

PRESS REVIEW

Passenger Car and Light Commercial Vehicle Market Showed a Decrease of 59% in January 2019.

Passenger Car Market Decreased By %59, Light Commercial Vehicle Market Decreased By 60%.

Turkey's passenger car and light commercial vehicle total market was 14.373 in January 2019. Compared to the same period of the previous year, 35.076, the sales decreased by %59,02.

Passenger car sales went down by 58,74% in January 2019 compared to the same period of the previous year, to 10.979. In January 2018, the sales were 26.611.

In January 2019, light commercial vehicle market decreased by 59,91%, in comparison to the year before, to 3.394. In January 2018, the sales were 8.465.

In January 2019, a decrease of 58,2% in the sales of passenger cars below 1600cc and a decrease of 64,7% 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 56,9% was observed. 5 electric cars and 131 hybrid passenger cars were sold in January 2019.

When the average emission values of the passenger car market in the end of January 2019 are considered, the passenger cars between 100-120g/km took the largest share with a ratio of 36,10%, with a number of 3.963.

In January 2019, diesel passenger car sales share decreased to 56,57%, while the automatic transmission passenger car sales share decreased to 65,55%.

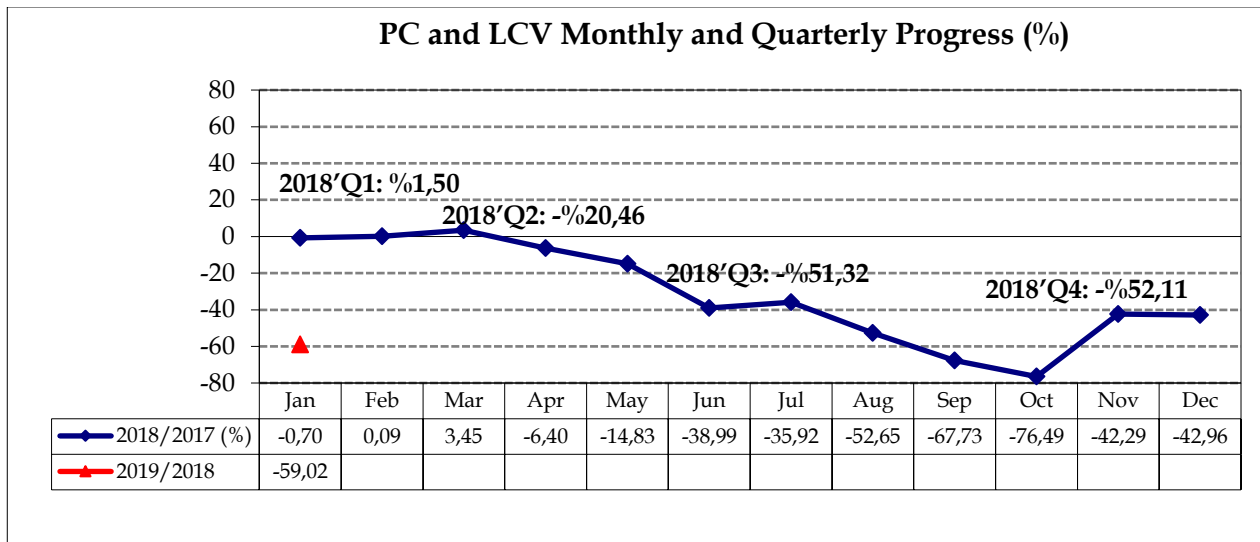
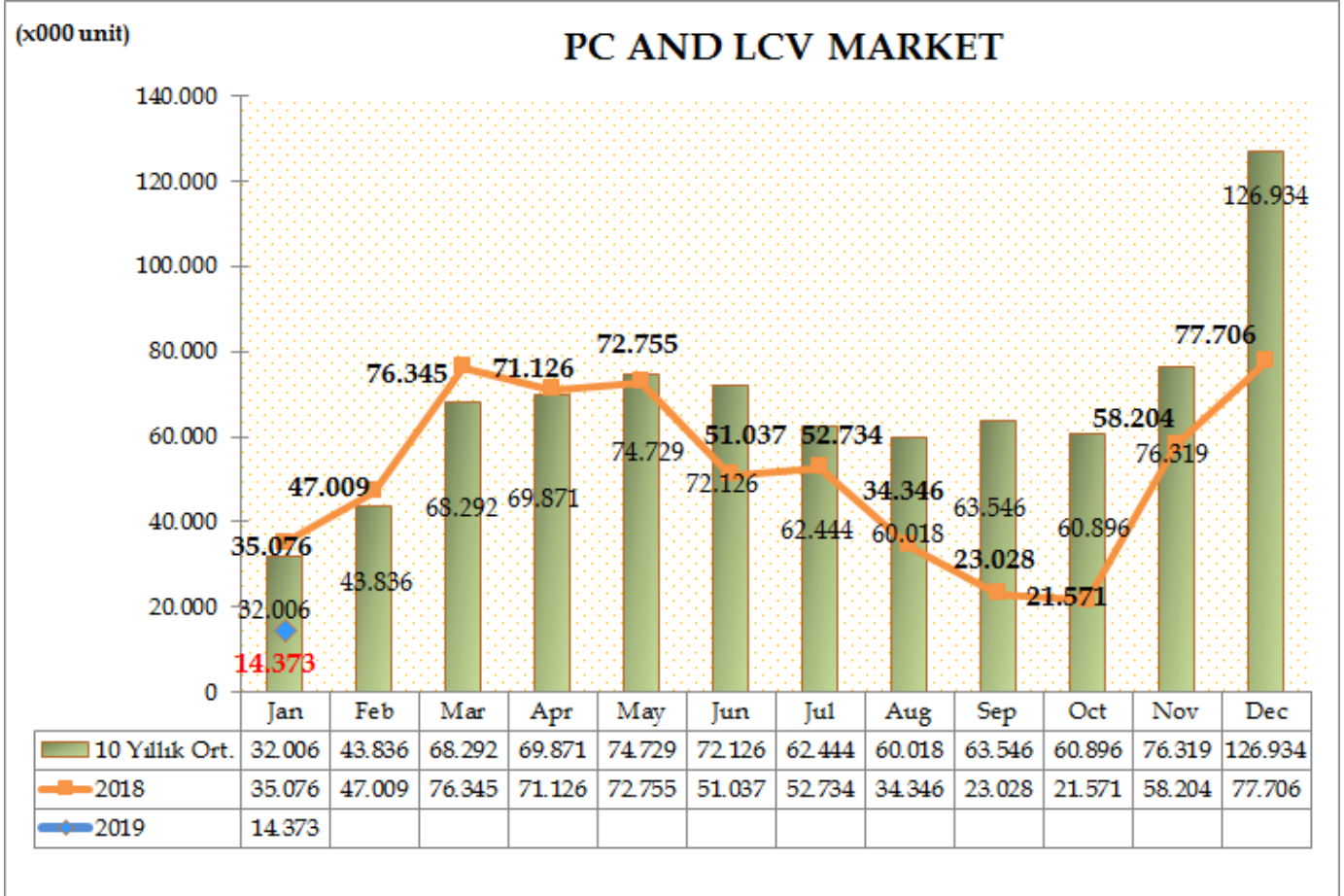
In January 2019, 81,2% of the passenger car market segment again consisted of the vehicles in the A, B and C segments. When evaluated according to segments, Segment C with a share of 56,7% reached the highest sales volume (a quantity of 6.220). When evaluated according to frame, most preferred body type was again Sedan (48,7%, a quantity of 5.349).

In January 2019, in light commercial vehicle market, when evaluated according to body type, vans with a share of 68,86% had the highest sales volume (2.337), light trucks followed them with a share of 14,97% (508) while the share of pick-ups was 9,46% (321) and the share of minibuses was 6,72% (228).

Hayri ERCE, PhD.
Executive Coordinator
Automotive Distributors' Association

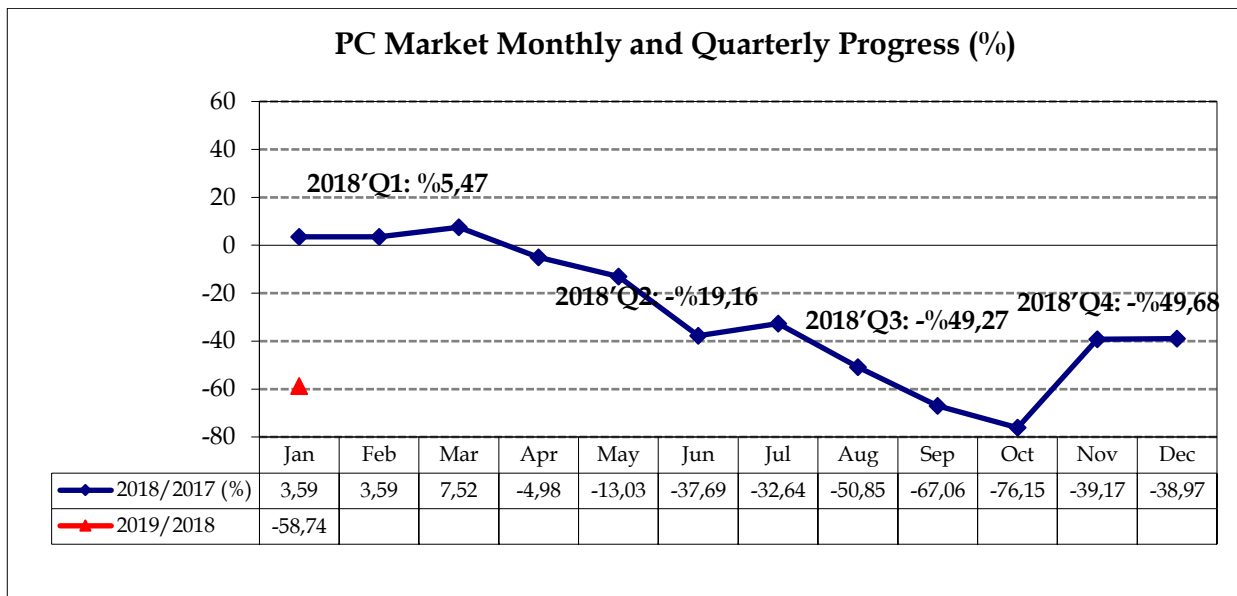
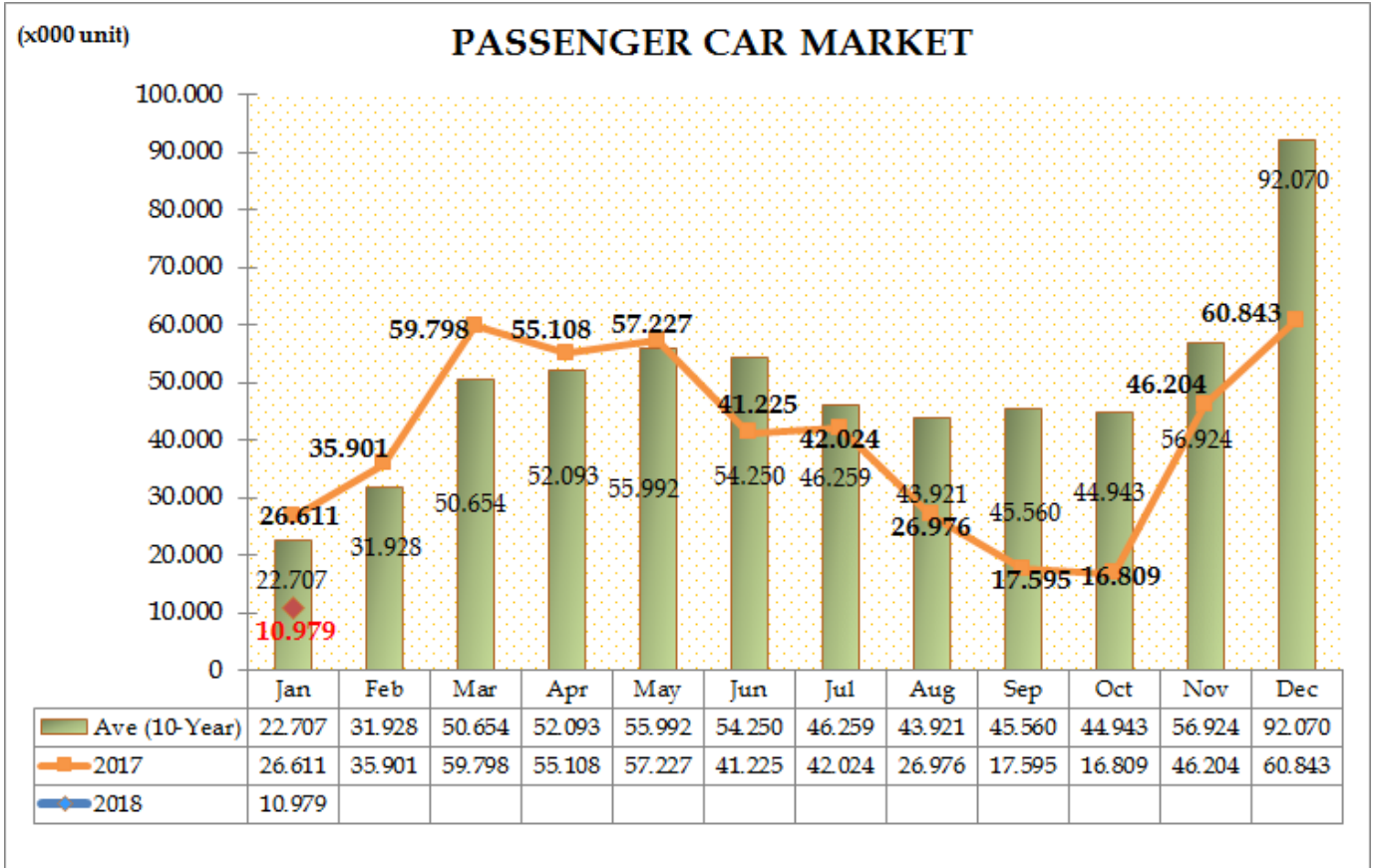
In January 2019, Turkey's passenger car and light commercial vehicle total market presented a sales number of 14.373. In comparison to the sales number of 35,076 in January 2018, the sales went down in a ratio of 59,02%.

The passenger car and light commercial vehicle market, in comparison to the average 10-year sales, showed a decrease of 55,09%.



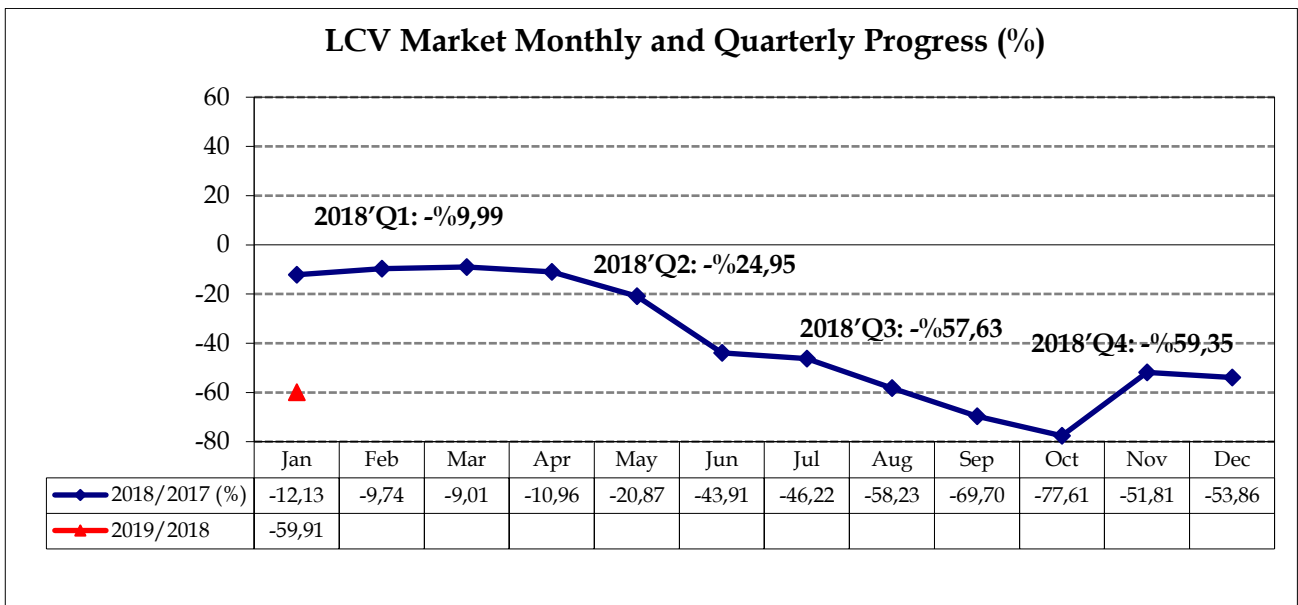
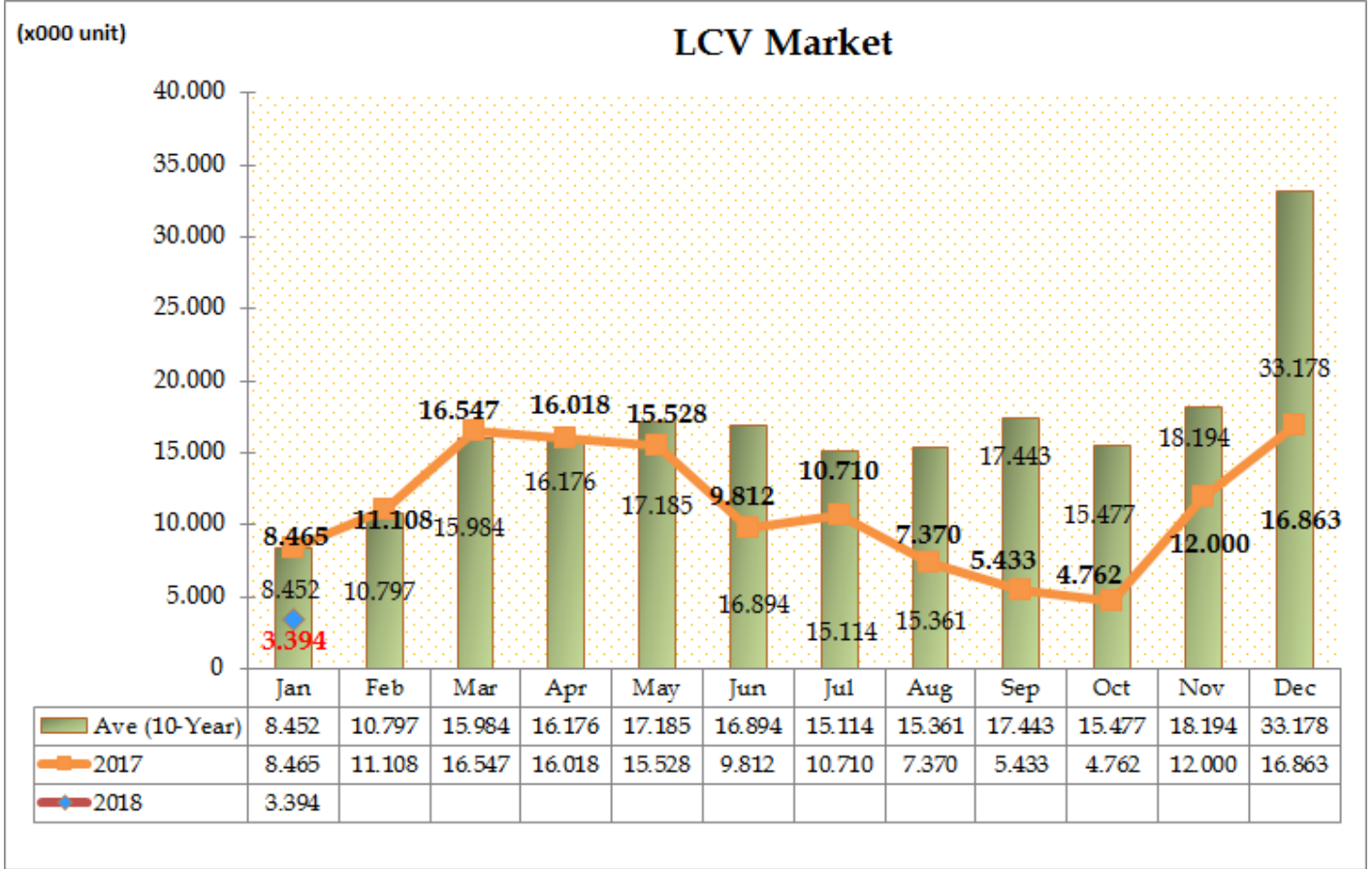
In January 2019, passenger car sales went down by 58,74% in comparison to the same period of the previous year and were 10.979. In January 2018, the sales were 26.611.

The passenger car market, in comparison to the average 10-year sales, showed a decrease of 51,65%.



In January 2019, light commercial vehicle sales decreased by 59,91% in comparison to last year, to 3.394. In January 2018, the sales were 8.465.

The light commercial vehicle market, in comparison to the average 10-year sales, showed a decrease of 59,84%.



When the end of January 2019 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 95,32% and a number of 10.465. Passenger cars between 1600cc to 2000cc followed them with a ratio of 2,99% and passenger cars above 2000cc with a ratio of 0,46%. In comparison with January 2018, a decrease of 58,2% in the sales of passenger cars below 1600cc and a decrease of 64,7% 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 56,9% was observed. 5 electric cars below 85kW engine power were sold in January 2019.

In January 2019, 13 hybrid cars under 1600cc, 100 hybrid cars between 1601cc-1800cc (>50kW), 5 hybrid cars between 1801cc - 2000cc, 13 hybrid cars between 2001cc-2500cc (>100KW) were sold. 131 hybrid cars were sold in January 2019.

ENGINE VOLUME	ENGINE TYPE	January 2018		January 2019		Change	SCT %	VAT %
		Qty	Segment	Qty	Segment			
≤ 1600cc	B/D	25.039	94,09%	10.465	95,32%	-58,2%	30, 35, 60	
1601cc - ≤ 2000cc	B/D	929	3,49%	328	2,99%	-64,7%	100, 110	
≥ 2001cc	B/D	116	0,44%	50	0,46%	-56,9%	160	
≤ 85 kW	ELECTRIC	9	0,03%	5	0,05%	-44,4%	3	
86kW - ≤ 120kW	ELECTRIC	0	0,00%	0	0,00%		7	
≥ 121kW	ELECTRIC	0	0,00%	0	0,00%	#SAYI/0!	15	
<=1600cc	HYBRID	23	0,09%	13	0,12%	-43,5%	60	
1601cc - <=1800cc (<=50KW)	HYBRID	0	0,00%	0	0,00%		110	18
1601cc - <=1800cc (>50KW)	HYBRID	486	1,83%	100	0,91%	-79,4%	60	
1801cc - <=2000cc	HYBRID	1	0,00%	5	0,05%	400,0%	110	
2001cc - <=2500cc (<=100KW)	HYBRID	0	0,00%	0	0,00%		160	
2001cc - <=2500cc (>100KW)	HYBRID	8	0,03%	13	0,12%	62,5%	110	
>2500cc	HYBRID	0	0,00%	0	0,00%	#SAYI/0!	160	
Total		26.611	100,00%	10.979	100,00%	-58,7%	TAX RATES	

When January 2019 passenger car market is studied in terms of average emission values, passenger cars between 100-120 gr/km have the highest share of 36,10% (3.963) and following this, passenger cars between 120-140 gr/km have a share of 28,91% (3.174).

CO2 AVERAGE EMISSION VALUES (gr/km)	January 2018		January 2019		Change
	Qty	Segment	Qty	Segment	
< 100 gr/km	4.963	18,65%	1.817	16,55%	-63,39%
≥ 100 - < 120 gr/km	10.378	39,00%	3.963	36,10%	-61,81%
≥ 120 - < 140 gr/km	6.245	23,47%	3.174	28,91%	-49,18%
≥ 140 - < 160 gr/km	4.078	15,32%	1.402	12,77%	-65,62%
≥ 160 gr/km	947	3,56%	623	5,67%	-34,21%
Total	26.611	100,00%	10.979	100,00%	-58,74%

In January 2019, diesel passenger car sales decreased by 58,93% in comparison to the same period of the previous year. Diesel share in passenger car sales in January 2019, when compared to January 2018, decreased to 56,57% (6.211).

DIESEL	January 2018		January 2019		Change
	Qty	Share in the Segment	Qty	Share in the Segment	
A (Mini)	0	0,00%	0	0,00%	#SAYI/0!
B (Entry)	3.505	61,74%	1.710	64,46%	-51,21%
C (Compact)	9.100	55,68%	3.471	55,80%	-61,86%
D (Medium)	1.902	55,52%	841	48,50%	-55,78%
E (Luxury)	396	47,65%	141	53,41%	-64,39%
F (Upper Luxury)	220	88,35%	48	67,61%	-78,18%
Total	15.123	56,83%	6.211	56,57%	-58,93%

January 2019	1	2	3	4	5	6	7	Total	Share
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV		
A (Mini)	0	31	0	0	0	6	0	37	0,3%
B (Entry)	442	1.503	189	14	127	9	369	2.653	24,2%
C (Compact)	3.497	752	11	50	12	19	1.879	6.220	56,7%
D (Medium)	1.214	100	1	1	0	59	359	1.734	15,8%
E (Luxury)	178	0	0	0	0	9	77	264	2,4%
F (Upper Luxury)	18	0	0	0	0	12	41	71	0,6%
Total	5.349	2.386	201	65	139	114	2.725	10.979	100,0%
	48,7%	21,7%	1,8%	0,6%	1,3%	1,0%	24,8%	100,0%	

End of January 2018	1	2	3	4	5	6	7	Toplam	Pay
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV		
A (Mini)	0	84	0	0	0	2	0	86	0,3%
B (Entry)	1.323	3.082	193	20	480	3	576	5.677	21,3%
C (Compact)	10.327	2.255	56	303	0	96	3.305	16.342	61,4%
D (Medium)	2.414	326	16	0	0	60	610	3.426	12,9%
E (Luxury)	558	0	3	0	0	28	242	831	3,1%
F (Upper Luxury)	32	0	0	0	0	15	202	249	0,9%
Total	14.654	5.747	268	323	480	204	4.935	26.611	100,0%
	55,1%	21,6%	1,0%	1,2%	1,8%	0,8%	18,5%	100,0%	

Değişim	1	2	3	4	5	6	7	Toplam
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	
A (Mini)		-63,1%				200,0%		-57,0%
B (Entry)	-66,6%	-51,2%	-2,1%	-30,0%	-73,5%	200,0%	-35,9%	-53,3%
C (Compact)	-66,1%	-66,7%	-80,4%	-83,5%		-80,2%	-43,1%	-61,9%
D (Medium)	-49,7%	-69,3%	-93,8%	#SAYI/0!		-1,7%	-41,1%	-49,4%
E (Luxury)	-68,1%	#SAYI/0!	-100,0%	#SAYI/0!		-67,9%	-68,2%	-68,2%
F (Upper Luxury)	-43,8%					-20,0%	-79,7%	-71,5%
Total	-63,5%	-58,5%	-25,0%	-79,9%	-71,0%	-44,1%	-44,8%	-58,7%

*S/D: Sedan, H/B: Hatchback, S/W: Station Wagon, MPV: Multi Purpose Vehicle, CDV: Car Derived Van,, SUV: Sport Utility Vehicle

In January 2019, 81,2% 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 56,7% has the highest sales volume (6.220) and Segment B follows it with a share of 24,2% (2.653).

In January 2019, when evaluated according to frame type, most preferred body type was again sedan (48,7%, a quantity of 5.349). Following sedan passenger cars are SUV with a share of 24,8% and a sales volume of 2.725 and hatchback frame with a share of 21,7% and total sales volume of 2.386.

In January 2019, automatic transmission passenger car sales numbers, in comparison to January 2018, decreased by 59,82%. Automatic transmission passenger car sale share in January 2019, in comparison to the same period of the previous year, decreased from 67,31% to 65,55% (a number of 7.197).

AUTOMATIC TRANSMISSION	January 2018		January 2019		Change
	Qty	Share in the Segment	Qty	Share in the Segment	
A (Mini)	75	87,21%	29	78,38%	-61,33%
B (Entry)	2.593	45,68%	1.263	47,61%	-51,29%
C (Compact)	11.031	67,50%	3.977	63,94%	-63,95%
D (Medium)	3.134	91,48%	1.593	91,87%	-49,17%
E (Luxury)	831	100,00%	264	100,00%	-68,23%
F (Upper Luxury)	249	100,00%	71	100,00%	-71,49%
Toplam	17.913	67,31%	7.197	65,55%	-59,82%

In January 2019, in the light commercial vehicle market, when evaluated according to body type, vans with a share of 68,86% had the highest sales volume (2.337), light trucks followed them with a share of 14,97% (508) while the share of pick-ups was 9,46% (321) and the share of minibuses was 6,72% (228) in light commercial vehicle market.

LIGHT COMMERCIAL VEHICLE BODY TYPE ANALYSIS	January 2018		January 2019		Change
	Qty	Segment	Qty	Segment	
VAN	5.687	67,18%	2.337	68,86%	-58,91%
LIGHT TRUCK	1.014	11,98%	508	14,97%	-49,90%
MINIBUS	926	10,94%	228	6,72%	-75,38%
PICK-UP	838	9,90%	321	9,46%	-61,69%
Total	8.465	100,00%	3.394	100,00%	-59,91%