

April 4th, 2017

PRESS REVIEW

Passenger Car and Light Commercial Vehicle Market

Showed a Decrease of 7% in the first 3 months of 2017.

*Passenger Car Market Decreased By 9%, Light Commercial Vehicle
Market Decreased By 1.1%.*

Turkey's passenger car and light commercial vehicle total market decreased by 7.36% in the first three months of 2017 compared to the same period of the previous year, to 156,090. In the three-month period of 2016, total market sales figure was 168,486.

Passenger car sales went down by 9.35% in the first three months of 2017, compared to the same period of previous year, to 115,963. In the same period of 2016, the sales were 127,921.

In January-March period of 2017, light commercial vehicle market decreased by 1.08%, in comparison to the year before, to 40,127. In the same period of previous year, the sales were 40,565.

Passenger Car and Light Commercial Vehicle Market

Showed a Decrease of 11% in March 2017.

*Passenger Car Market Decreased By 13.1%, Light Commercial
Vehicle Market Decreased By 4%.*

In March 2017, passenger car and light commercial vehicle market decreased to 73,802. In comparison to the total number of 82,948 in March 2016, the sales went down in a ratio of 11.03%.

In March 2017, passenger car sales went down by 13.07% in comparison to the same month of the year before and were 55,616. Last year, the sales were 63,975.

Light commercial vehicle market decreased by 4.15% in March 2017 compared to March 2016, to 18,186. Last year, the sales were 18,973.



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By the end of March 2017, a decrease of 9.5% in the sales of passenger cars below 1600cc and a decrease of 8.9% 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 45.7% was observed. 3 electric cars and 568 hybrid passenger cars were sold in the first three months of 2017.

When the average emission values of the passenger car market in the end of March 2017 are considered, the passenger cars between 100-120g/km took the largest share with a ratio of 40.30%, with a number of 46,731.

At the end of March 2017, diesel passenger car sales share decreased to 61.27%, while the automatic transmission passenger car sales share increased to 57.87%.

At the end of March 2017, 84.55% 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 52.18% reached the highest sales volume (60,512). When evaluated according to frame, most preferred body type was again Sedan (49.29%, a quantity of 57,163).

At the end of March 2017, when evaluated according to body type, Van's with a share of 67.60% had the highest sales volume (27,124), Light trucks followed them with a share of 12.83% (5,147) while the share of Pick-ups was 10.71% (4,299) and the share of Minibuses was 8.86% (3,557) in light commercial vehicle market.

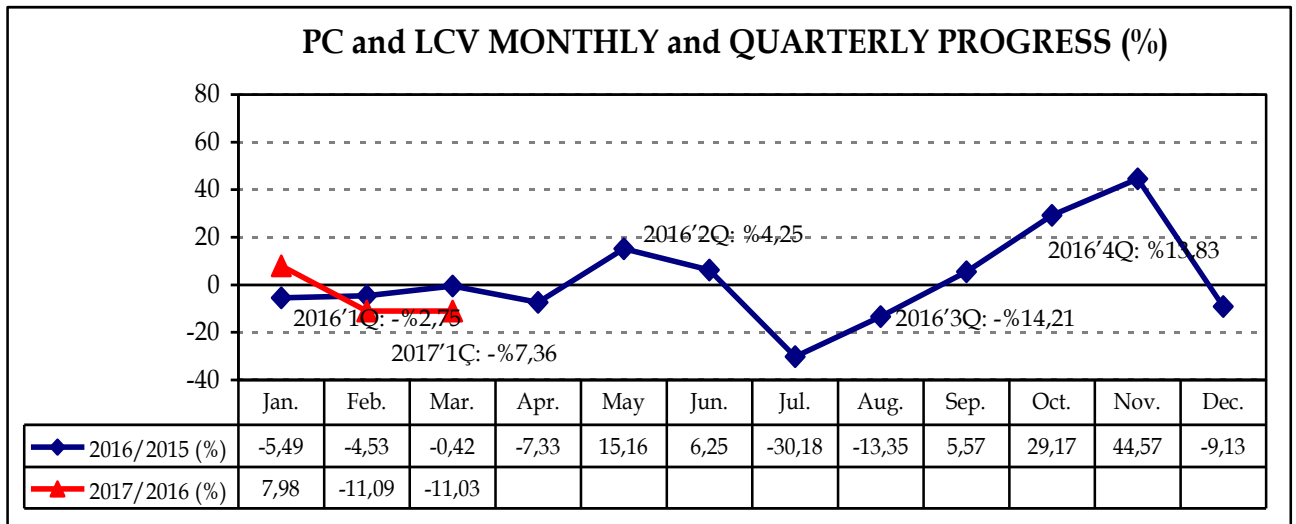
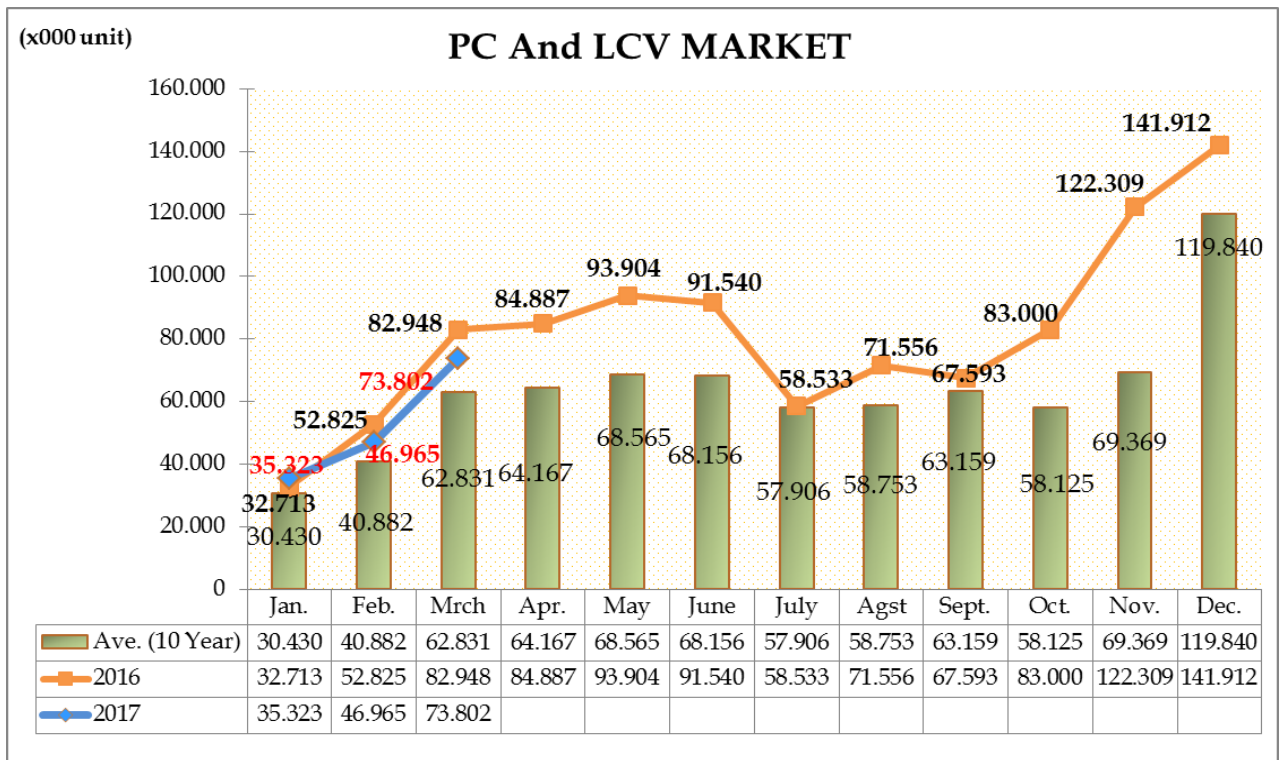
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Executive Coordinator
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PRESS RELEASE

In the first three months of 2017, Turkey's passenger car and light commercial vehicle total market presented a sales number of 156,090. In comparison to the total number of 168,486, the sales went down in a ratio of 7.36%.

In March 2017, passenger car and light commercial vehicle market presented a sales number of 73,802. In comparison to the total number of 82,948 in March 2016, the sales went down in a ratio of 11.03%.

The passenger car and light commercial vehicle market, in comparison to the average 10-year March sales, showed an increase of 17.46%.

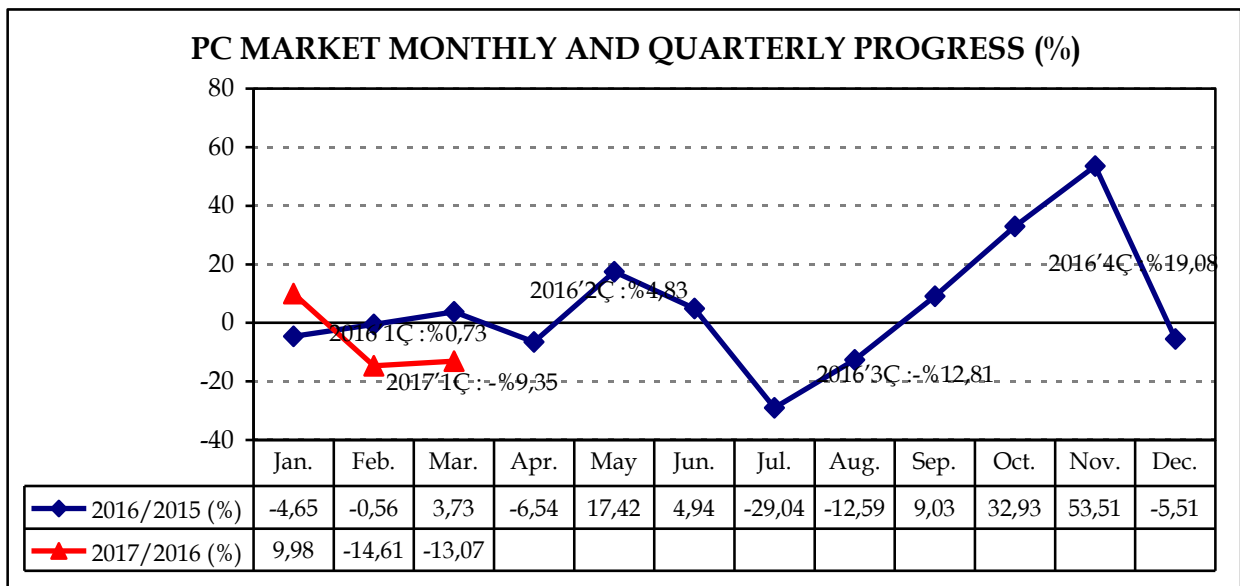
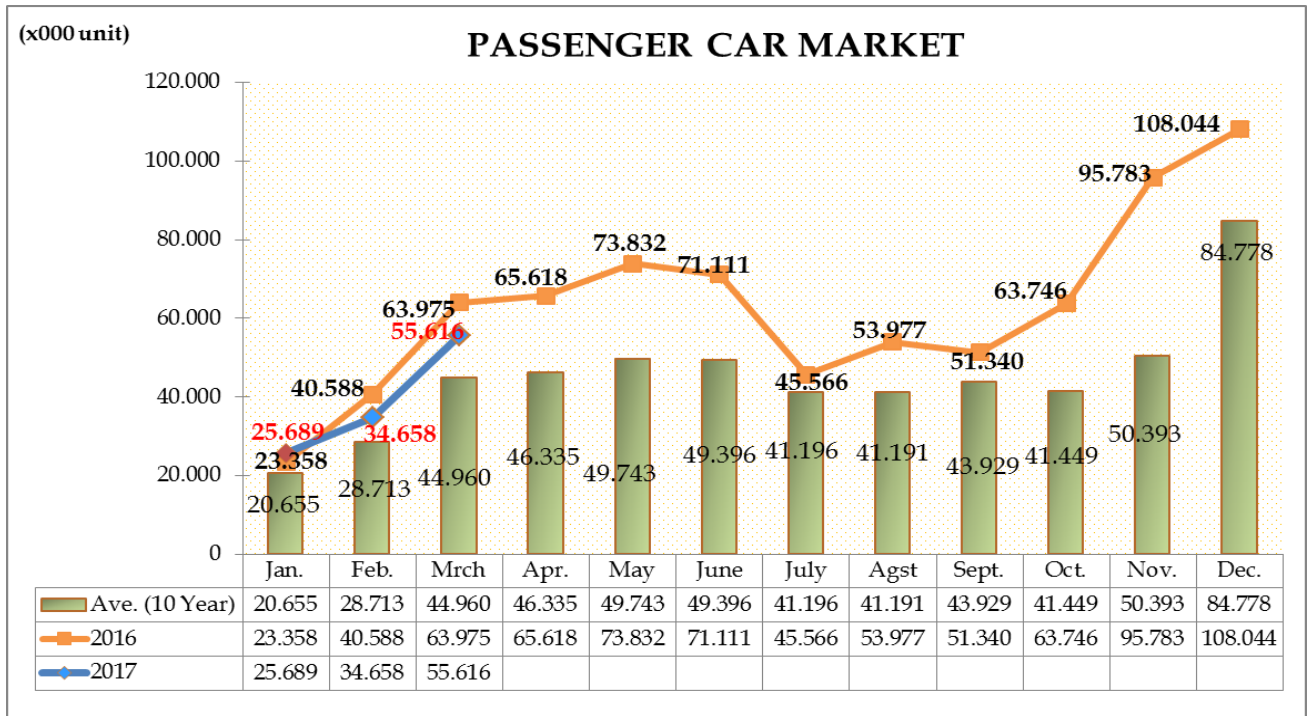


PRESS RELEASE

In the first three months of 2017, passenger car sales went down by 9.35% in comparison to the same period of previous year and were 115,963. In the same period of previous year, the sales were 127,921.

In March 2017, passenger car sales went down by 13.07% in comparison to the same month of the year before and were 55,616. In March 2016, the sales were 63,975.

The passenger car market, in comparison to the average 10-year March sales, showed an increase of 23.70%.

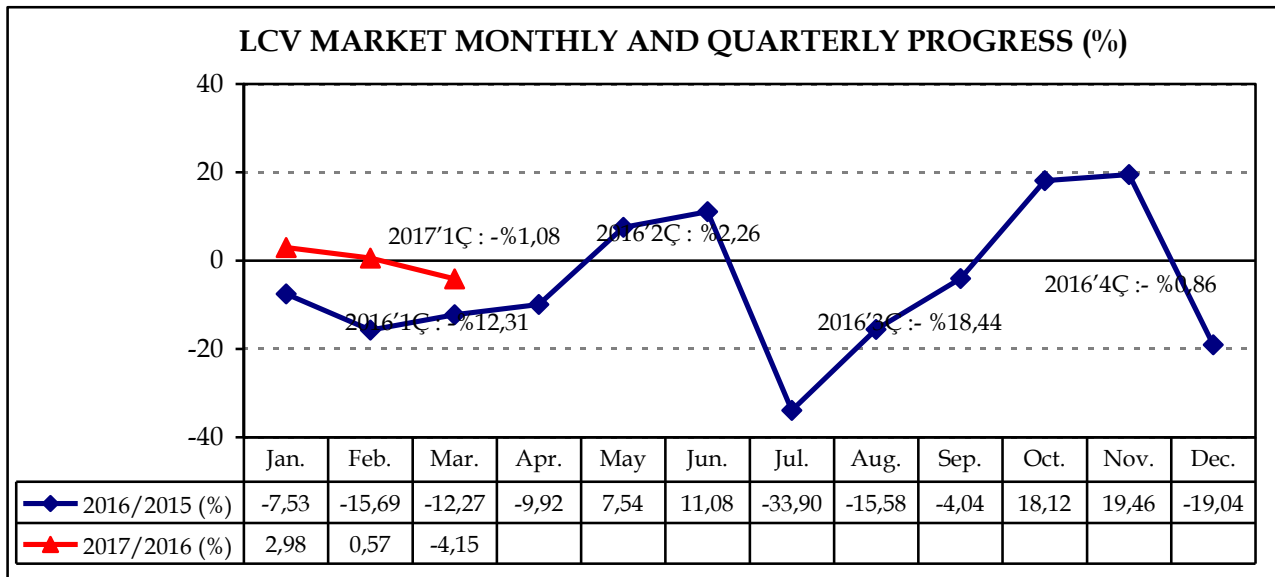
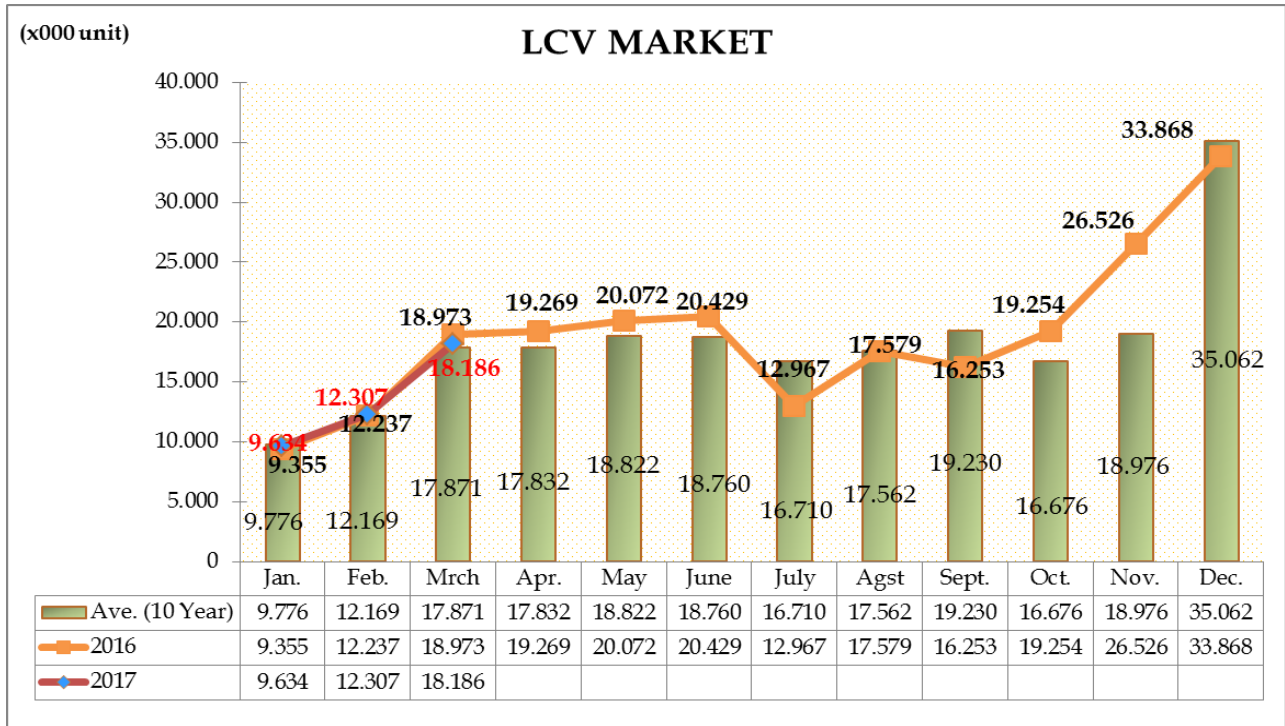


PRESS RELEASE

In January-March period of 2017, light commercial vehicle sales decreased by 1.08% in comparison to the same period of the last year, to 40,127. In the same period of previous year, the sales were 40,565.

In March 2017, light commercial vehicle sales decreased by 4.15% in comparison to the same month of previous year, to 18,186. In March 2016, the sales were 18,973.

The light commercial vehicle market, in comparison to the average 10-year March sales, showed an increase of 1.76%.



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When the end of March 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 96.24% and a number of 111,601. Passenger cars between 1600cc to 2000cc followed them with a ratio of 2.82% and passenger cars above 2000cc with a ratio of 0.45%. In comparison with the same period of 2016, a decrease of 9.5% in the sales of passenger cars below 1600cc and decrease of 8.9% 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 45.7% was observed. 3 electric cars below 85kW engine power were sold in the first three months of 2017.

At the end of March 2017, sales of hybrid cars under 1600cc went down with a ratio of 25.9% compared to March 2016, with a number of 43 units. In the first three months of 2017, 491 hybrid cars between 1601cc<=1800cc (>50 kW), 14 hybrid cars between 1801cc to 2000cc, 17 hybrid cars between 2001cc - 2500cc (>100KW) and 3 hybrid cars above 2500cc were sold. 568 hybrid cars were sold in January-March period of 2017.

ENGINE VOLUME	ENGINE TYPE	End of March 2016		End of March 2017		Change	SCT %	VAT
		Qty	Segment	Qty	Segment			
≤ 1600cc	B/D	123.283	96,37%	111.601	96,24%	-9,5%	45, 50, 60	18%
1601cc - ≤ 2000cc	B/D	3.586	2,80%	3.268	2,82%	-8,9%	100, 110	18%
≥ 2001cc	B/D	964	0,75%	523	0,45%	-45,7%	160	18%
≤ 85 kW	ELECTRIC	1	0,00%	3	0,00%	200,0%	3	18%
86kW - ≤ 120kW	ELECTRIC	0	0,00%	0	0,00%		7	18%
≥ 121kW	ELECTRIC	6	0,00%	0	0,00%	-100,0%	15	18%
≤1600cc	HYBRID	58	0,05%	43	0,04%	-25,9%	60	18%
1601cc - ≤1800cc (<=50KW)	HYBRID	0	0,00%	0	0,00%		110	18%
1601cc - ≤1800cc (>50KW)	HYBRID	0	0,00%	491	0,42%		60	18%
1801cc - ≤2000cc	HYBRID	17	0,01%	14	0,01%		110	18%
2001cc - ≤2500cc (<=100KW)	HYBRID	0	0,00%	0	0,00%		160	18%
2001cc - ≤2500cc (>100KW)	HYBRID	0	0,00%	17	0,01%		110	18%
>2500cc	HYBRID	6	0,00%	3	0,00%	-50,0%	160	18%
Total		127.921	100,00%	115.963	100,00%	-9,35%	TAX RATES	

PRESS RELEASE

When the end of March 2017 passenger car market is studied in terms of average emission values, passenger cars between 100-120 gr/km have the highest share of 40.30% (46,731) and following this, passenger cars between 120-140 gr/km have a share of 24.28% (28,156).

CO2 AVERAGE EMISSION VALUES (gr/km)	End of March 2016		End of March 2017		Change
	Qty	Segment	Qty	Segment	
< 100 gr/km	15.287	11,95%	19.444	16,77%	27,19%
≥ 100 - < 120 gr/km	59.900	46,83%	46.731	40,30%	-21,98%
≥ 120 - < 140 gr/km	31.336	24,50%	28.156	24,28%	-10,15%
≥ 140 - < 160 gr/km	16.945	13,25%	18.194	15,69%	7,37%
≥ 160 gr/km	4.453	3,48%	3.438	2,96%	-22,79%
Total	127.921	100,00%	115.963	100,00%	-9,35%

In the end of March 2017, diesel passenger car sales decreased by 11.85% in comparison to the same period of previous year. Diesel share in passenger car sales at the end of March 2017, when compared to the same period of 2016, decreased from 63.01% to 61.27% (71,047).

DIESEL	End of March 2016		End of March 2017		Change
	Qty	Share in the Segment	Qty	Share in the Segment	
A (Mini)	0	0,00%	0	0,00%	#SAYI/0!
B (Entry)	25.532	62,90%	24.506	66,06%	-4,02%
C (Compact)	40.264	63,74%	35.076	57,97%	-12,88%
D (Medium)	12.228	66,48%	9.713	69,20%	-20,57%
E (Luxury)	1.811	42,35%	1.114	35,94%	-38,49%
F (Upper Luxury)	763	80,06%	638	81,48%	-16,38%
Total	80.598	63,01%	71.047	61,27%	-11,85%

PRESS RELEASE

At the end of March 2017, automatic transmission passenger car sales numbers, in comparison to the same period in 2016, decreased by 6.40%. Automatic transmission passenger car sale shares at the end of March 2017, in comparison to the same period of the previous year, increased from 56.04% to 57.87% (a number of 67,107).

AUTOMATIC TRANSMISSION	End of March 2016		End of March 2017		Change
	Qty	Share in the Segment	Qty	Share in the Segment	
A (Mini)	426	79,18%	337	77,47%	-20,89%
B (Entry)	15.381	37,89%	14.761	39,79%	-4,03%
C (Compact)	34.286	54,27%	36.465	60,26%	6,36%
D (Medium)	16.370	89,00%	11.664	83,09%	-28,75%
E (Luxury)	4.276	100,00%	3.097	99,90%	-27,57%
F (Upper Luxury)	953	100,00%	783	100,00%	-17,84%
Total	71.692	56,04%	67.107	57,87%	-6,40%

At the end of March 2017, 84.55% 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 52.18% has the highest sales volume (60,512) and Segment B follows it with a share of 31.99% (37,096).

At the end of March 2017, when evaluated according to frame type, most preferred body type was again Sedan (49.29%, a quantity of 57,163). Following Sedan passenger cars are Hatchback frame with a share of 29.49% and a sales volume of 34,192 and SUV with a share of 15.79% and total sales volume of 18,307.

At the end of March 2017, when evaluated according to body type, Van's with a share of 67.60% had the highest sales volume (27,124), Light trucks followed them with a share of 12.83% (5,147) while the share of Pick-ups was 10.71% (4,299) and the share of Minibuses was 8.86% (3,557) in light commercial vehicle market.

LIGHT COMMERCIAL VEHICLE BODY TYPE ANALYSIS	End of March 2016		End of March 2017		Change
	Qty	Segment	Qty	Segment	
VAN	27.758	68,43%	27.124	67,60%	-2,28%
LIGHT TRUCK	5.083	12,53%	5.147	12,83%	1,26%
MINIBUS	4.404	10,86%	3.557	8,86%	-19,23%
PICK-UP	3.320	8,18%	4.299	10,71%	29,49%
Total	40.565	100,00%	40.127	100,00%	-1,08%