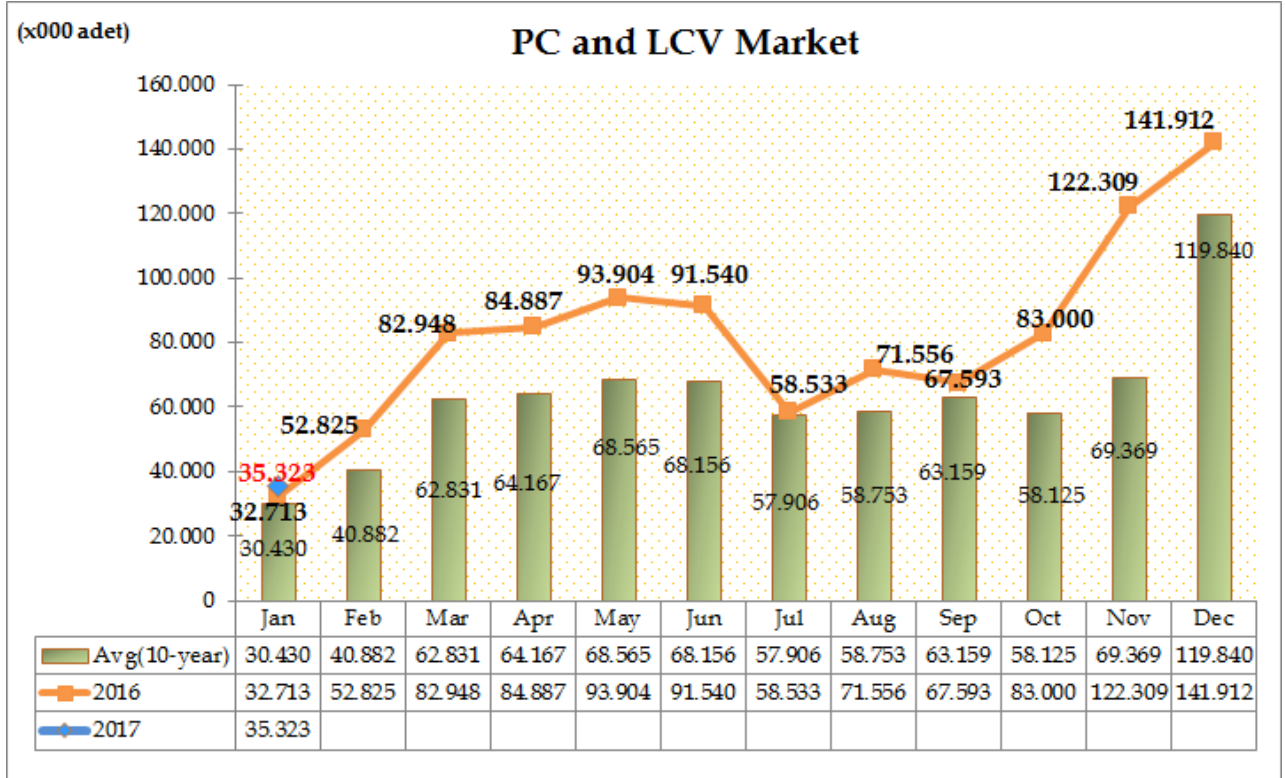
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PRESS RELEASE

In January 2017, Turkey's passenger car and light commercial vehicle total market presented a sales number of 35,323. In comparison to the sales number of 32,713 in January 2016, the sales went up in a ratio of 7.98%.

The passenger car and light commercial vehicle market, in comparison to the average 10-year January sales, showed an increase of 16.08%.

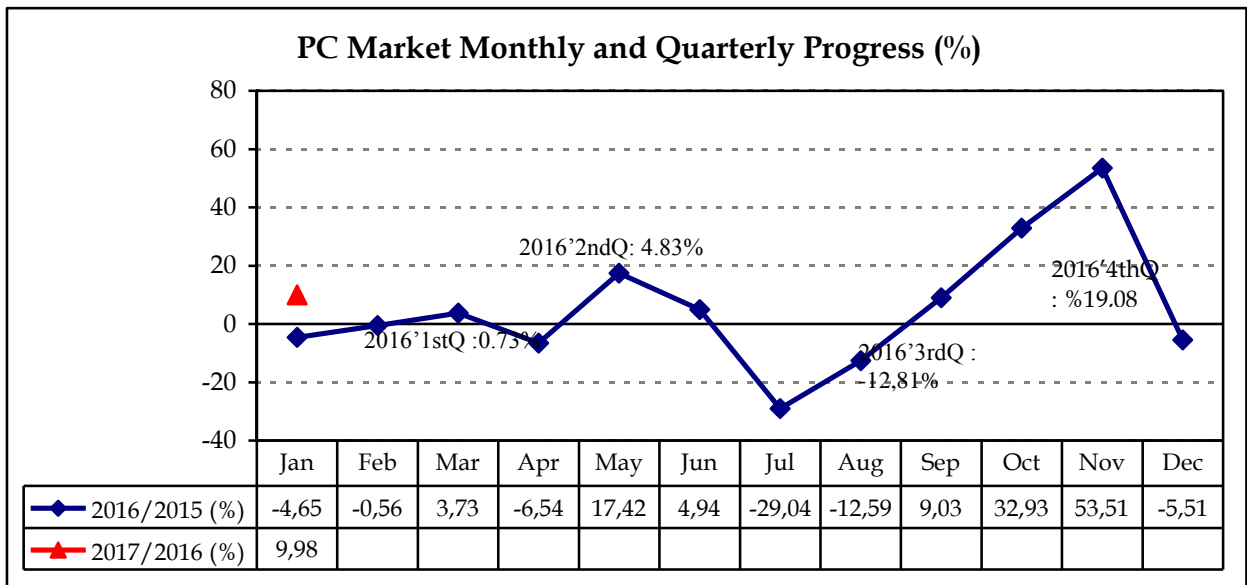
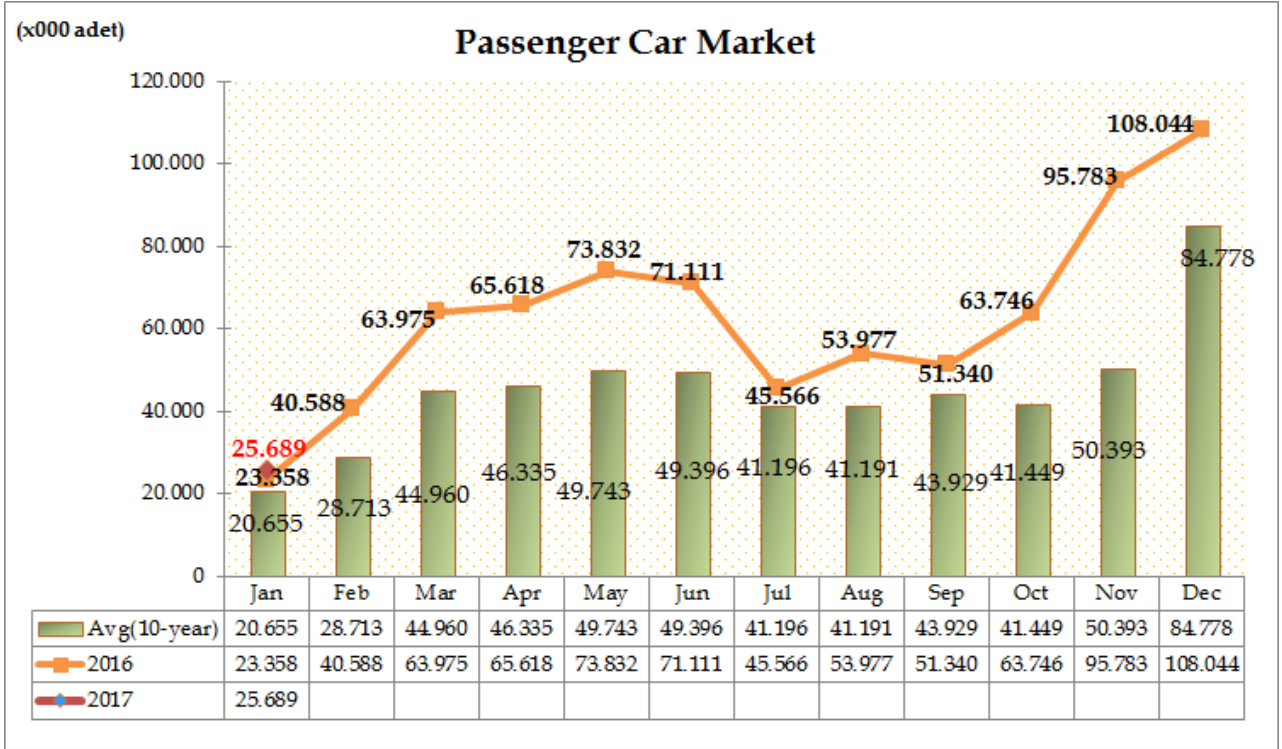




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In January 2017, passenger car sales went up by 9.98% in comparison to January 2016 and were 25,698. In January 2016, the sales were 23,358.

The passenger car market, in comparison to the average 10-year January sales, showed an increase of 24.37%.

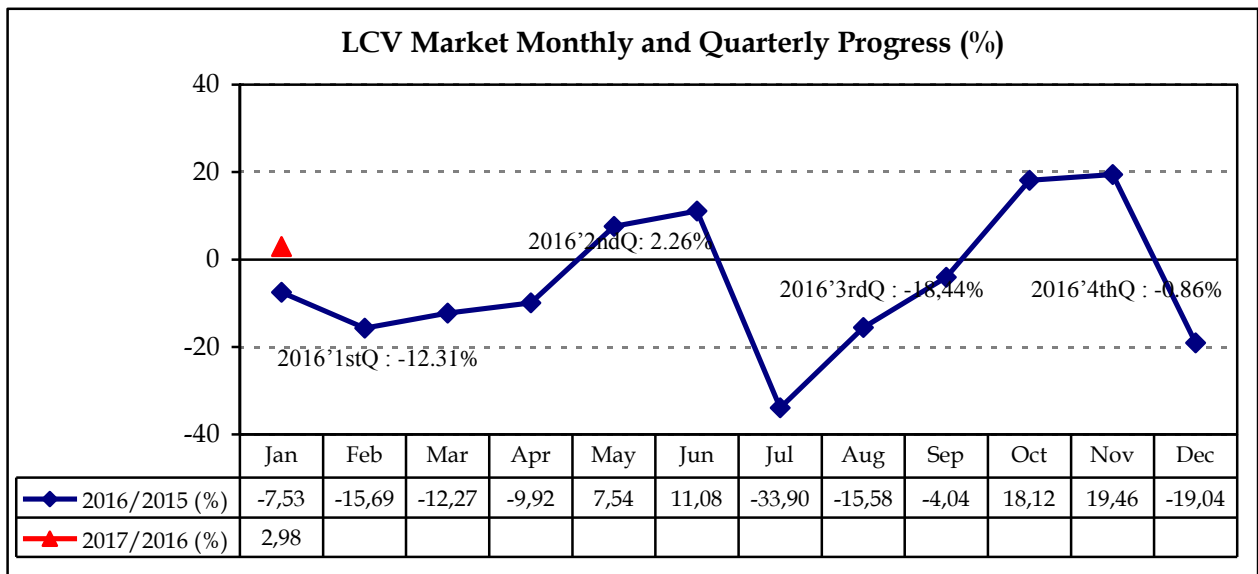
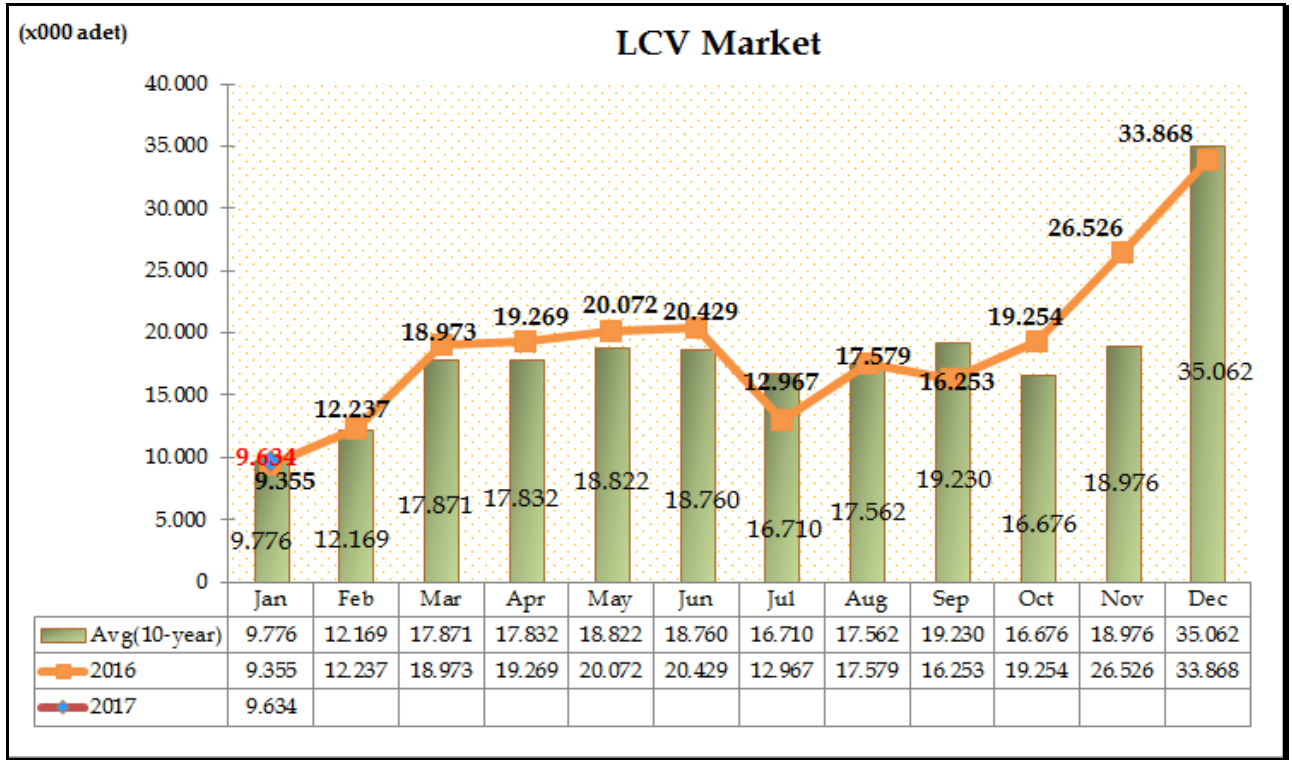




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In January 2017, light commercial vehicle sales increased by 2.98%, to 9,634. In January 2016, the sales were 9,355.

The light commercial vehicle market, in comparison to the average 10-year January sales, showed a decrease of 1.45%.





PRESS RELEASE

When the end of January 2017 passenger car market is studied in terms of engine volume, the biggest slice of the pie was taken by passenger cars under 1600cc with a ratio of 95.82% and a number of 24,616. Passenger cars between 1600cc to 2000cc followed them with a ratio of 3.54% and passenger cars above 2000cc with a ratio of 0.60%. In comparison to January 2016, an increase of 10.1% in the sales of passenger cars below 1600cc and an increase of 18.2% in the sales of passenger cars with a 1600-2000cc motor volume was observed. As for the sales of the passenger cars over 2000cc, a decrease of 31.4% was observed. In January 2017, 1 electric car below 85kW engine power was sold.

At the end of January 2017, 9 hybrid cars under 1600cc and 1 hybrid car between 1801cc to 2000cc were sold. In total, 10 hybrid passenger cars were sold in January 2017.

ENGINE VOLUME	ENGINE TYPE	End of January 2016		End of January 2017		Change	SCT (%)	VAT (%)
		Qty	Segment	Qty	Segment			
≤ 1600cc	B/D	22.363	95,74%	24.616	95,82%	10,1%	45, 50, 60	
1601cc - ≤ 2000cc	B/D	769	3,29%	909	3,54%	18,2%	100, 110	
≥ 2001cc	B/D	223	0,95%	153	0,60%	-31,4%	160	
≤ 85 kW	ELECTRIC	0	0,00%	1	0,00%		3	
86kW - ≤ 120kW	ELECTRIC	0	0,00%	0	0,00%		7	
≥ 121kW	ELECTRIC	1	0,00%	0	0,00%	-100,0%	15	
<=1600cc	HYBRID	1	0,00%	9	0,04%	800,0%	60	
1601cc - <=1800cc (<=50KW)	HYBRID	0	0,00%	0	0,00%		110	18
1601cc - <=1800cc (>50KW)	HYBRID	0	0,00%	0	0,00%		60	
1801cc - <=2000cc	HYBRID	1	0,00%	1	0,00%		110	
2001cc - <=2500cc (<=100KW)	HYBRID	0	0,00%	0	0,00%		160	
2001cc - <=2500cc (>100KW)	HYBRID	0	0,00%	0	0,00%		110	
>2500cc	HYBRID	0	0,00%	0	0,00%		160	
Total		23.358	100,00%	25.689	100,00%	9,98%	TAX RATES	



PRESS RELEASE

When the end of January 2017 passenger car market is studied in terms of average emission values, passenger cars between 100-120 gr/km have the highest share of 36.11% (9,277) and following this, passenger cars between 120-140 gr/km have a share of 23.27% (5,979).

CO2 AVERAGE EMISSION VALUES (gr/km)	End of January 2016		End of January 2017		Change
	Qty	Segment	Qty	Segment	
< 100 gr/km	2.985	12,78%	5.132	19,98%	71,93%
≥ 100 - < 120 gr/km	10.850	46,45%	9.277	36,11%	-14,50%
≥ 120 - < 140 gr/km	5.668	24,27%	5.979	23,27%	5,49%
≥ 140 - < 160 gr/km	2.821	12,08%	4.368	17,00%	54,84%
≥ 160 gr/km	1.034	4,43%	933	3,63%	-9,77%
Total	23.358	100,00%	25.689	100,00%	9,98%

Diesel passenger car sales at the end of January 2017 increased 2.58% in comparison to January 2016. Diesel share in passenger car sales at the end of January 2017, when compared to January 2016, decreased from 64.30% to 59.98% (15,407).

DIESEL	End of January 2016		End of January 2017		Change
	Qty	Share in the Segment	Qty	Share in the Segment	
A (Mini)	0	0,00%	0	0,00%	
B (Entry)	4.589	63,37%	5.405	66,70%	17,78%
C (Compact)	7.331	64,68%	7.679	55,22%	4,75%
D (Medium)	2.563	70,20%	1.936	68,82%	-24,46%
E (Luxury)	359	47,17%	248	41,54%	-30,92%
F (Upper Luxury)	178	86,83%	139	83,73%	-21,91%
Total	15.020	64,30%	15.407	59,98%	2,58%



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At the end of January 2017, automatic transmission passenger car sales numbers, in comparison to January 2016, increased by 22.34%. Automatic transmission passenger car sale shares at the end of January 2017, in comparison to January 2016, increased from 53.49% to 59.50% (a number of 15,286).

AUTOMATIC TRANSMISSION	End of January 2016		End of January 2017		Change
	Qty	Share in the Segment	Qty	Share in the Segment	
A (Mini)	123	74,55%	79	75,24%	-35,77%
B (Entry)	2.378	32,84%	3.327	41,06%	39,91%
C (Compact)	5.725	50,51%	8.809	63,35%	53,87%
D (Medium)	3.303	90,47%	2.308	82,05%	-30,12%
E (Luxury)	761	100,00%	597	100,00%	-21,55%
F (Upper Luxury)	205	100,00%	166	100,00%	-19,02%
Total	12.495	53,49%	15.286	59,50%	22,34%

At the end of January 2017, 86.08% of the passenger car market segment again consisted of the vehicles in the A, B and C segments. When evaluated according to segments, Segment C with a share of 54.13% has the highest sales volume (13,905) and Segment B follows it with a share of 31.54% (8,103).

At the end of January 2017, when evaluated according to frame type, most preferred body type was again Sedan (46.99%, a quantity of 12,072). Following Sedan passenger cars are Hatchback frame with a share of 30.87% and a sales volume of 7,930 and SUV with a share of 15.84% and total sales volume of 4,068.

At the end of January 2017, when evaluated according to body type, Van's with a share of 66.52% had the highest sales volume (6,409), light trucks followed them with a share of 12.35% (1,190) while the share of Pick-ups was 12.27% (1,182) and the share of Minibuses was 8.85% (853) in light commercial vehicle market.

LIGHT COMMERCIAL VEHICLE BODY TYPE ANALYSIS	End of January 2016		End of January 2017		Change
	Qty	Segment	Qty	Segment	
VAN	6.379	68,19%	6.409	66,52%	0,47%
LIGHT TRUCK	1.080	11,54%	1.190	12,35%	10,19%
MINIBUS	1.090	11,65%	853	8,85%	-21,74%
PICK-UP	806	8,62%	1.182	12,27%	46,65%
Total	9.355	100,00%	9.634	100,00%	2,98%