

AUTOMOTIVE DISTRIBUTORS' AND MOBILITY ASSOCIATION

Press Release

November 2nd, 2023

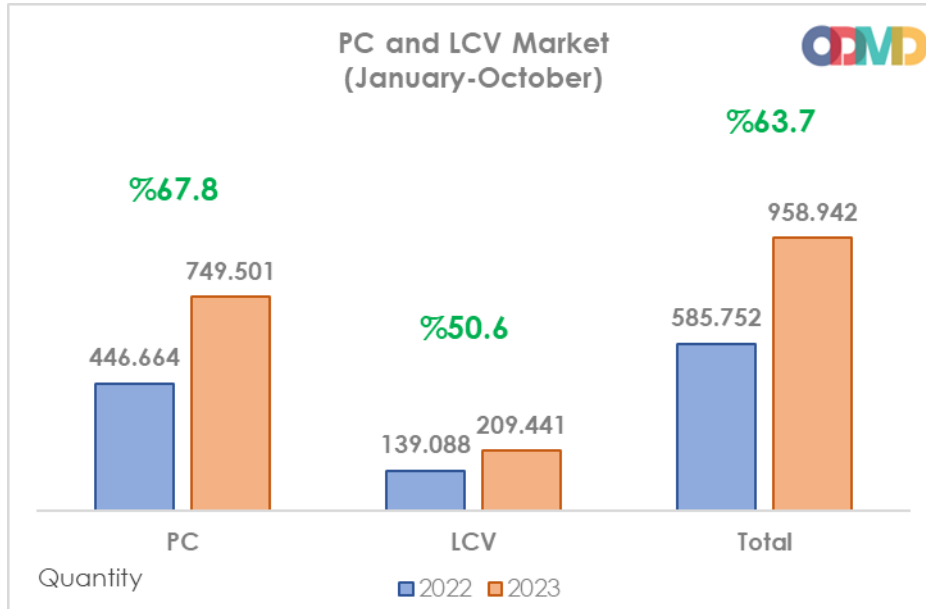
Hayri Erce, PhD
Executive Coordinator



Passenger Car and Light Commercial Vehicle Market (October, January-October 2023)

Passenger car and light commercial vehicle market increased by %63.7 in January-October 2023.

- Turkey's passenger car and light commercial vehicle total market increased by %63.7 compared to previous year, to 958,942 units.
- Passenger car sales went up by %67.8 in January-October 2023, compared to previous year, to 749,501 units while light commercial vehicle sales went up by %50.6 to 209,441 units.



Passenger car and light commercial vehicle market increased by %55.4, passenger car market increased by %74.1, and light commercial vehicle market increased by %5.5 in October 2023.

- Passenger car and light commercial vehicle market increased by %55.4 compared to October 2022, to 101,367 units.
- In October 2023, passenger car sales went up by %74.1 and were 82,611. Light commercial vehicle market increased by %5.5 and was 18,756 units.
- Passenger car and light commercial vehicle market, in comparison to the average 10-year October sales, showed an increase of %55.7.
- Passenger car market, in comparison to the average 10-year October sales, showed an increase of %64.9.
- Light commercial vehicle market, in comparison to the average 10-year October sales showed an increase of %25.2.

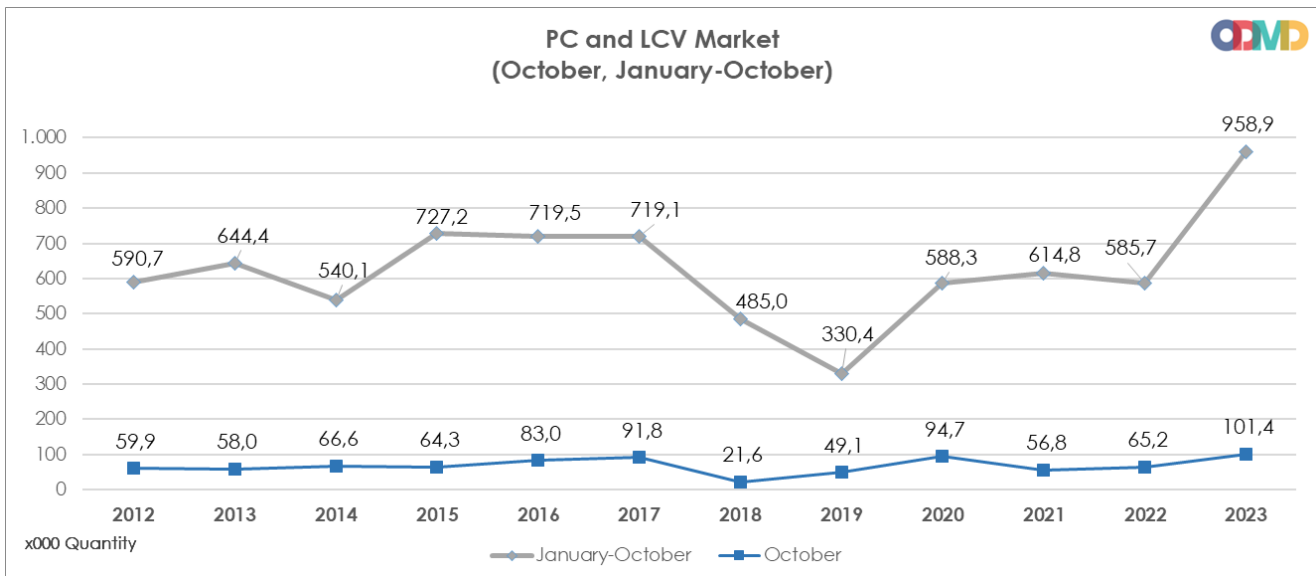
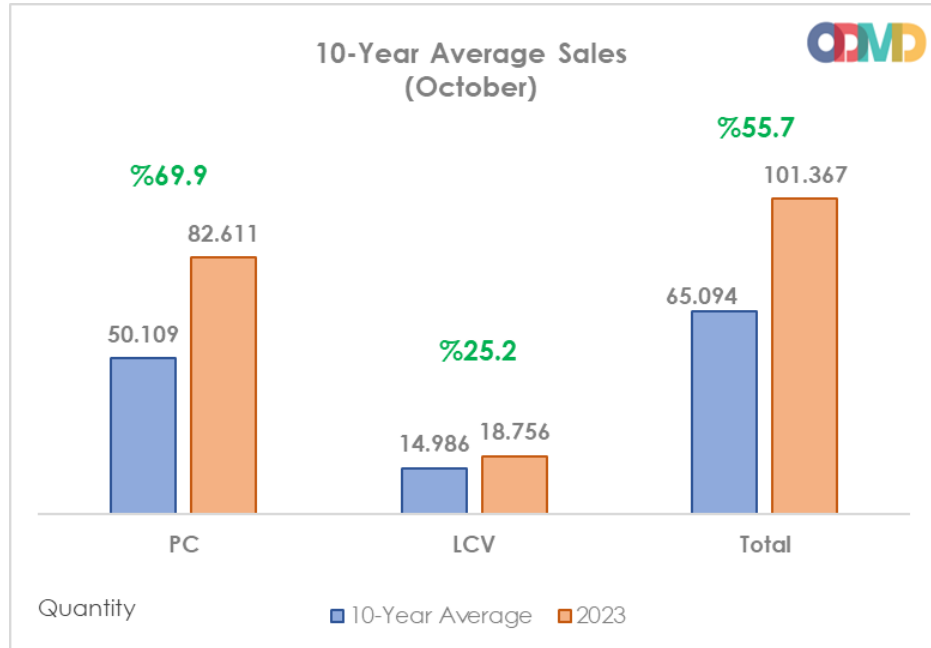
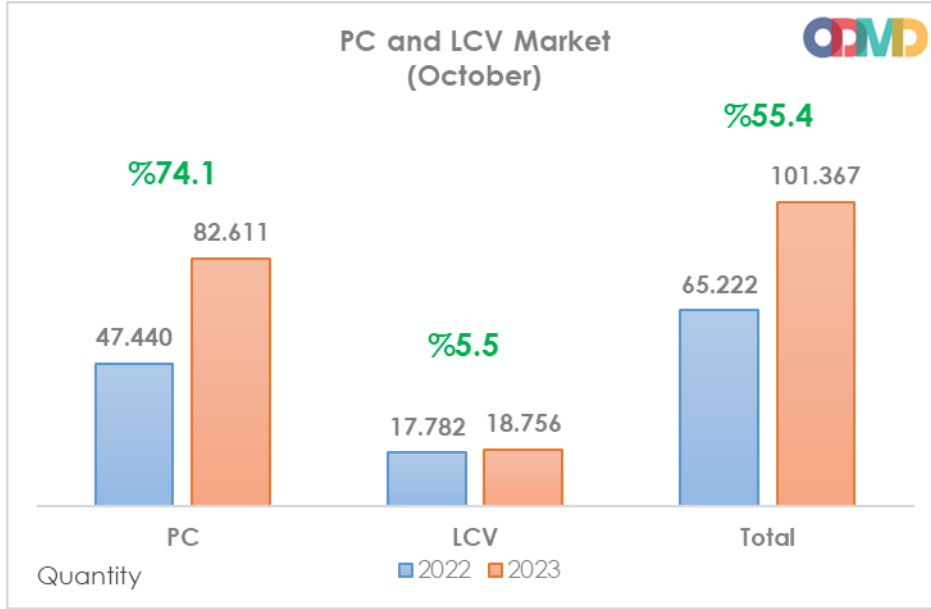


Table 1: PC and LCV Market, 10-Year Average Sales, Progress Graphic by Years

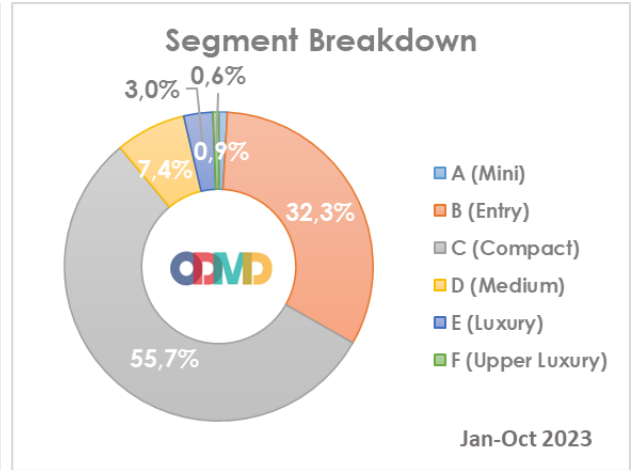
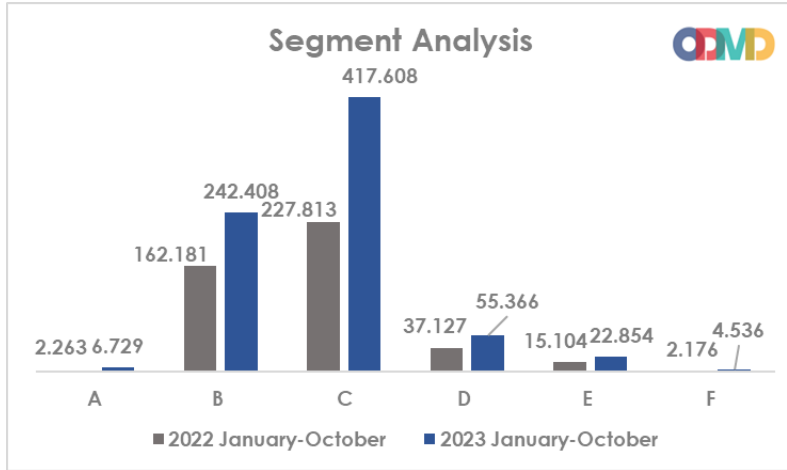
Table 2: PC Market, 10-Year Average Sales, Progress Graphic by Years

Table 3: LCV Market, 10-Year Average Sales, Progress Graphic by Years

Passenger Car Market Analysis (January-October 2023)

When evaluated according to segments;

- %89 of the passenger car market segment consisted of the vehicles in the A, B and C segments.
- Segment C passenger cars took a share of %55.7 with a quantity of 417,608,
- Segment B passenger cars took a share of %32.3 with a quantity of 242,408.



When evaluated according to body type;

- Most preferred body type was SUV (%50.5, 378,181 units).
- Following SUV body are Sedan passenger cars with a share of %26.9 and a sales volume of 201,622 units.
- H/B with a share of %20.5 and total sales volume of 153,927 units.

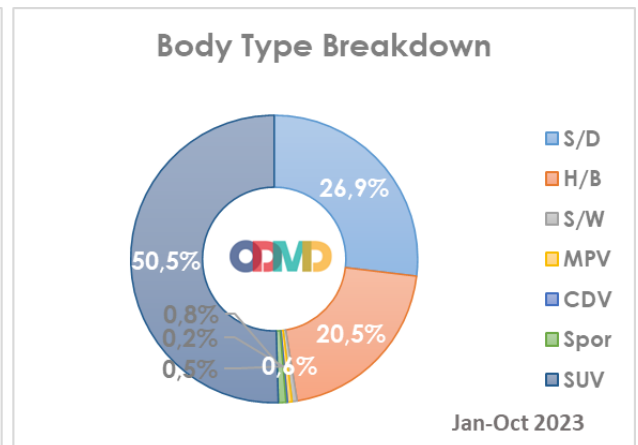
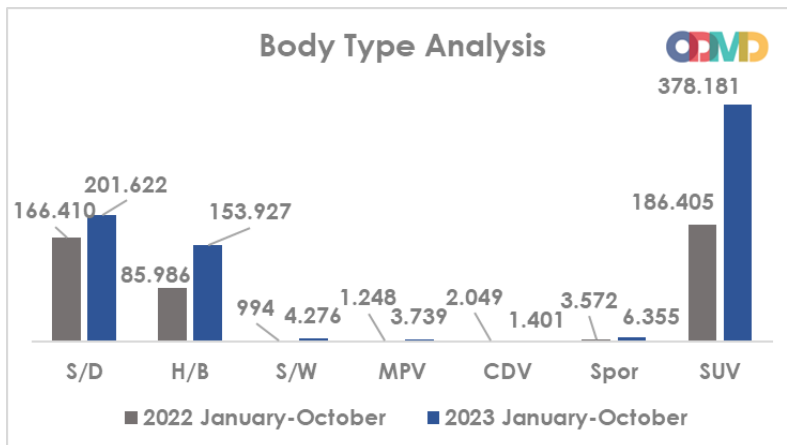
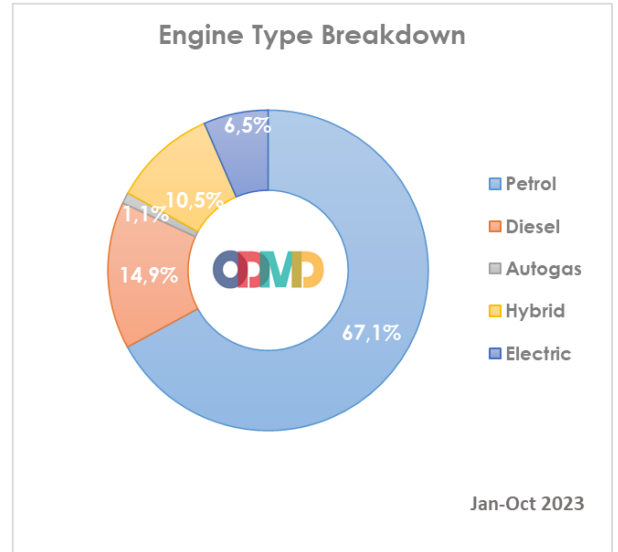
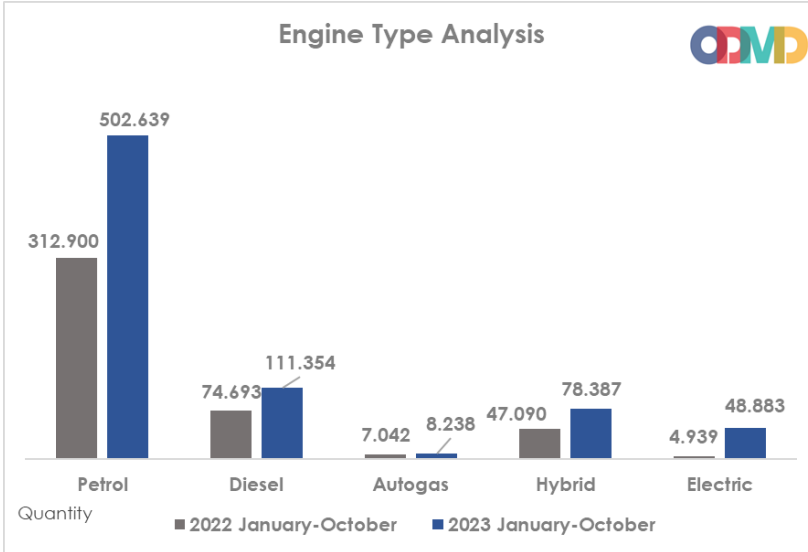


Table 4: Sales Volume, Share and Changes According to Segment and Body Type

When studied in terms of engine type;

- Petrol car sales took a share of %67.1 (502,639 units),
- Diesel car sales took a share of %14.9 (111,354 units),
- Hybrid car sales took a share of %10.5 (78,387 units),
- Electric car sales took a share of %6.5 (48,883 units),
- Autogas car share was %1.1 (8,238 units).



When studied in terms of engine volume;

- Sales of passenger cars under 1600cc increased by %57.6 with a share of %82.1,
- Sales of passenger cars between 1600-2000cc increased by %63.9 with a share of %0.7,
- Sales of passenger cars above 2000cc increased by %84.1 with a share of %0.3.

Table 5: Sales Volume, Share and Changes According to Engine Type

Table 6: Sales Volume, Share and Changes According to Engine Volume

When studied in terms of average emission values;

- Passenger cars between 100-120 gr/km had the share of %37.1 with a quantity of 277,885,
- Passenger cars between 140-160 gr/km had the share of %21.9 with a quantity of 164,120.

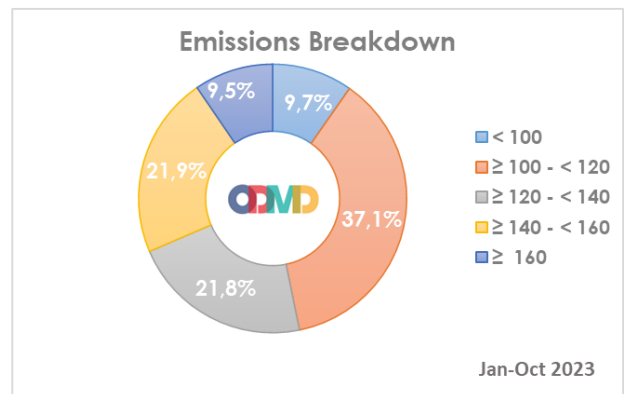
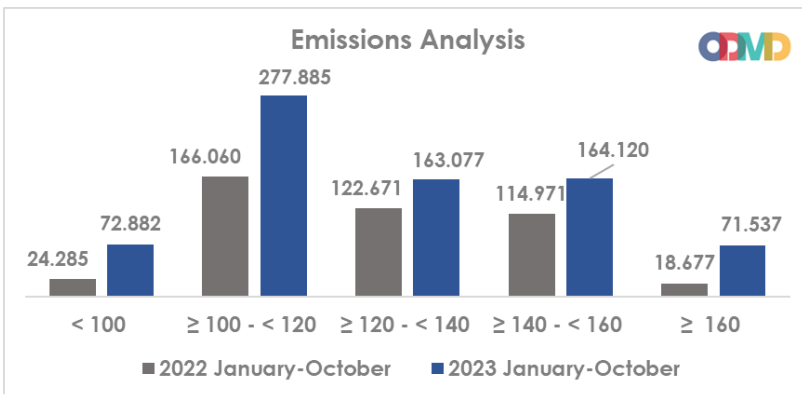


Table 7: Sales Volume, Share and Changes According to Emission Values

Automatic transmission passenger car sales reached a share of %81.3 with a quantity of 609,273 while manual transmission passenger car sales reached a share of %18.7 with a quantity of 140,228.

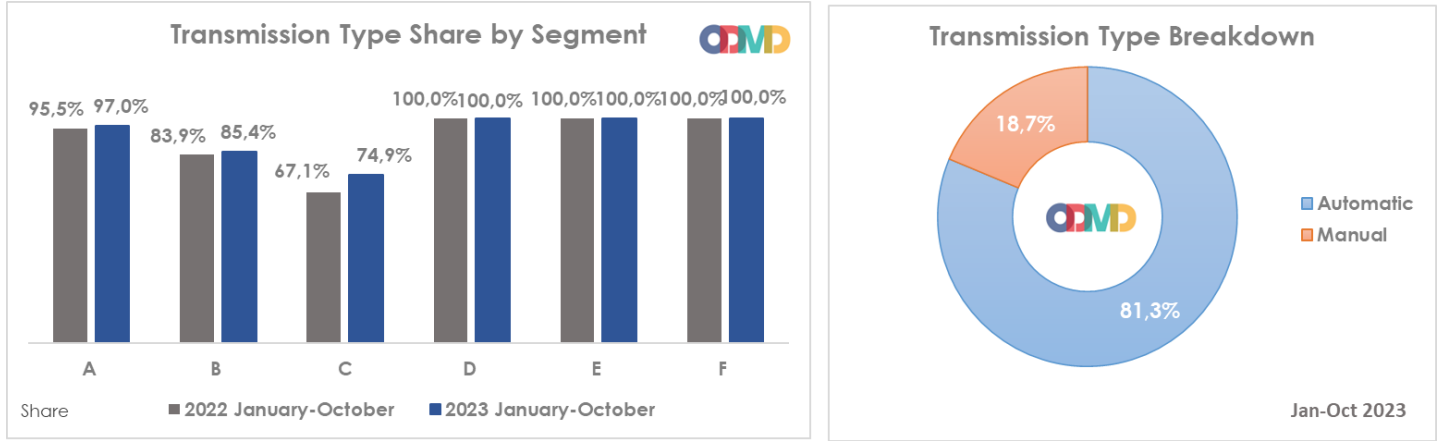


Table 8: Sales Volume, Share and Changes According to Automotic Transmission Type

Light Commercial Vehicle Market (January-October 2023)

Light commercial vehicle market evaluated according to body type:

- Vans with a quantity of 162,328 units and a share of %77.5 had the highest sales volume.
- Light trucks followed vans with a share of %9.6 and 20,105 units.

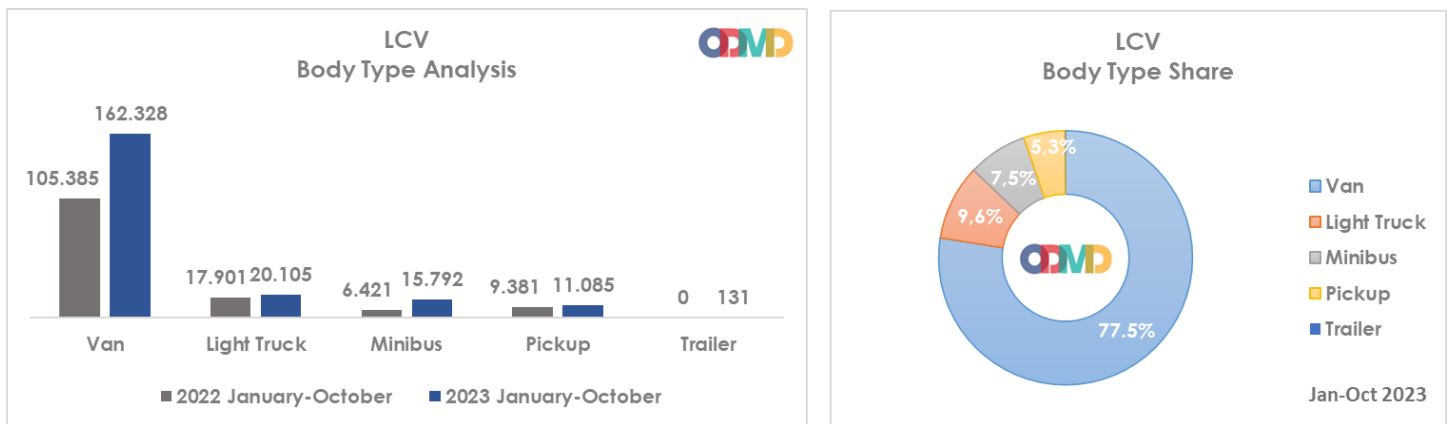
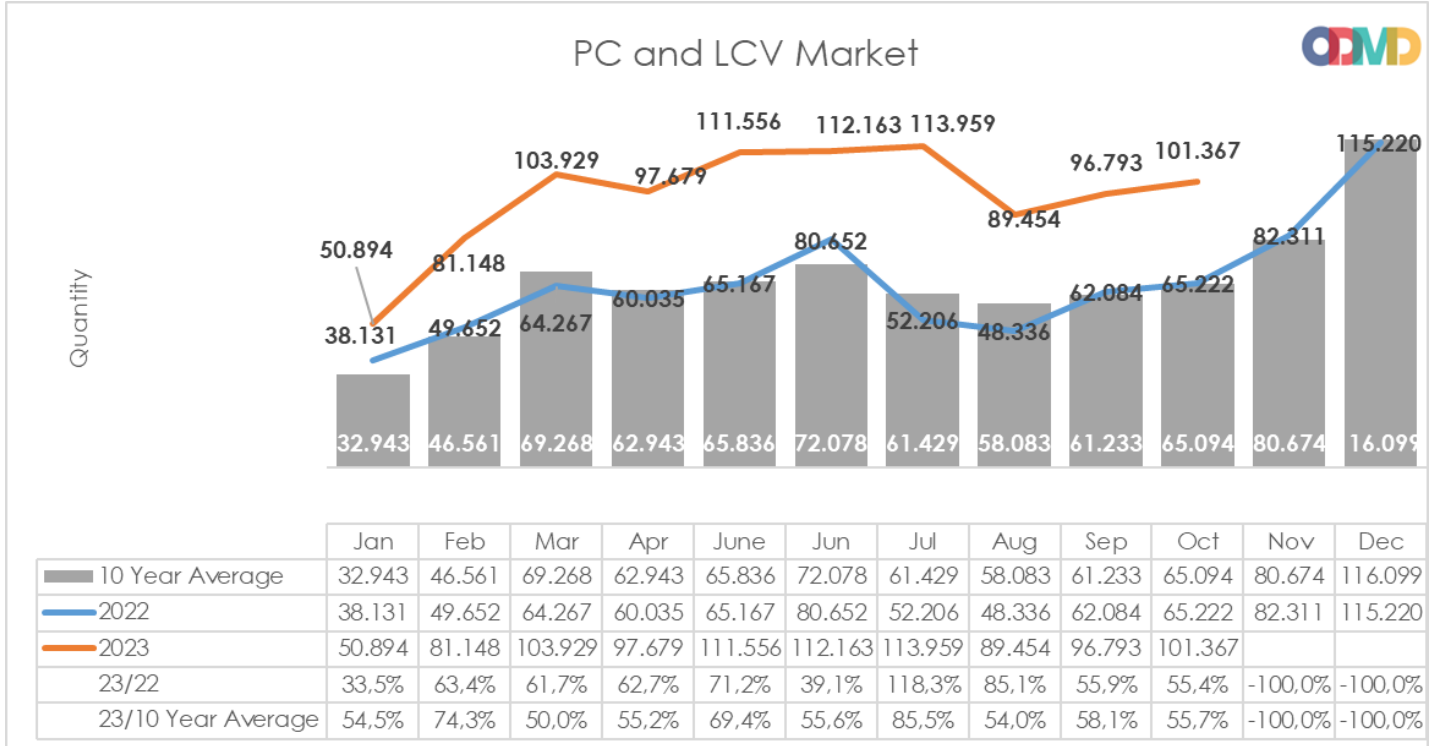


Table 10: Sales Volume, Share and Changes According to LCV Body Type

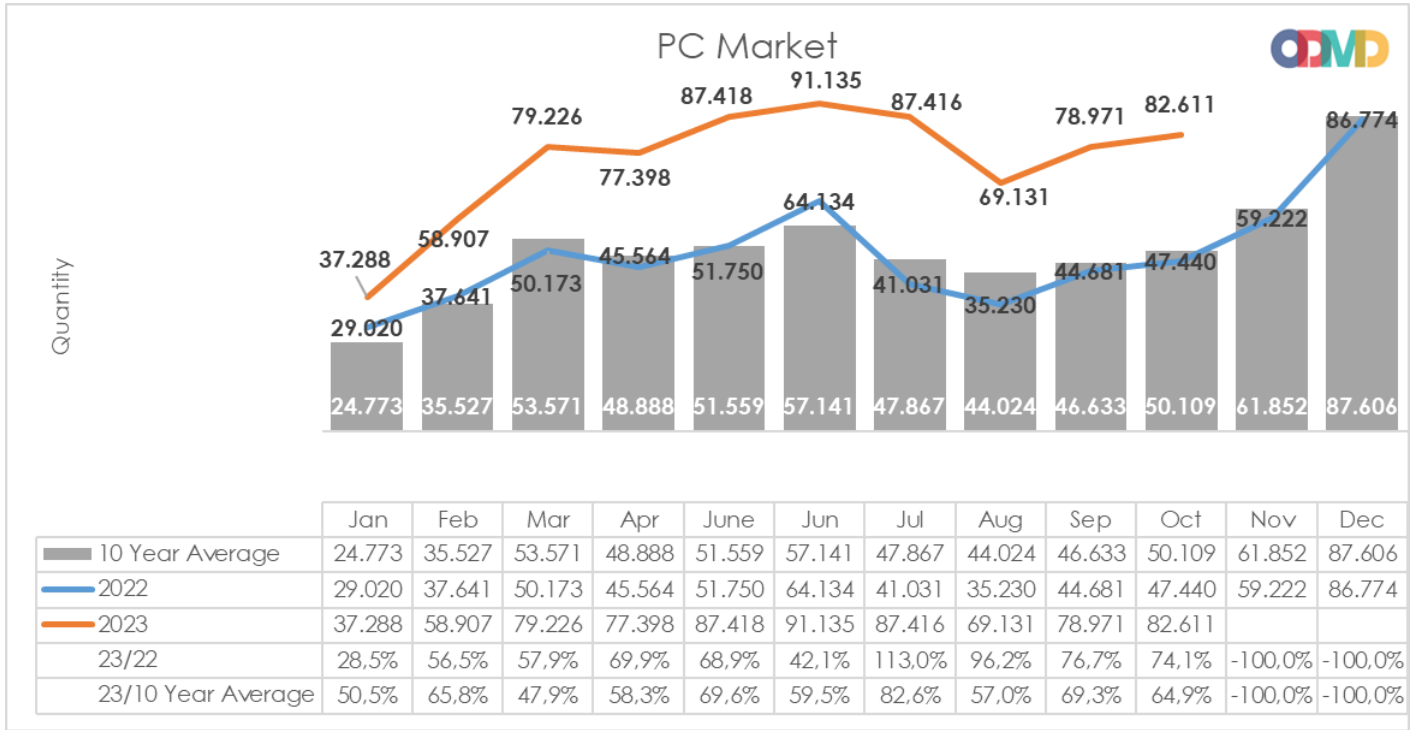
Appendix

Table 1: PC and LCV Market, 10-Year Average Sales, Progress Graphic by Years



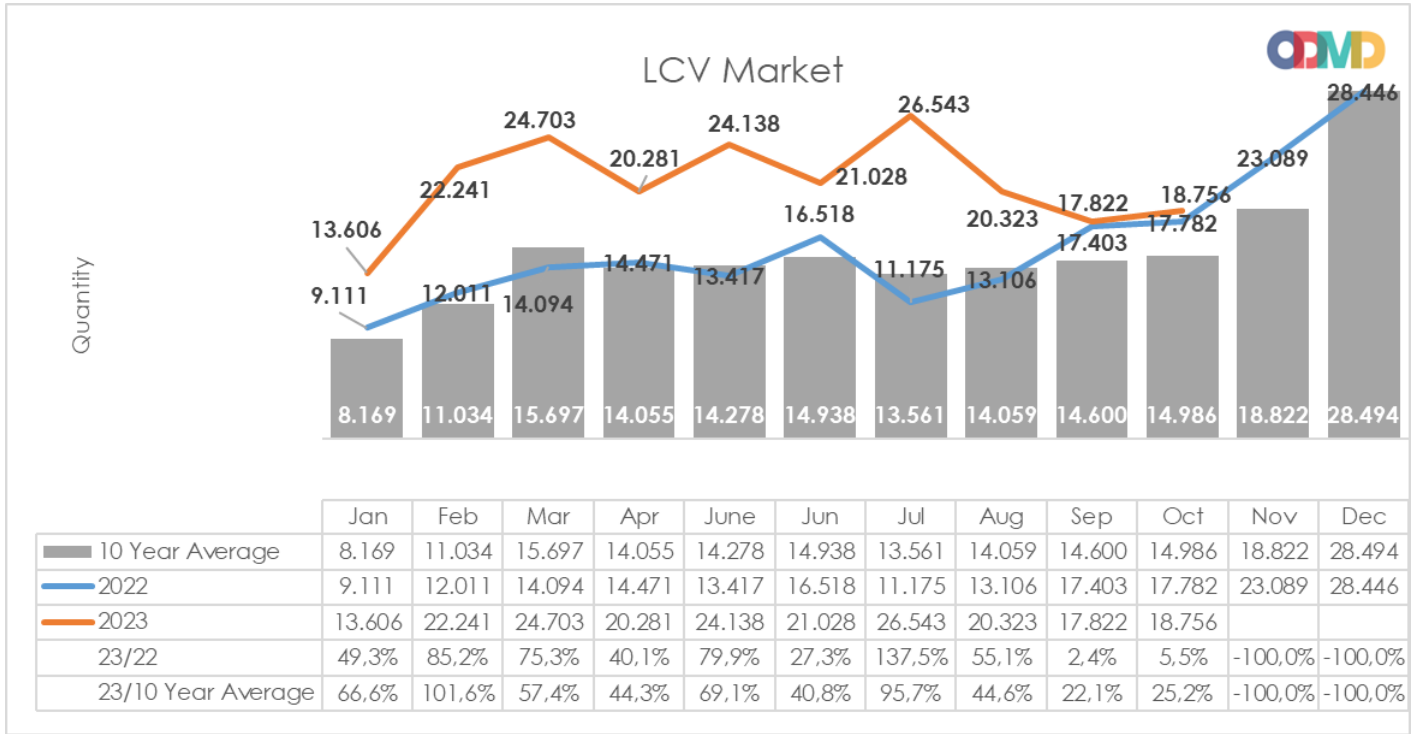
YEAR	January	February	March	April	June	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2010	20.095	31.172	51.769	54.946	59.377	60.896	61.345	61.764	63.814	73.404	73.962	148.369	760.913
2011	44.892	58.663	78.403	77.695	80.646	81.573	63.044	58.406	60.129	69.421	63.657	127.910	864.439
2012	29.545	41.324	64.884	62.949	70.863	71.067	62.304	58.148	69.629	59.938	71.710	115.400	777.761
2013	35.523	48.307	68.774	73.575	81.468	74.096	71.596	65.043	67.963	58.014	79.301	129.718	853.378
2014	32.670	35.021	47.581	53.305	58.121	60.163	59.907	60.199	66.531	66.573	80.621	146.989	767.681
2015	34.615	55.331	83.302	91.602	81.542	86.158	83.836	82.577	64.025	64.255	84.601	156.173	968.017
2016	32.713	52.825	82.948	84.887	93.904	91.540	58.533	71.556	67.593	83.000	122.309	141.912	983.720
2017	35.323	46.965	73.802	75.988	85.422	83.658	82.297	72.536	71.352	91.752	100.859	136.240	956.194
2018	35.076	47.009	76.345	71.126	72.755	51.037	52.734	34.346	23.028	21.571	58.204	77.706	620.937
2019	14.373	24.875	49.221	30.971	33.016	42.688	17.927	26.246	41.992	49.075	58.176	90.500	479.060
2020	27.273	47.122	50.008	26.457	32.235	70.973	87.401	61.533	90.619	94.733	80.141	104.293	772.788
2021	43.728	58.504	96.428	61.488	54.734	79.819	47.849	58.454	57.141	56.746	60.216	62.243	737.350
2022	38.131	49.652	64.267	60.035	65.167	80.652	52.206	48.336	62.084	65.222	82.311	115.220	783.283
2023	50.894	81.148	103.929	97.679	111.556	112.163	113.959	89.454	96.793	101.367			958.942
10 Year Av.	32.943	46.561	69.268	62.943	65.836	72.078	61.429	58.083	61.233	65.094	80.674	116.099	792.241
%	54,5%	74,3%	50,0%	55,2%	69,4%	55,6%	85,5%	54,0%	58,1%	55,7%	-100,0%	-100,0%	

Table 2: PC Market, 10-Year Average Sales, Progress Graphic by Years



YEAR	January	February	March	April	June	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2010	12.594	20.651	33.958	36.549	40.467	42.086	41.399	42.222	42.477	47.859	50.061	99.461	509.784
2011	29.868	39.004	54.023	53.835	56.302	56.714	43.518	38.875	39.964	47.508	44.951	88.957	593.519
2012	21.077	29.189	47.270	45.645	50.460	50.849	44.531	41.236	49.360	43.440	52.297	80.926	556.280
2013	25.835	36.814	51.785	56.999	62.383	58.290	55.712	51.611	52.925	46.985	64.117	101.199	664.655
2014	24.368	27.167	37.812	42.769	46.379	47.278	46.602	45.131	49.262	50.814	59.695	110.054	587.331
2015	24.498	40.817	61.676	70.211	62.878	67.766	64.218	61.753	47.088	47.954	62.397	114.340	725.596
2016	23.358	40.588	63.975	65.618	73.832	71.111	45.566	53.977	51.340	63.746	95.783	108.044	756.938
2017	25.689	34.658	55.616	57.998	65.799	66.164	62.384	54.890	53.423	70.488	75.956	99.694	722.759
2018	26.611	35.901	59.798	55.108	57.227	41.225	42.024	26.976	17.595	16.809	46.204	60.843	486.321
2019	10.979	19.205	38.628	24.416	27.126	36.024	15.398	21.544	35.308	39.996	47.803	70.829	387.256
2020	22.016	37.727	39.887	21.825	25.073	57.067	69.427	44.372	71.296	76.341	64.357	80.721	610.109
2021	35.358	44.749	76.357	48.375	43.138	62.348	36.311	44.756	43.408	40.512	42.982	43.559	561.853
2022	29.020	37.641	50.173	45.564	51.750	64.134	41.031	35.230	44.681	47.440	59.222	86.774	592.660
2023	37.288	58.907	79.226	77.398	87.418	91.135	87.416	69.131	78.971	82.611			749.501
10 Year Av.	24.773	35.527	53.571	48.888	51.559	57.141	47.867	44.024	46.633	50.109	61.852	87.606	609.548
%	50,5%	65,8%	47,9%	58,3%	69,6%	59,5%	82,6%	57,0%	69,3%	64,9%	-100,0%	-100,0%	

Table 3: LCV Market, 10-Year Average Sales, Progress Graphic by Years



YEAR	January	February	March	April	June	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2010	7.501	10.521	17.811	18.397	18.910	18.810	19.946	19.542	21.337	25.545	23.901	48.908	251.129
2011	15.024	19.659	24.380	23.860	24.344	24.859	19.526	19.531	20.165	21.913	18.706	38.953	270.920
2012	8.468	12.135	17.614	17.304	20.403	20.218	17.773	16.912	20.269	16.498	19.413	34.474	221.481
2013	9.688	11.493	16.989	16.576	19.085	15.806	15.884	13.432	15.038	11.029	15.184	28.519	188.723
2014	8.302	7.854	9.769	10.536	11.742	12.885	13.305	15.068	17.269	15.759	20.926	36.935	180.350
2015	10.117	14.514	21.626	21.391	18.664	18.392	19.618	20.824	16.937	16.301	22.204	41.833	242.421
2016	9.355	12.237	18.973	19.269	20.072	20.429	12.967	17.579	16.253	19.254	26.526	33.868	226.782
2017	9.634	12.307	18.186	17.990	19.623	17.494	19.913	17.646	17.929	21.264	24.903	36.546	233.435
2018	8.465	11.108	16.547	16.018	15.528	9.812	10.710	7.370	5.433	4.762	12.000	16.863	134.616
2019	3.394	5.670	10.593	6.555	5.890	6.664	2.529	4.702	6.684	9.079	10.373	19.671	91.804
2020	5.257	9.395	10.121	4.632	7.162	13.906	17.974	17.161	19.323	18.392	15.784	23.572	162.679
2021	8.370	13.755	20.071	13.113	11.596	17.471	11.538	13.698	13.733	16.234	17.234	18.684	175.497
2022	9.111	12.011	14.094	14.471	13.417	16.518	11.175	13.106	17.403	17.782	23.089	28.446	190.623
2023	13.606	22.241	24.703	20.281	24.138	21.028	26.543	20.323	17.822	18.756			209.441
10 Year Av.	8.169	11.034	15.697	14.055	14.278	14.938	13.561	14.059	14.600	14.986	18.822	28.494	182.693
%	66,6%	101,6%	57,4%	44,3%	69,1%	40,8%	95,7%	44,6%	22,1%	25,2%	-100,0%	-100,0%	

October 2023 Data

Table 4: Sales Volume, Share and Changes According to Segment and Body Type

2023 October	1	2	3	4	5	6	7		
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Total	Share
A (Mini)	0	368	0	0	0	20	175	563	0,7%
B (Entry)	1.146	11.810	0	0	104	9	11.361	24.430	29,6%
C (Compact)	18.843	4.687	46	193	0	330	25.006	49.105	59,4%
D (Medium)	1.555	70	98	0	0	120	4.012	5.855	7,1%
E (Luxury)	1.157	0	11	16	0	77	828	2.089	2,5%
F (Upper Luxury)	286	0	0	0	0	56	227	569	0,7%
Total	22.987	16.935	155	209	104	612	41.609	82.611	
Share	27,8%	20,5%	0,2%	0,3%	0,1%	0,7%	50,4%	100,00	

2022 October	1	2	3	4	5	6	7		
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Total	Share
A (Mini)	0	304	0	0	0	0	0	304	0,6%
B (Entry)	1.504	5.285	0	1	41	5	6.795	13.631	28,7%
C (Compact)	11.410	2.333	26	21	0	167	12.545	26.502	55,9%
D (Medium)	2.462	59	55	0	0	78	2.090	4.744	10,0%
E (Luxury)	1.293	0	38	0	0	21	628	1.980	4,2%
F (Upper Luxury)	199	0	0	0	0	17	63	279	0,6%
Total	16.868	7.981	119	22	41	288	22.121	47.440	
Share	35,6%	16,8%	0,3%	0,0%	0,1%	0,6%	46,6%	100,00	

Change	1	2	3	4	5	6	7	
Segment	S/D	H/B	S/W	MPV	CDV	Sport	SUV	Total
A (Mini)		21,1%						85,2%
B (Entry)	-23,8%	123,5%		-100,0%	153,7%	80,0%	67,2%	79,2%
C (Compact)	65,1%	100,9%	76,9%	819,0%		97,6%	99,3%	85,3%
D (Medium)	-36,8%	18,6%	78,2%			53,8%	92,0%	23,4%
E (Luxury)	-10,5%		-71,1%			266,7%	31,8%	5,5%
F (Upper Luxury)	43,7%					229,4%	260,3%	103,9%
Total	36,3%	112,2%	30,3%	850,0%	153,7%	112,5%	88,1%	74,1%

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

Table 5: Sales Volume, Share and Changes According to Engine Type

ENGINE TYPE	2022 October		2023 October		Change
	Quantity	Share	Quantity	Share	
Petrol	33.918	71,5%	54.487	66,0%	60,6%
Diesel	6.165	13,0%	9.170	11,1%	48,7%
Autogas	273	0,6%	807	1,0%	195,6%
Hybrid	6.201	13,1%	8.315	10,1%	34,1%
Hybrid	682	1,4%	1.608	1,9%	135,8%
Plug-in Hybrid	163	0,3%	216	0,3%	32,5%
Mild Hybrid	5.356	11,3%	6.491	7,9%	21,2%
Electric	883	1,9%	9.832	11,9%	1013,5%
Pure Electric	883	1,9%	9.087	11,0%	929,1%
Extended Range	0	0,0%	745	0,9%	
Total	47.440	100%	82.611	100%	74,1%

Table 6: Sales Volume, Share and Changes According to Engine Volume

ENGINE VOLUME	ENGINE TYPE	2022 October		2023 October		Change
		Quantity	Share	Quantity	Share	
≤ 1600cc	B/D	40.023	84,4%	63.565	76,9%	58,8%
1601cc - ≤ 2000cc	B/D	222	0,5%	687	0,8%	209,5%
≥ 2001cc	B/D	111	0,2%	212	0,3%	91,0%
B/D Subtotal		40.356	85,1%	64.464	78,0%	59,7%
<=1600cc	HYBRID	4.680	9,9%	6.105	7,4%	30,4%
1601cc - <=1800cc (<=50KW)	HYBRID	0	0,0%	0	0,0%	
1601cc - <=1800cc (>50KW)	HYBRID	157	0,3%	899	1,1%	472,6%
1801cc - <=2000cc	HYBRID	1.255	2,6%	1.192	1,4%	-5,0%
2001cc - <=2500cc (<=100KW)	HYBRID	33	0,1%	7	0,0%	-78,8%
2001cc - <=2500cc (>100KW)	HYBRID	2	0,0%	44	0,1%	2100,0%
>2500cc	HYBRID	74	0,2%	68	0,1%	-8,1%
Hybrid Subtotal		6.201	13,1%	8.315	10,1%	34,1%
≤ 160 kW	ELECTRIC	214	0,5%	8.549	10,3%	3894,9%
> 160 kW	ELECTRIC	669	1,4%	1.283	1,6%	91,8%
Electric Subtotal		883	1,9%	9.832	11,9%	1013,5%
Total		47.440	100,0%	82.611	100,0%	74,1%

Table 7: Sales Volume, Share and Changes According to Emission Values

CO2 AVERAGE EMISSION VALUES (gr/km)	2022 October		2023 October		Change
	Quantity	Share	Quantity	Share	
< 100	1.896	4,0%	11.565	14,0%	510%
≥ 100 - < 120	13.723	28,9%	19.744	23,9%	44%
≥ 120 - < 140	13.251	27,9%	20.499	24,8%	55%
≥ 140 - < 160	16.285	34,3%	20.132	24,4%	24%
≥ 160	2.285	4,8%	10.671	12,9%	367%
Total	47.440	100,0%	82.611	100,0%	74,1%

Table 8: Sales Volume, Share and Changes According to Automatic Transmission Type

TRANSMISSION	2022 October		2023 October		Change
	Quantity	Share	Quantity	Share	
A (Mini)	303	99,7%	551	97,9%	81,8%
B (Entry)	11.846	86,9%	22.941	93,9%	93,7%
C (Compact)	16.799	63,4%	41.443	84,4%	146,7%
D (Medium)	4.744	100,0%	5.855	100,0%	23,4%
E (Luxury)	1.980	100,0%	2.089	100,0%	5,5%
F (Upper Luxury)	279	100,0%	569	100,0%	103,9%
Total	35.951	75,8%	73.448	88,9%	104,3%

Table 9: Sales Volume, Share and Changes According to LCV Body Type

LCV BODY TYPE ANALYSIS	2022 October		2023 October		Change
	Quantity	Share	Quantity	Share	
Van	14.164	79,7%	13.425	71,6%	-5,2%
Light Truck	1.890	10,6%	2.931	15,6%	55,1%
Minibus	640	3,6%	973	5,2%	52,0%
Pickup	1.088	6,1%	1.400	7,5%	28,7%
Trailer	0	0,0%	27	0,1%	
Total	17.782	100,0%	18.756	99,9%	5,5%

January-October 2023 Data

Table 4: Sales Volume, Share and Changes According to Segment and Body Type

2023 January-October	1	2	3	4	5	6	7		
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Total	Share
A (Mini)	0	5.161	0	0	0	497	1.071	6.729	0,9%
B (Entry)	15.919	111.350	0	0	1.401	217	113.521	242.408	32,3%
C (Compact)	149.005	36.292	874	3.658	0	3.519	224.260	417.608	55,7%
D (Medium)	20.618	1.124	3.071	0	0	1.131	29.422	55.366	7,4%
E (Luxury)	14.162	0	329	81	0	392	7.890	22.854	3,0%
F (Upper Luxury)	1.918	0	2	0	0	599	2.017	4.536	0,6%
Total	201.622	153.927	4.276	3.739	1.401	6.355	378.181	749.501	
Share	26,9%	20,5%	0,6%	0,5%	0,2%	0,8%	50,5%	100,00	

2022 January-October	1	2	3	4	5	6	7		
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Total	Share
A (Mini)	0	2.211	0	0	0	52	0	2.263	0,5%
B (Entry)	21.933	68.796	0	43	2.049	97	69.263	162.181	36,3%
C (Compact)	109.557	14.558	272	1.194	0	2.057	100.175	227.813	51,0%
D (Medium)	24.546	421	619	0	0	691	10.850	37.127	8,3%
E (Luxury)	9.302	0	103	11	0	313	5.375	15.104	3,4%
F (Upper Luxury)	1.072	0	0	0	0	362	742	2.176	0,5%
Total	166.410	85.986	994	1.248	2.049	3.572	186.405	446.664	
Share	37,3%	19,3%	0,2%	0,3%	0,5%	0,8%	41,7%	100,00	

Change	1	2	3	4	5	6	7	
Segment	S/D	H/B	S/W	MPV	CDV	Sport	SUV	Total
A (Mini)		133,4%				855,8%		197,3%
B (Entry)	-27,4%	61,9%		-100,0%	-31,6%	123,7%	63,9%	49,5%
C (Compact)	36,0%	149,3%	221,3%	206,4%		71,1%	123,9%	83,3%
D (Medium)	-16,0%	167,0%	396,1%			63,7%	171,2%	49,1%
E (Luxury)	52,2%		219,4%			25,2%	46,8%	51,3%
F (Upper Luxury)	78,9%					65,5%	171,8%	108,5%
Total	21,2%	79,0%	330,2%	199,6%	-31,6%	77,9%	102,9%	67,8%

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

Table 5: Sales Volume, Share and Changes According to Engine Type

ENGINE TYPE	2022 January-October		2023 January-October		Change
	Quantity	Share	Quantity	Share	
Petrol	312.900	70,1%	502.639	67,1%	60,6%
Diesel	74.693	16,7%	111.354	14,9%	49,1%
Autogas	7.042	1,6%	8.238	1,1%	17,0%
Hybrid	47.090	10,5%	78.387	10,5%	66,5%
Hybrid	12.619	2,8%	20.223	2,7%	60,3%
Plug-in Hybrid	700	0,2%	1.981	0,3%	183,0%
Mild Hybrid	33.771	7,6%	56.183	7,5%	66,4%
Electric	4.939	1,1%	48.883	6,5%	889,7%
Pure Electric	4.939	1,1%	43.682	5,8%	784,4%
Extended Range	0	0,0%	5.201	0,7%	
Total	446.664	100%	749.501	100%	67,8%

Table 6: Sales Volume, Share and Changes According to Engine Volume

ENGINE VOLUME	ENGINE TYPE	2022 January-October		2023 January-October		Change
		Quantity	Share	Quantity	Share	
≤ 1600cc	B/D	390.544	87,4%	615.314	82,1%	57,6%
1601cc - ≤ 2000cc	B/D	3.046	0,7%	4.993	0,7%	63,9%
≥ 2001cc	B/D	1.045	0,2%	1.924	0,3%	84,1%
B/D Subtotal		394.635	88,4%	622.231	83,0%	57,7%
<=1600cc	HYBRID	30.887	6,9%	49.548	6,6%	60,4%
1601cc - <=1800cc (<=50KW)	HYBRID	0	0,0%	0	0,0%	
1601cc - <=1800cc (>50KW)	HYBRID	7.723	1,7%	13.611	1,8%	76,2%
1801cc - <=2000cc	HYBRID	7.977	1,8%	14.042	1,9%	76,0%
2001cc - <=2500cc (<=100KW)	HYBRID	241	0,1%	232	0,0%	-3,7%
2001cc - <=2500cc (>100KW)	HYBRID	25	0,0%	340	0,0%	1260,0%
>2500cc	HYBRID	237	0,1%	614	0,1%	159,1%
Hybrid Subtotal		47.090	10,5%	78.387	10,5%	66,5%
≤ 160 kW	ELECTRIC	1.801	0,4%	32.353	4,3%	1696,4%
> 160 kW	ELECTRIC	3.138	0,7%	16.530	2,2%	426,8%
Electric Subtotal		4.939	1,1%	48.883	6,5%	889,7%
Total		446.664	100,0%	749.501	100,0%	67,8%

Table 7: Sales Volume, Share and Changes According to Emission Values

CO2 AVERAGE EMISSION VALUES (gr/km)	2022 January-October		2023 January-October		Change
	Quantity	Share	Quantity	Share	
< 100	24.285	5,4%	72.882	9,7%	200,1%
≥ 100 - < 120	166.060	37,2%	277.885	37,1%	67,3%
≥ 120 - < 140	122.671	27,5%	163.077	21,8%	32,9%
≥ 140 - < 160	114.971	25,7%	164.120	21,9%	42,7%
≥ 160	18.677	4,2%	71.537	9,5%	283,0%
Total	446.664	100,0%	749.501	100,0%	67,8%

Table 8: Sales Volume, Share and Changes According to Automatic Transmission Type

TRANSMISSION	2022 January-October		2023 January-October		Change
	Quantity	Share	Quantity	Share	
A (Mini)	2.162	95,5%	6.527	97,0%	201,9%
B (Entry)	136.065	83,9%	207.093	85,4%	52,2%
C (Compact)	152.772	67,1%	312.897	74,9%	104,8%
D (Medium)	37.127	100,0%	55.366	100,0%	49,1%
E (Luxury)	15.104	100,0%	22.854	100,0%	51,3%
F (Upper Luxury)	2.176	100,0%	4.536	100,0%	108,5%
Total	345.406	77,3%	609.273	81,3%	76,4%

Table 9: Sales Volume, Share and Changes According to LCV Body Type

LCV BODY TYPE ANALYSIS	2022 January-October		2023 January-October		Change
	Quantity	Share	Quantity	Share	
Van	105.385	75,8%	162.328	77,5%	54,0%
Light Truck	17.901	12,9%	20.105	9,6%	12,3%
Minibus	6.421	4,6%	15.792	7,5%	145,9%
Pickup	9.381	6,7%	11.085	5,3%	18,2%
Trailer	0	0,0%	131	0,1%	
Total	139.088	100,0%	209.441	99,9%	50,6%

RETAIL SALES (LOCAL/IMPORT): OCTOBER 2023

MAKE	PASSENGER CARS			LCV			TOTAL		
	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL
ALFA ROMEO		92	92			0	0	92	92
ASTON MARTIN		1	1			0	0	1	1
AUDI		1.581	1.581			0	0	1.581	1.581
BENTLEY		4	4			0	0	4	4
BMW		1.595	1.595			0	0	1.595	1.595
CHERY		4.517	4.517			0	0	4.517	4.517
CITROEN		3.755	3.755		1.307	1.307	0	5.062	5.062
CUPRA		1.161	1.161			0	0	1.161	1.161
DACIA		2.653	2.653			0	0	2.653	2.653
DS		100	100			0	0	100	100
FERRARI		4	4			0	0	4	4
FIAT	9.173	56	9.229	4.524	2.262	6.786	13.697	2.318	16.015
FORD	37	2.096	2.133	2.898	131	3.029	2.935	2.227	5.162
HONDA		1.680	1.680			0	0	1.680	1.680
HONGQI		15	15			0	0	15	15
HYUNDAI	2.633	1.464	4.097		557	557	2.633	2.021	4.654
ISUZU			0	41	59	100	41	59	100
IVECO			0		291	291	0	291	291
JAGUAR		13	13			0	0	13	13
JEEP		371	371			0	0	371	371
KARSAN			0	12		12	12	0	12
KIA		1.850	1.850		243	243	0	2.093	2.093
LAMBORGHINI		1	1			0	0	1	1
LAND ROVER		302	302		0	0	0	302	302
LEAPMOTOR		10	10			0	0	10	10
LEXUS		46	46			0	0	46	46
MASERATI		43	43			0	0	43	43
MAZDA		30	30			0	0	30	30
MERCEDES-BENZ		2.309	2.309		758	758	0	3.067	3.067
MG		2.505	2.505			0	0	2.505	2.505
MINI		223	223			0	0	223	223
MITSUBISHI		12	12		0	0	0	12	12
NISSAN		2.775	2.775		0	0	0	2.775	2.775
OPEL		3.854	3.854		503	503	0	4.357	4.357
PEUGEOT		3.622	3.622		1.345	1.345	0	4.967	4.967
PORSCHE		68	68			0	0	68	68
RENAULT	9.521	2.671	12.192		1.434	1.434	9.521	4.105	13.626
SEAT		1.098	1.098			0	0	1.098	1.098
SERES		0	0			0	0	0	0
SKODA		2.616	2.616			0	0	2.616	2.616
SKYWELL		620	620			0	0	620	620
SMART			0			0	0	0	0
SSANGYONG		94	94		73	73	0	167	167
SUBARU		15	15			0	0	15	15
SUZUKI		314	314			0	0	314	314
TESLA		500	500			0	0	500	500
TOGG	3.567		3.567			0	3.567	0	3.567
TOYOTA	5.198	755	5.953		918	918	5.198	1.673	6.871
VOLKSWAGEN		4.149	4.149		1.400	1.400	0	5.549	5.549
VOLVO		842	842			0	0	842	842
TOTAL	30.129	52.482	82.611	7.475	11.281	18.756	37.604	63.763	101.367

*Data regarding Tesla has been determined as an estimate in the light of public statements.

RETAIL SALES (LOCAL/IMPORT): 2023									
MAKE	PASSENGER CARS			LCV			TOTAL		
	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL
ALFA ROMEO	0	1.918	1.918	0	0	0	0	1.918	1.918
ASTON MARTIN	0	20	20	0	0	0	0	20	20
AUDI	0	17.752	17.752	0	0	0	0	17.752	17.752
BENTLEY	0	31	31	0	0	0	0	31	31
BMW	0	18.004	18.004	0	0	0	0	18.004	18.004
CHERY	0	31.040	31.040	0	0	0	0	31.040	31.040
CITROEN	0	35.009	35.009	0	14.979	14.979	0	49.988	49.988
CUPRA	0	7.627	7.627	0	0	0	0	7.627	7.627
DACIA	0	34.844	34.844	0	0	0	0	34.844	34.844
DS	0	3.173	3.173	0	0	0	0	3.173	3.173
FERRARI	0	21	21	0	0	0	0	21	21
FIAT	105.160	1.125	106.285	40.688	11.229	51.917	146.247	11.955	158.202
FORD	1.333	21.828	23.161	58.398	1.389	59.787	59.731	23.217	82.948
HONDA	0	16.046	16.046	0	0	0	0	16.046	16.046
HONQI	0	15	15	0	0	0	0	15	15
HYUNDAI	31.575	10.051	41.626	0	4.767	4.767	31.575	14.818	46.393
ISUZU	0	0	0	563	1.362	1.925	563	1.362	1.925
IVECO	0	0	0	0	2.205	2.205	0	2.205	2.205
JAGUAR	0	94	94	0	0	0	0	94	94
JEEP	0	2.654	2.654	0	0	0	0	2.654	2.654
KARSAN	0	0	0	260	0	260	260	0	260
KIA	0	16.210	16.210	0	1.681	1.681	0	17.891	17.891
LAMBORGHINI	0	13	13	0	0	0	0	13	13
LAND ROVER	0	1.911	1.911	0	590	590	0	2.501	2.501
LEAPMOTOR	0	310	310	0	0	0	0	310	310
LEXUS	0	393	393	0	0	0	0	393	393
MASERATI	0	480	480	0	0	0	0	480	480
MAZDA	0	203	203	0	0	0	0	203	203
MERCEDES-BENZ	0	18.685	18.685	0	6.717	6.717	0	25.402	25.402
MG	0	9.867	9.867	0	0	0	0	9.867	9.867
MINI	0	2.024	2.024	0	0	0	0	2.024	2.024
MITSUBISHI	0	203	203	0	162	162	0	365	365
NISSAN	0	13.875	13.875	0	0	0	0	13.875	13.875
OPEL	0	49.147	49.147	0	10.035	10.035	0	59.182	59.182
PEUGEOT	0	48.034	48.034	0	15.808	15.808	0	63.842	63.842
PORSCHE	0	976	976	0	0	0	0	976	976
RENAULT	69.452	18.361	87.813	0	14.575	14.575	69.452	32.936	102.388
SEAT	0	7.713	7.713	0	0	0	0	7.713	7.713
SERES	0	289	289	0	0	0	0	289	289
SKODA	0	27.406	27.406	0	0	0	0	27.406	27.406
SKYWELL	0	2.041	2.041	0	0	0	0	2.041	2.041
SMART	0	0	0	0	0	0	0	0	0
SSANGYONG	0	575	575	0	872	872	0	1.447	1.447
SUBARU	0	803	803	0	0	0	0	803	803
SUZUKI	0	4.044	4.044	0	0	0	0	4.044	4.044
TESLA	0	10.700	10.700	0	0	0	0	10.700	10.700
TOGG	9.171	0	9.171	0	0	0	9.171	0	9.171
TOYOTA	22.800	9.535	32.335	0	9.612	9.612	22.800	19.147	41.947
VOLKSWAGEN	0	56.013	56.013	0	13.549	13.549	0	69.562	69.562
VOLVO	0	8.947	8.947	0	0	0	0	8.947	8.947
TOTAL	239.491	510.010	749.501	99.909	109.532	209.441	339.799	619.143	958.942

*Data regarding Tesla has been determined as an estimate in the light of public statements.

About ODMD

Founded in 1987, Automotive Distributors' and Mobility Association (ODMD), with a vision to ensure the development and sustainability of the automotive industry, is an industrial association representing the 29 member companies with their 46 international automotive brands as of 2023. Considering the change and transformation in the automotive sector and with the vision of a new era in the global automotive industry, as of December 2022, our association continues its activities under its new name, Automotive Distributors and Mobility Association.

In line with its basic mission, it is an organization that works to represent the members in every segment, meet the needs of the sector with their activities, find solutions to their problems, create public opinion by accurately and reliably evaluating and sharing industrial information, and directly contribute to the formation of legislation related to the sector.

Gathering 46 brands operating in the automotive industry under its roof, ODMD as a specialized company in the automotive industry works to take an active role in the organization of automotive fairs, to spread the use of vehicles throughout the country, to form an opinion in order to raise all kinds of infrastructure in the field of marketing-sales and after-sales services, and to improve the quality of service to EU norms, to carry out training activities for the members of the automotive industry in cooperation with other stakeholders in order to increase its efficiency in the public, to inform its members, the press and the public with detailed monthly sales data and reports prepared for the automotive industry, to shed light on the future of the sector through academic studies and to contribute to the development of the sector.

ODMD Members:



ODMD Contact:

Müge Çınarlı Söyler

Marketing, Data Management and PR Manager

mugecsoyler@odmd.org.tr

Nurcan Güler

Marketing and Data Analysis Manager

nurcanguler@odmd.org.tr

Melda Uytun

Marketing and Communications Manager

meldauytun@odmd.org.tr